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1. Toward a Unified Understanding of Human Nature. 2. How the Modern Human Mind Evolved. 3. Innate Drives and Skills. PART TWO: THE FOUR DRIVES BEHIND HUMAN CHOICES. 4. The Drive to Acquire (D1). 5. The Drive to Bond (D2). 6. The Drive to Learn (D3). 7. The Drive to Defend (D4). PART THREE: THE DRIVES IN ACTION; HOW HUMAN NATURE WORKS IN CONTEXT. 8.

Driven: How Human Nature Shapes Our Choices | Wiley

Driven: How Human Nature Shapes our Choices. In this astonishing, provocative, and solidly researched book, two Harvard Business School professors synthesize 200 years of thought along with the latest research drawn from the biological and social sciences to propose a new theory, a unified synthesis of human nature.

Driven: How Human Nature Shapes our Choices by Paul R ...

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In *Driven: How Human Nature Shapes Our Choices*, the authors combine the latest thinking from the biological and social sciences to lay out a new theory on human nature. The idea: We are all influenced and guided by four drives: acquiring, bonding, learning, and defending. In this excerpt, Lawrence and Nohria examine how an organization built around the four-drive theory might look.

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Driven: The Four Drives Underlying Our Human Nature ...

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Driven How Human Nature Shapes Our Choices

Driven compellingly sets forth the authors' scientific theory for understanding human nature and behavior. Lawrence and Nohria conclude that the way we act is a result of the conscious choices we make. These deliberate choices are fueled by the internal battle constantly raging among our four innate, subconscious, brain-based drives:

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Driven: How Human Nature Shapes Our Choices - Paul R ...

Driven: How Human Nature Shapes Our Choices (Paperback) Paul R. Lawrence, Nitin Nohria

Driven How Human Nature Shapes Our Choices by Lawrence ...

The following is a highlighted summary of the book, Driven, published by Driven. By. Lawrence Nohria. Drives and Survival. The drive for immediate. Driven - Paul R. Lawrence and Nitin Nohria. This post contains my personal notes about the big ideas in [Driven: How Human Nature Shapes.

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Driven reveals the scientific foundation for an understanding of human nature and the mysteries of human behavior. "Driven makes a daring leap across disciplinary boundaries to show how recent research in biology sheds light on human nature, and thus social behavior. Social scientists need to pay attention to important works like this."

Driven: How Human Nature Shapes Our Choices: Lawrence ...

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