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personal experience he went through. One night, Dan Ariely received a call from a woman who he did not know.

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In Payoff, he explains how motivation really works. The reason we should care is that “we are all part-time motivators.” All of us

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try to get others to do things, whether they are our children, employees, spouses, customers, friends, or people we encounter in everyday situations.

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own dynastical motivations. As someone who works to motivate ethical behavior among investment professionals, I recommend Ariely's specific suggestions because I believe they link our perspective, decisions, and actions to the greater good, dynastical or not. Mark Harbour, CPA, CIMA ®

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Summary Description.
In his new book,
Payoff: The Hidden
Logic That Shapes Our
Motivations, legendary
psychologist Daniel
Ariely brings together
some of his most
important studies and
insights to explain not
only why we do what
we do, but how to
more effectively use
these elements to
improve our

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is different for
everybody—especially
among today's
knowledge workers.
Treating people like
rats in a maze, where
everyone is given the
same incentive for

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achieving various tasks, may have worked a hundred years ago when workers were more task-oriented.

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the way it works, and
how we can bridge this
gap.

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how many of our
motivations spring
from trying to conquer
a sense of helplessness
and reclaim even a tiny
modicum of control
over our lives.

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use this knowledge to approach important choices in our own lives.

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works and how we can use this knowledge to approach important choices in our own lives.

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If you have read Dan Ariely's *The Upside of Irrationality*, there will be few surprises for you in his TED book *Payoff: The Hidden Logic That Shapes Our Motivations*. TED books

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are designed to be slightly longer explorations of topics from TED talks, but short enough to be read in one sitting.

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