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Ariely reveals fascinating new insights into motivation—showing that the subject is far more complex than we ever imagined. Every day we work hard to motivate ourselves, the people we live with, the people who work for and do business with us.

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Payoff is heavily influenced by Viktor Frankl's celebrated work *Man's Search for Meaning*, in which the Viennese psychiatrist recounted how, as an Auschwitz prisoner, he found meaning even in the...

## **Review — 'Payoff' by Dan Ariely | Financial Times**

Dan Ariely's new book takes us on a journey into the complex nature of human motivation. *Payoff: The Hidden Logic That Shapes Our Motivations* by Dan Ariely, TED Books, 128 pages, \$16.99, Hardcover, November 2016, ISBN 9781501120046

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