



Out of Character: Surprising Truths About the Liar, Cheat, Sinner (and Saint) Lurking in All of Us

David Desteno, Piercarlo Valdesolo

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Have you ever wondered why a trumpeter of family values would suddenly turn around and cheat on his wife? Why jealousy would send an otherwise level-headed person into a violent rage? What could drive a person to blow a family fortune at the blackjack tables?

Or have you ever pondered what might make Mr. Right leave his beloved at the altar, why hypocrisy seems to be rampant, or even why, every once in awhile, even *you* are secretly tempted, to lie, cheat, or steal (or, conversely, help someone you never even met)?

This book answers these questions and more, and in doing so, turns the prevailing wisdom about who we are upside down. Our character, argue psychologists DeSteno and Valdesolo, isn't a stable set of traits, but rather a shifting state that is subject to the constant push and pull of hidden mechanisms in our mind. And it's the battle between these dueling psychological forces that determine how we act at any given point in time.

Drawing on the surprising results of the clever experiments concocted in their own laboratory, DeSteno and Valdesolo shed new scientific light on so many of the puzzling behaviors that regularly grace the headlines. For example, you'll learn:

- Why **Tiger Woods** just couldn't resist the allure of his mistresses even though he had a picture-perfect family at home. And why no one, including those who knew him best, ever saw it coming.
- Why even the shrewdest of investors can be tempted to gamble their fortunes away (and why risky financial behavior is driven by the same mechanisms that compel us to root for the underdog in sports).
- Why **Eliot Spitzer**, who made a career of crusading against prostitution, turned out to be one of the most famous johns of all time.
- Why **Mel Gibson**, a noted philanthropist and devout Catholic, has been repeatedly caught spewing racist rants, even though close friends say he doesn't have a racist bone in his body.
- And why **any of us** is capable of doing the same, whether we believe it or not!

A surprising look at the hidden forces driving the saint and sinner lurking in us all, *Out of Character* reveals why human behavior is so much more unpredictable than we ever realized.

From the Hardcover edition.

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Colleen Holden:

As people who live in the actual modest era should be upgrade about what going on or info even knowledge to make these keep up with the era which can be always change and move ahead. Some of you maybe can update themselves by studying books. It is a good choice for you personally but the problems coming to you actually is you don't know which you should start with. This Out of Character: Surprising Truths About the Liar, Cheat, Sinner (and Saint) Lurking in All of Us is our recommendation so you keep up with the world. Why, as this book serves what you want and want in this era.

Timothy Reed:

Reading a book tends to be new life style in this particular era globalization. With examining you can get a lot of information that can give you benefit in your life. With book everyone in this world may share their idea. Books can also inspire a lot of people. Plenty of author can inspire their particular reader with their story as well as their experience. Not only the story that share in the books. But also they write about the knowledge about something that you need illustration. How to get the good score toefl, or how to teach children, there are many kinds of book which exist now. The authors in this world always try to improve their ability in writing, they also doing some analysis before they write for their book. One of them is this Out of Character: Surprising Truths About the Liar, Cheat, Sinner (and Saint) Lurking in All of Us.

Joshua Yoshida:

Spent a free time for you to be fun activity to accomplish! A lot of people spent their free time with their family, or all their friends. Usually they doing activity like watching television, likely to beach, or picnic inside the park. They actually doing ditto every week. Do you feel it? Will you something different to fill your own personal free time/ holiday? Can be reading a book is usually option to fill your no cost time/ holiday. The first thing that you ask may be what kinds of e-book that you should read. If you want to try out look for book, may be the guide untitled Out of Character: Surprising Truths About the Liar, Cheat, Sinner (and Saint) Lurking in All of Us can be excellent book to read. May be it can be best activity to you.

Ingrid Baumbach:

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