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meaning and motivation. The central thesis is that intrinsic motivators shape long-term beneficial results, whereas extrinsic rewards don't.

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persist is to continue
being motivated. What
is motivation and what
are the factors that

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Ariely. Rating: Print

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Blinkist. High-Level

Thoughts. A good

introduction to Ariely's

works. Payoff examines

human motivation and

how it is more than just

money and

recognition. Other

important elements of

motivation include

meaning, effort, and

ownership.

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**Summary, Notes,
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Payoff: The Hidden Logic That Shapes Our Motivations. Bestselling author Dan 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,

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Bestselling author Dan
Ariely reveals
fascinating new
insights into
motivations showing that
the subject is far more
complex than we ever
imagined.

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Author Dan Ariely says no, and in his new book “Payoff: the Hidden Logic That Shapes Our Motivations,” he explains. No matter where you get your paycheck or salary, the truth is that you are the...

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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
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Dan Ariely's new book
takes us on a journey
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motivation. Payoff: The
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