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2. How the Modern Human Mind Evolved.
3. Innate Drives and Skills. PART TWO: THE FOUR DRIVES BEHIND HUMAN CHOICES.
4. The Drive to Acquire (D1).
5. The Drive to Bond (D2).
6. The Drive to Learn (D3).
7. The Drive to Defend (D4). PART THREE: THE DRIVES IN ACTION; HOW HUMAN NATURE WORKS IN CONTEXT.
- 8.

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Driven: How Human Nature Shapes our Choices. In this astonishing, provocative, and solidly researched

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book, two Harvard Business School professors synthesize 200 years of thought along with the latest research drawn from the biological and social sciences to propose a new theory, a unified synthesis of human nature.

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In Driven: How Human Nature Shapes Our Choices, the authors combine the latest thinking from the biological and social sciences to lay out a new theory on human nature. The idea: We are all influenced and guided by four drives: acquiring, bonding, learning, and defending. In this excerpt, Lawrence and Nohria examine how an organization built around the four-drive theory might look.

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In Driven: How Human Nature Shapes Our Choices, the authors combine the latest thinking from the

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biological and social sciences to lay out a new theory on human nature. The idea: We are all influenced and guided by four drives: acquiring, bonding, learning, and defending. In this excerpt, Lawrence and Nohria examine how an organization built around the four-drive theory might look.

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Driven How Human Nature Shapes Our Choices
Driven compellingly sets forth the authors' scientific theory for understanding human nature and behavior. Lawrence and Nohria conclude that the way we act is a result of the conscious choices we make. These deliberate choices are fueled by the internal battle constantly raging among our four innate, subconscious, brain-based drives:

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Volume 2 of J-B Warren Bennis Series Warren Bennis
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Lawrence, Nitin Nohria: Contributors: Edward O.
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Driven: How Human Nature Shapes Our Choices - Paul R ...

Driven: How Human Nature Shapes Our Choices (Paperback) Paul R. Lawrence, Nitin Nohria

Driven How Human Nature Shapes Our Choices by Lawrence ...

The following is a highlighted summary of the book, Driven, published by Driven. By. Lawrence Nohria. Drives and Survival. The drive for immediate. Driven – Paul R. Lawrence and Nitin Nohria. This post contains my personal notes about the big ideas in [Driven: How Human Nature Shapes.

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Driven reveals the scientific foundation for an understanding of human nature and the mysteries of human behavior. "Driven makes a daring leap across disciplinary boundaries to show how recent research in biology sheds light on human nature, and thus social behavior. Social scientists need to pay attention to important works like this."

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Through an examination of people in the workplace,
this book offers a look at the four factors that drive

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human beings and lead them to the choices that they make.

Through an examination of people in the workplace, this book offers a look at the four factors that drive human beings and lead them to the choices that they make.

PRAISE FOR DRIVEN TO LEAD "A powerful scientific framework, grounded in evolutionary biology, that helps us think about leadership successes and failures throughout history and how we might address humanity's need for better leadership going forward."
—NITIN NOHRIA, dean, Harvard Business School

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"Brilliant insights—straightforward, easy to comprehend, and extremely useful to anyone in business. I predict the four-drives model will replace Maslow's hierarchy of needs as the accepted way of describing human behavior." —DAVID N. BURT, chairman emeritus, Supply Chain Management Institute, University of San Diego

"Paul Lawrence is back! Driven to Lead is the most comprehensive general theory of leadership ever created. By digging deeply into Darwin, Lawrence offers a practical guide for authentic leaders to excel in today's challenging world." —BILL GEORGE, professor of management practice, Harvard Business School, and former chair and CEO, Medtronic

"If Darwin had written a book

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about leadership in the twenty-first century, this would be it." —RANJAY GULATI, Jaime and Josefina Chua Tiampo Professor of Business Administration, Harvard Business School "It's the $E = mc^2$ of human behavior." —MALCOLM DELEO, Vice President of Innovation, Daymon Worldwide "This book presents a rigorous and novel theory on how evolution and the human brain can produce effective and ineffective leadership. The writing is clear. It is accessible to practitioners as well as to researchers." —CHRIS ARGYRIS, professor emeritus, Harvard Business School

In this provocative, revelatory tour de force, Jesse

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Prinz reveals how the cultures we live in - not biology - determine how we think and feel. He examines all aspects of our behaviour, looking at everything from our intellects and emotions, to love and sex, morality and even madness. This book seeks to go beyond traditional debates of nature and nurture. He is not interested in finding universal laws but, rather, in understanding, explaining and celebrating our differences. Why do people raised in Western countries tend to see the trees before the forest, while people from East Asia see the forest before the trees? Why, in South East Asia, is there a common form of mental illness, unheard of in the West, in which people go into a trancelike state after being

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startled? Compared to Northerners, why are people in the American South more than twice as likely to kill someone over an argument? And, above all, just how malleable are we? Prinz shows that the vast diversity of our behaviour is not engrained. He picks up where biological explanations leave off. He tells us the human story.

Human nature and behavior is complex and puzzling. Driven by experience, ambitions, struggles, passion, emotions etc humans try to find ways to survive and progress. Every individual is unique and shapes differently. Yet there exists a common thread or a general pattern showing a natural trend. It is possible

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to understand this trend if one keeps free from biases, ideologies or closed thinking. The positivity could provide a picture that would be closer to reality. Peculiar human behaviors could be realistically understood within a general pattern. In daily experiences, one gets ideas and thoughts to understand the diverse behavior of people around. Collating and expressing these thoughts on diverse topics needs efforts to shade out unrealistic contents and take it closer to the reality. The topics covered in the book are of common interest and readers may find them closer to their daily experiences. Overall, there is a message to be positive, going closer to the natural processes and taking a balanced view even in

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puzzling situations. Understanding human nature is a utilitarian exercise, diverse, unending, interesting and relaxing. Contributing to this dispassionate exercise is always a pleasure for anyone.

On Human Nature: Biology, Psychology, Ethics, Politics, and Religion covers the present state of knowledge on human diversity and its adaptative significance through a broad and eclectic selection of representative chapters. This transdisciplinary work brings together specialists from various fields who rarely interact, including geneticists, evolutionists, physicians, ethologists, psychoanalysts, anthropologists, sociologists, theologians, historians,

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linguists, and philosophers. Genomic diversity is covered in several chapters dealing with biology, including the differences in men and apes and the genetic diversity of mankind. Top specialists, known for their open mind and broad knowledge have been carefully selected to cover each topic. The book is therefore at the crossroads between biology and human sciences, going beyond classical science in the Popperian sense. The book is accessible not only to specialists, but also to students, professors, and the educated public. Glossaries of specialized terms and general public references help nonspecialists understand complex notions, with contributions avoiding technical jargon. Provides greater

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understanding of diversity and population structure and history, with crucial foundational knowledge needed to conduct research in a variety of fields, such as genetics and disease Includes three robust sections on biological, psychological, and ethical aspects, with cross-fertilization and reciprocal references between the three sections Contains contributions by leading experts in their respective fields working under the guidance of internationally recognized and highly respected editors

Golding's iconic 1954 novel, now with a new foreword by Lois Lowry, remains one of the greatest books ever written for young adults and an unforgettable classic

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for readers of any age. This edition includes a new Suggestions for Further Reading by Jennifer Buehler. At the dawn of the next world war, a plane crashes on an uncharted island, stranding a group of schoolboys. At first, with no adult supervision, their freedom is something to celebrate. This far from civilization they can do anything they want. Anything. But as order collapses, as strange howls echo in the night, as terror begins its reign, the hope of adventure seems as far removed from reality as the hope of being rescued.

An eye-opening, groundbreaking tour of the purpose of work in our lives, showing how work operates in our culture and how you can find your own path to

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happiness in the workplace. Why do we work? The question seems so simple. But Professor Barry Schwartz proves that the answer is surprising, complex, and urgent. We've long been taught that the reason we work is primarily for a paycheck. In fact, we've shaped much of the infrastructure of our society to accommodate this belief. Then why are so many people dissatisfied with their work, despite healthy compensation? And why do so many people find immense fulfillment and satisfaction through "menial" jobs? Schwartz explores why so many believe that the goal for working should be to earn money, how we arrived to believe that paying workers more leads to better work, and why this has made our

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society confused, unhappy, and has established a dangerously misguided system. Through fascinating studies and compelling anecdotes, this book dispels this myth. Schwartz takes us through hospitals and hair salons, auto plants and boardrooms, showing workers in all walks of life, showcasing the trends and patterns that lead to happiness in the workplace. Ultimately, Schwartz proves that the root of what drives us to do good work can rarely be incentivized, and that the cause of bad work is often an attempt to do just that. How did we get to this tangled place? How do we change the way we work? With great insight and wisdom, Schwartz shows us how to take our first steps toward understanding, and empowering

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us all to find great work.

From the #1 New York Times-bestselling author of The 48 Laws of Power comes the definitive new book on decoding the behavior of the people around you Robert Greene is a master guide for millions of readers, distilling ancient wisdom and philosophy into essential texts for seekers of power, understanding and mastery. Now he turns to the most important subject of all - understanding people's drives and motivations, even when they are unconscious of them themselves. We are social animals. Our very lives depend on our relationships with people. Knowing why people do what they do is the most important

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tool we can possess, without which our other talents can only take us so far. Drawing from the ideas and examples of Pericles, Queen Elizabeth I, Martin Luther King Jr, and many others, Greene teaches us how to detach ourselves from our own emotions and master self-control, how to develop the empathy that leads to insight, how to look behind people's masks, and how to resist conformity to develop your singular sense of purpose. Whether at work, in relationships, or in shaping the world around you, *The Laws of Human Nature* offers brilliant tactics for success, self-improvement, and self-defense.

One of the most persistent concerns about the future

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is whether it will be dominated by the predictive algorithms of AI – and, if so, what this will mean for our behaviour, for our institutions and for what it means to be human. AI changes our experience of time and the future and challenges our identities, yet we are blinded by its efficiency and fail to understand how it affects us. At the heart of our trust in AI lies a paradox: we leverage AI to increase our control over the future and uncertainty, while at the same time the performativity of AI, the power it has to make us act in the ways it predicts, reduces our agency over the future. This happens when we forget that that we humans have created the digital technologies to which we attribute agency. These developments also

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challenge the narrative of progress, which played such a central role in modernity and is based on the hubris of total control. We are now moving into an era where this control is limited as AI monitors our actions, posing the threat of surveillance, but also offering the opportunity to reappropriate control and transform it into care. As we try to adjust to a world in which algorithms, robots and avatars play an ever-increasing role, we need to understand better the limitations of AI and how their predictions affect our agency, while at the same time having the courage to embrace the uncertainty of the future.

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