

"Exemplary, illuminating and – when you recognize yourself
in the stories it tells – scolding" – *Wall Street Journal*

MISTAKES WERE MADE

(but not by *me*)

**WHY WE JUSTIFY FOOLISH BELIEFS,
BAD DECISIONS, AND HURTFUL ACTS**

Carol Tavris *and* Elliot Aronson

Carol Tavris

**Mistakes Were Made (but Not by Me): Why We Justify
Foolish Beliefs, Bad Decisions, and Hurtful Acts**



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"Entertaining, illuminating and—when you recognize yourself in the stories it tells—mortifying. Francine Prose, —Wall Street Journal"Every page sparkles with sharp insight and keen observation. Mistakes were made— When we make mistakes, cling to outdated attitudes, or mistreat other people, we must relaxed the cognitive dissonance that jars our feelings of self-worth.how it works, the damage it can cause, and how exactly we may overcome it.A revelatory study of how lovers, lawyers, doctors, politicians—Daniel Gilbert, author of Stumbling on Joy Reading it, we acknowledge the behavior of our leaders, our loved ones, and— .and really believe it? but not in this publication!Me) a belief that often keeps us on a course that's dumb, immoral, and wrong.re honest—Errors Were Made (But Not by Therefore, unconsciously, we produce fictions that absolve us of responsibility, restoring our belief that we are smart, moral, and correct—offers a remarkable explanation of self-justification—" This up to date edition features new illustrations and concludes with an extended discussion of how exactly we can live with dissonance, learn from it, and perhaps, ultimately, forgive ourselves. Exactly why is it so hard to state "" —ourselves, plus some of the more perplexing mysteries of human being nature begin to appear a little clearer.pull the wool over our very own eyes .— .I made a mistake"if we' Supported by years of analysis, and most of us—O, The Oprah Magazine —""



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Wow - a life-changer! I'm going to keep this simple, and risk "not helpful" check-marks. Insightful gave me insight in to why some individuals can't admit mistakes." I think it should be mandatory periodic reading (let's say, maybe we pass a rules that, to get your driver's license renewed, you need to read this publication, cover to cover, and become somehow monitored while reading, and tested afterward. Crazy, I know, but we put a guy on the moon. Invaded a nation to seize non-existent WMDs?.) Humans: self-deluded creatures continuously searching for mental consonance This book is a marvelous good article - inspiring, life changing even - and premised on a simple notion: cognitive dissonance, and the lengths to which humans will go to equilibrate it. Political scandals, medical malpractice and divorce proceedings are perfect examples. That is me. Teaches how dissonance causes us to carry to beliefs, attitudes and activities that don't serve us or others. Couldn't put it diwn Great book- It must be read by all.. Why do people act so crazy ? My one wish is that it was included with homework..... Definitely NOT a blunder to read Interested in challenging your personal paradigm?" .. I'd love to see this topic addressed once again with a more current treatment of advancements in neuroscience..while shaking your head, breaking quickly here and there, adding to your jot list of people you MUST buy copies for...Furthermore, the hatred and vitriol and vile unearthed in lots of divorces stand in stark contrast to the relatively happy memories of several relationships, at least early on when love and romance brought two people jointly. When you cut someone off in traffic, it had been because there is ICE.. At the bottom, way down at the bottom, is normally a swamp of moral decay. but when somebody cuts you away, he was a sorry piece of good-for-nothing &^*%# who can't Travel! These things takes practice, like having to compose with a different hand. It's a bit daunting to think of going into the real world and trying to apply these ideas with out a net. // So it begins, and goes DEEP FAST. Understand this and learn about yourself, and about those your live with, and read out loud to them! (Or. I'm so glad I came across this. Sent an innocent person to prison? probably not - maybe have them read for themselves. ; A great reserve to read Great book.humans A big area of the answer to why folks are so crazy ! As a result, we devote an enormous amount of energy, and neural pathways, to creating and preserving false constructs designed to preserve a feeling of individual exceptionalism. Worse, this pattern of backward justifying occurs for societies aswell. Great! Captured cheating on your own partner? Clearly, she was withholding affections and any rational person would be forced to seek satisfaction elsewhere.. They were probably guilty of another thing so what's the big deal.. This publication goes a LONG way answering that ! It's a fascinating lens through which to consider problems of interpersonal and political interactions, the limitations of the justice system, the blind spots of the health care program, barriers to

advancing scientific understanding and much more. Not only did I find this a revolutionary way to take into account the globe and my role and responsibility in it, they enhanced it with a strong, simple visual representation of how we can transition from relatively decent human being to a failure standing knee deep in scandal and flailing on the subject of for any justification, no matter how farfetched." Down the pyramid each goes.. The journey from the very best to underneath is hardly ever a headlong significantly less intentional rush, but instead a number of tiny, almost imperceptibly small actions into ever-greier territory. We ratchet up the balancing work to deal with the raising dissonance, using retroactive justification and the sometime low cost rewriting of history, until we are mired in our own moral waste and bewildered as to how exactly we got there.)Significantly, every page, every section, every chapter, could have most people saying, "Whoa - holy jeez. However, this publication is written so well that I was captivated by the arrogance of the individual mind., but one thousand tiny decisions reinforced by cultural and organizational pressures, begin luring them straight down the pyramid and, ultimately, the gravity of their originally innocent actions pulls them irreversibly in to the muck.. So much truly fresh insight into the human condition, explaining most of the apparently irrational drama inside our personal and political lives. They posit that cognitive dissonance is at fault, associated with trying to maintain a feeling of individual exceptionalism in difficult circumstances. "I'm a good person and great people aren't to blame for the dissolution of marriages. I would suggest this publication to anyone who knows they're always ideal (like me). I'll be brief: Everyone who ever makes decisions about anything should go through this book. They envision a pyramid atop which we stand - at the pinnacle, we are morally upright creatures with no pesky dissonance. It's a frightening and liberating paradigm that, once articulated, seems 'unputbackable. Changed my perspective on my biases This book was great and made me think a bit differently about how exactly bias manifests.. It underscores the necessity for oversight of and transparency into our systems and agencies to make sure those in positions of power aren't inadvertently, blinded by dissonance and therefore acting against the best interests of society. The book is a bit dated, at 7 years old, however the concepts are sound and important.. After reading this book I know I'm not AND I know why. This line captures the essence of the book well: "The brain was created with blind spots, optical and psychological, and one of its cleverest tricks is to confer on us the comforting delusion that we, personally, don't have any." Insightful and scary at the same time. From my ... Insightful and scary at the same time. This one switches into my life time library. No one - well, hardly any one - enters noble careers thinking they'll be cheats or take action immorally, hide proof that could free an innocent person or fudge leads to preserve theories, etc. Cognitive dissonance should be

taught at the middle college level and with critical thinking to check out. I'm dismayed and fascinated with people who continue steadily to believe fanciful concepts while concrete disconfirming proof is right before their eye. It's worthwhile though. Key to personal growth One of the best, personal development books I've read. Crucial for law enforcement, politicians, married.. It warns us to pause and reflect before we action. Humans, they argue, are wired to cognitively justify their activities and options as we undertake life, while at exactly the same time blindly, almost willfully, spitefully, producing horrible and ever-worsening decisions. Where does it come from? I'm so ashamed. Obviously, they shifted them, and anyway, the true cause we invaded was to bring Democracy to freedom-starved people. Among the best books in a decade, I would keep it on my shelf and reference it often.. Therefore, my partner must be a terrible person. But brief of this, given how highly it resonated with me, and the solid, engaging composing style, I recommend. From my research I found a few of the same information while working on my doctorate.Plumbing the news headlines, case research and anecdotal accounts, they create a compelling case intended for how we never, ever appear capable of admitting culpability, much less acknowledging that people made an actual blunder.This book is so important, and if your head is crankable, then reading the book will crank your mind 180 degrees toward "clarity of self-understanding. And just why I don't find all of mine, too. Has helped me not really be so irritated with some individuals. The authors make a compelling case that cognitive dissonance – trying to stability two diametrically opposed beliefs – reaches the heart of most of our problems. Teaches how memory space can play tips on us and is normally often inaccurate. Oh. Happy I read this publication. The book was very informative and provided me insight into why I do what I do sometimes and just why others perform what they do. Excellent for decision making We'm ashamed that it took me so long to read this after hearing about any of it for such a long time. Now let me go about prospecting for thoughts that may back-justify that belief. I shudder to think about the money, interactions and lives that could be saved if we all had a better understanding of these concepts...!! This won't bode well for agencies where toxic leaders deny any type of negative opinions while concurrently collecting and inculcating evidence that only supports their beliefs, impressions or views while ignoring proof that could move the organization forwards..' It cautions us to often think about the cognitions we hold, and how they could be shaping our actions and responses, and blinding us to better courses of actions. The chapter on interactions really strike it on the top and put into words what I've seen in the pas Eventually, I think this book could have been a little more concise. While the good examples had been great, often many more examples than necessary were utilized to hammer home a point.



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