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# Everything Is Obvious\*

*How Common Sense  
Fails Us*

DUNCAN J. WATTS



\*Once You Know the Answer

# Everything Is Obvious How Common Sense Fails Us

**Frank van Tubergen**



## **Everything Is Obvious How Common Sense Fails Us:**

*Everything Is Obvious* Duncan J. Watts,2012-06-26 By understanding how and when common sense fails we can improve our understanding of the present and better plan for the future Drawing on the latest scientific research along with a wealth of historical and contemporary examples Watts shows how common sense reasoning and history conspire to mislead us into believing that we understand more about the world of human behavior than we do and in turn why attempts to predict manage or manipulate social and economic systems so often go awry It seems obvious for example that people respond to incentives yet policy makers and managers alike frequently fail to anticipate how people will respond to the incentives they create Social trends often seem to be driven by certain influential people yet marketers have been unable to identify these influencers in advance And although successful products or companies always seem in retrospect to have succeeded because of their unique qualities predicting the qualities of the next hit product or hot company is notoriously difficult even for experienced professionals Watts argument has important implications in politics business and marketing as well as in science and everyday life

Everything is Obvious Duncan J. Watts,2011-07-01 Why is the Mona Lisa the most famous painting in the world Why did Facebook succeed when other social networking sites failed Did the surge in Iraq really lead to less violence And does higher pay incentivize people to work harder If you think the answers to these questions are a matter of common sense think again As sociologist and network science pioneer Duncan Watts explains in this provocative book the explanations that we give for the outcomes that we observe in life explanations that seem obvious once we know the answer are less useful than they seem Watts shows how commonsense reasoning and history conspire to mislead us into thinking that we understand more about the world of human behavior than we do and in turn why attempts to predict manage or manipulate social and economic systems so often go awry Only by understanding how and when common sense fails can we improve how we plan for the future as well as understand the present an argument that has important implications in politics business marketing and even everyday life

Everything is Obvious Duncan J. Watts,2011 From one of the world s most influential and cited sociologists *Everything is Obvious* shatters the myth of common sense and points the way to a future where science promises to illuminate the shadows of the human psyche

**The Anatomy of Neo-Colonialism in Kenya** W. O. Maloba,2017-08-29 The successor to Kenyatta and Britain An Account of Political Transformation 1929 1963 this book completes the first systematic political history of Jomo Kenyatta by examining the mechanisms of installing a neo colonial regime in Kenya and how such regimes were duplicated elsewhere in Africa It analyzes the nature and extent of the collaboration between Kenyatta Britain and Western intelligence services to install and protect his government in Kenya a collaboration which is linked to some of Kenya s most intractable political social and economic problems Drawing heavily on primary sources it examines the legacy of Kenyatta s regime and how this legacy is felt in Kenya today

**Common Sense and Science from Aristotle to Reid** Benjamin W. Redekop,2020-11-05 Common Sense and Science from Aristotle to Reid

reveals that thinkers have pondered the nature of common sense and its relationship to science and scientific thinking for a very long time It demonstrates how a diverse array of neglected early modern thinkers turn out to have been on the right track for understanding how the mind makes sense of the world and how basic features of the human mind and cognition are related to scientific theory and practice Drawing on a wealth of primary sources and scholarship from the history of ideas cognitive science and the history and philosophy of science this book helps readers understand the fundamental historical and philosophical relationship between common sense and science Bursting the Big Data Bubble Jay

Liebowitz,2014-07-25 As we get caught up in the quagmire of Big Data and analytics it remains critically important to be able to reflect and apply insights experience and intuition to your decision making process In fact a recent research study at Tel Aviv University found that executives who relied on their intuition were 90 percent accurate in their decisions Bu

**Introduction to Sociology** Frank van Tubergen,2020-02-25 Comprehensive and engaging this textbook introduces students not only to foundational sociological work but also to insights from contemporary sociological theory and research This combined approach ensures that students become familiar with the core of sociology key concepts theories perspectives methods and findings Students will acquire the ability to think like a sociologist investigate and understand complex social phenomena This text presents a complete sociological toolkit guiding students in the art of asking good sociological questions devising a sophisticated theory and developing methodologies to observe social phenomena The chapters of this book build cumulatively to equip students with the tools to quickly understand any new sociological topic or contemporary social problem The textbook also applies the sociological toolkit to selected key sociological issues showing how specific sociological topics can be easily investigated and understood using this approach Taking a global and comparative perspective the book covers a rich diversity of sociological topics and social problems such as crime immigration race and ethnicity media education family organizations gender poverty modernization and religion The book presents a range of helpful pedagogical features throughout such as Chapter overview and learning goals summaries at the start of every chapter Thinking like a sociologist boxes encouraging students to reflect critically on learning points Principle boxes summarizing key sociological principles Theory schema boxes presenting sociological theories in a clear understandable manner Stylized facts highlighting key empirical findings and patterns Key concepts and summary sections at the end of every chapter and Companion website providing additional material for every chapter for both instructors and students including PowerPoint lecture notes discussion questions and answers multiple choice questions further reading and a full glossary of terms This clear and accessible text is essential reading for students taking introductory courses in sociology It will also be useful for undergraduate and graduate courses in other social science disciplines such as psychology economics human geography demography communication studies education sciences political science and criminology *How Juries Work* Rebecca K. Helm,2024-07-12 The majority of common law jurisdictions and some civil law jurisdictions use juries composed of citizens

drawn from the general population to deliberate and reach collective verdicts in criminal cases Juries are relied on to use their collective judgment to reach verdicts that accord with normative legal goals for example by being accurate and fair How Juries Worksuggests that though important symbolically the current jury system is not necessarily well designed to meet the demands of modern society which increasingly requires evidence based procedure that is carefully designed to achieve normative goals Rebecca K Helm proposes new models of how jurors and juries function in practice informed by psychological theory and empirical research which provide a framework to interpret and integrate the large body of existing work on jury decision making Drawing on this framework Helm highlights the deficiencies and strengths of the jury as a legal fact finder providing key insights into how to minimize deficiencies and maximize strengths through trial procedure The book concludes with a set of timely evidence based suggestions as to how procedure surrounding trial by jury might be altered to enhance the administration of justice in the many jurisdictions where the criminal law jury is utilized How Juries Workintegrates legal and psychological theory and research to present a comprehensive assessment of the modern criminal law jury and of how evidence based research can improve jury performance

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In some sort of defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their power to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Everything Is Obvious How Common Sense Fails Us**," a mesmerizing literary masterpiece penned by way of a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve into the book is central themes, examine its distinctive writing style, and assess its profound effect on the souls of its readers.

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