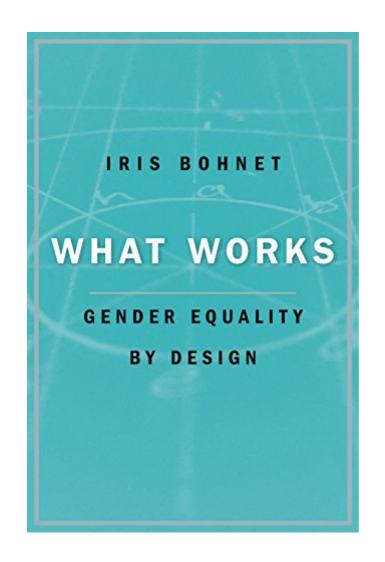
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## **What Works**





## Synopsis

Gender equality is a moral and a business imperative. But unconscious bias holds us back and de-biasing minds has proven to be difficult and expensive. Behavioral design offers a new solution. Iris Bohnet shows that by de-biasing organizations instead of individuals, we can make smart changes that have big impacts a "often at low cost and high speed.

## **Book Information**

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## **Customer Reviews**

As Iris Bohnet explains, this book is the result of a nearly ten-year journey that began when David Ellwood, then dean of Harvard Kennedy School, invited her to serve as faculty chair and later director of the Women and Public Policy Program (WAPPP), one of the Kennedy Schoolâ ™s research centers.â œThe bookâ ™s goal is to offer good designs it you; designs that make it easier for our biased minds to get things right. Based on research evidence, we can change the environments in which we live, learn, and work. My principal focus here is the stubborn, costly problem of gender inequality, but the recommendations I make stem from a wealth or research

about decisions and behavior that go well beyond gender. The book takes as a given that people make mistakes; they make them often and (sometimes) unknowingly, As a consequence, these mistakes reduce everyoneâ <sup>™</sup>s well-being.â • She goes to suggest that the solutions she recommends come from the field of behavioral economics, â œbuilding on insights on how our mind works.â •She invites her reader to become a behavioral designer and I hope each reader accepts this invitation because those who read this brilliant book â " not Iris Bohnet â " will need to achieve the behavioral changes in their respective environments. Think of this book as both a call to action and an operations manual. It provides just about all the information, instruction, insights, and counsel that anyone needs to help create and sustain healthier environments. It must be a collaborative environment.It is important to keep in mind that behavioral design â œgoes beyond law, regulation, or incentives, although it acknowledges that these are and will remain important.

How It Works: Big Rigs (How It Works (Simon & Schuster)) The Confessions: (Vol. I/1) Revised, (The Works of Saint Augustine: A Translation for the 21st Century) (The Works of Saint Augustine: A Translation for the 21st Century, Vol. 1) Works of Love Are Works of Peace: Mother Teresa of Calcutta and the Missionaries of Charity The Collected Works of Billy Graham: Three Bestselling Works Complete in One Volume (Angels, How to Be Born Again, and The Holy Spirit) Luther's Works, Volume 41: Church and Ministry III (Luther's Works (Augsburg)) How the Immune System Works (The How it Works Series) Network Marketing: It Works! Jumpstart Guide to Success -Promote, Prospect & Party (Network Marketing, MLM, It Works) Arbitrage: The authoritative guide on how it works, why it works, and how it can work for you Creative Lettering and Beyond: Inspiring tips, techniques, and ideas for hand lettering your way to beautiful works of art (Creative...and Beyond) The American City: What Works, What Doesn't Tom Kundig: Works Reading Structures: 39 Projects and Built Works Piano: Complete Works 1966-2014 MOS: Selected Works Neutra: Complete Works The Art of Colored Pencil Drawing: Discover Techniques for Creating Beautiful Works of Art in Colored Pencil (Collector's Series) The Works: Anatomy of a City Creative Communities: Art Works in Economic Development The Uffizi: The Official Guide All of the Works Irving Harper: Works in Paper

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