



By David DeSteno The Truth About Trust: How It Determines Success in Life, Love, Learning, and More

By David Desteno

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What really drives success and failure? Can I trust you? It's the question that strikes at the heart of human existence. Whether we're talking about business partnerships, romantic relationships, child-parent bonds, or the brave new world of virtual interaction, trust, when correctly placed, is what makes our world spin and lives flourish. Renowned psychologist David DeSteno brings together the latest research from diverse fields, including psychology, economics, biology, and robotics, to create a compelling narrative about the forces that have shaped the human mind's propensities to trust. He shows us how trust influences us at every level, from how we learn, to how we love, to how we spend, to how we take care of our own health and well-being. Using cuttingedge research from his own lab, he also unlocks, for the first time, the cues that allow us to read the trustworthiness of others accurately. Appealing to readers of Dan Ariely, Dan Gilbert, and David Eaglemen, "The Truth About Trust" offers a new paradigm that will change not only how you think about trust, but also how you understand, communicate, and make decisions in every area of your life.

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