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called inattentive blindness) occurs when an individual fails

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Inattentive blindness - Wikipedia

Explaining why traditional approaches to ethics don't work,

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In *Blind Spots*, leading business ethicists Max Bazerman and Ann Tenbrunsel examine the ways we overestimate our ability to do what is right and how we act unethically without meaning to. From the collapse of Enron and corruption in the tobacco industry, to sales of the defective Ford Pinto, the downfall of Bernard Madoff, and the Challenger space shuttle disaster, the authors investigate the nature of ethical failures in the business world and beyond, and illustrate how we can become more ...

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Blind Spots is not just about these criminals, but about a much larger problem—the dishonest actions that we all take while still thinking of ourselves as wonderfully moral people. In this important book, Bazerman and Tenbrunsel show us how we fail to see our own immoral actions in an objective light, and the trouble that this biased view gets us into."—Dan Ariely, author of *Predictably Irrational*

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Blind spots are used by researchers in the behavioral ethics literature to explain why good people (Feldman & Halali, 2017) may fail to comply with prescribed behavior (Bazerman & Tenbrunsel, 2011 ...

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Tenbrunsel . . . set out to show that if we are to make ethical decisions, we need to recognize such blind spots in ourselves as our failure to view our own immoral actions objectively and our tendency to act based on how we want to behave rather than on how we should.'---Susan Schwartz, Montreal Gazette Read more From the Back Cover 'This fascinating book holds up a desperately needed mirror that objectively reveals a reflection we might not want to see.

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Book excerpt from Blind Spots: Why We Fail to Do What's Right and What to Do about It. Preparing To Decide: Anticipating The "Want" Self The "want" self—that part of us which behaves according to self-interest and, often, without regard for moral principles—is silent during the planning stage of a decision but typically emerges and dominates at the time of the decision.

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Blind Spots: We 're Not as Ethical as We Think - Harvard ...
Blind Spots Why students fail...and the science that can save them
With an overwhelming majority of students graduating below proficiency in all academic subjects, the United States is in the midst of an educational crisis.

Dr. Kimberly Nix Berens

Tenbrunsel . . . set out to show that if we are to make ethical decisions, we need to recognize such blind spots in ourselves as our failure to view our own immoral actions objectively and our tendency to act based on how we want to behave rather than on how we should.---Susan Schwartz, Montreal Gazette" This terrific book summarizes the rapid advances made in the field of behavioral ethics and brings them to the attention of the thoughtful practitioner.

Blind Spots – Why We Fail to Do What's Right and What to

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Blind Spots: Why We Fail to Do What's Right and What to Do about It. When confronted with an ethical dilemma, most of us like to think we would stand up for our principles. But we are not as ethical as we think we are. In Blind Spots, leading business ethicists Max Bazerman and Ann Tenbrunsel examine the ways we overestimate our ability to do what is right and how we act unethically without meaning to.

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In Blind Spots, leading business ethicists Max Bazerman and Ann Tenbrunsel examine the ways we overestimate our ability to do what is right and how we act unethically without meaning to. From the collapse of Enron and corruption in the tobacco industry, to sales of the defective Ford Pinto and the downfall of Bernard Madoff, the authors

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investigate the nature of ethical failures in the business world and beyond and illustrate how we can become more ethical, bridging the gap between who we ...

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The style [of Blind Spots] is incisive and reassuringly uningratiating. The Guardian - Steven Poole. Blind Spots is a bold argument against the decency of human beings, showing how we subvert our ethical principles time and time again. Noting a human tendency to justify our own actions to ourselves with little thought for their consequences, business professors Max Bazerman and Ann Tenbrunsel explain how employees can give rise to dysfunctional organizations for fear of rocking the boat. . . .

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"Blind Spots: Why We Fail to Do What's Right and What to Do about It" by Max H. Bazerman and Ann E. Tenbrunsel (Princeton University Press, 2011) *** "Blind Spots is a bold argument against the decency of human beings, showing how we subvert our ethical principles time and time again. Noting a human tendency to justify our own actions to ourselves with little thought for their consequences, business professors Max Bazerman and Ann Tenbrunsel explain how employees can give rise to ...

Blind Spots | Max H. Bazerman and Ann E. Tenbrunsel

Blind Spots is not just about these criminals, but about a much larger problem-the dishonest actions that we all take while still thinking of ourselves as wonderfully moral people. In this important book, Bazerman and Tenbrunsel show us how we fail to see our own immoral actions in an

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objective light, and the trouble that this biased view gets us into."--Dan Ariely, author of Predictably Irrational

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Are we as ethical as we think we are? An important new book by . . . Max Bazerman and . . . Ann Tenbrunsel says probably not. In *Blind Spots: Why We Fail to Do What's Right and What to Do about It*, Bazerman and Tenbrunsel make a convincing case that a significant gap exists between how ethical we think we are and how ethical we actually are.

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