

Read Book The Asian Mind
Game Westerners Survival
Manual Unlocking The Hidden
Agenda Of The Asian Business
*The Asian Mind
Game Westerners
Survival Manual
Unlocking The
Hidden Agenda Of
The Asian Business
Culture*

**The modern states of
Indonesia, Vietnam,
Thailand, the Philippines,
Myanmar, Malaysia,
Singapore, Cambodia, Laos,
Brunei, and East Timor
were once a tapestry of
kingdoms, colonies, and
smaller polities linked by**

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sporadic trade and occasional war. By the end of the nineteenth century, however, the United States and several European powers had come to control almost the entire region - only to depart dramatically in the decades following World War II. perspective on this complex region. Although it does not neglect nation-building (the central theme of its popular and long-lived predecessor, In Search of Southeast Asia), the present work focuses on economic and social history, gender, and ecology. It describes the

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long-term impact of global forces on the region and traces the spread and interplay of capitalism, nationalism, and socialism. It acknowledges that modernization has produced substantial gains in such areas as life expectancy and education but has also spread dislocation and misery. Organizationally, the book shifts between thematic chapters that describe social, economic, and cultural change, and country chapters emphasizing developments within specific areas. will

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**establish a new standard
for the history of this
dynamic and radically
transformed region of the
world.**

**Offers strategies for
defending against Asian
business tactics**

**This book examines the
passion for race in Malaysia
through a burgeoning
archive of Malaysia-related
social texts, ranging from
media and technological
discourse, popular culture
and literary production to
historical writings,
produced originally in
English, Malay and
Mandarin Chinese.**

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Far Eastern Economic Review

**Sport, Nationalism and
Orientalism**

**Sports and Games of
Medieval Cultures**

**Connecting Culture,
Cognition, and Global
Living**

**Bilingual Edition Complete
Chinese and English Text**

**The Chinese Mind Game
Negotiating with the
Chinese**

**This book addresses the
fundamental issue: does
the Chinese strategic
mind have its own
idiosyncrasies which
differ considerably from**

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those of the Western mind? It expounds and unravels the particular characteristics of the Chinese strategic mind: what they are, how they are evolved and what strategic implications they have. This book adopts a holistic approach to an analysis of Chinese strategic thinking, drawing upon the fields of literature (including the sources of both the Chinese and English languages), military studies, political science,

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history, sociology,
psychology, philosophy,
linguistics and business
strategy. It combines a
detailed consideration
of these disciplines
with a series of case
studies to elucidate the
formation, nature and
crucial managerial
implications of the
idiosyncratic Chinese
strategic mind.

Asian Mind Game Simon and
Schuster

Lion City Narratives:
Singapore Through
Western Eyes fulfils
four aims. First, it is

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a study of subjective Western impressions of Singapore's 145 years (1819-1963) of colonial history. The study is not meant to be an in-depth historical analysis of Singapore, but rather to give the reader an impressionistic account of how Western residents viewed Singapore over the decades. Second, this study could be seen as a short biography of Singapore's evolution as a city. The chapters on the imageability of

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Singapore and its urban morphology provide a holistic perspective of Singapore's urban dynamics. Third, this book provides a cultural insight into Singapore's population, both White residents and transient visitors, as well as the locals or Asians. Fourth, it opens a window into Singapore's development at a time when the West was at its cultural zenith and when Great Britain was the principal superpower of the 19th century. Hence

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Singapore carried twin colonial legacies – it was the archetype trading emporium between East and West, and it became, for the British, the major point d'appui for defence. Finally, the Singapore colonial narrative is set in a broader academic discourse that allows the reader to see a wider picture of Singapore's colonial development. The book does not attempt to make a definitive statement about the Western

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involvement in Singapore; it deals more with an association of many subjective Western perspectives that add colour to the liveability of the tropics, perceptions of the exotic Orient, and the myriad views of ethnic groups. Without the Western writings, paintings, and maps, academia would have minimal records of Singapore's development. As a new colony in the early 19th century however, Singapore's

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growth has been extremely well documented. This book will appeal to Singaporeans interested in understanding Singapore's colonial past, Westerners interested in the Western cultural persona in the development of Singapore, researchers dealing with the urban development of less-developed countries and colonial development in the tropical world, and lastly, academics who are interested in

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**Singapore and the
region's political and
economic development as
a case study.**

**Emerging Concepts,
Models, and Applications
Culture, Mind, and Brain**

**How the West Became
Psychologically Peculiar
and Particularly
Prosperous**

**Tokyo Business Today
Overcoming Passion for
Race in Malaysia
Cultural Studies**

**A Feminist History,
Analysis, and
Reconstruction of**

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With China's accession to the WTO in Spring 2002 it is essential that Western investors and business people get an effective 'tool kit' which enables them to succeed in the highly competitive Chinese market and to deal with the issues and changes that the WTO will bring. As a guide for western investors this book gives the answer to the 100 most crucial questions on operating or restructuring business in China. The question and answer format allows the reader to rapidly select information for a specific situation. An insightful look at how Chinese business people think and live, offering executives and entrepreneurs a better way to understand a country in which business opportunities are still growing. * Original research

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involving over 200 Chinese and American business people, based on a survey that applies fundamental theories in psychology and business to international business * Supplies figures and drawings to illustrate trends and key points * Includes a multicultural bibliography of significant materials from the fields of history, business, and psychology * A helpful index offers access to the entries by key words

China's sense of today and its view of tomorrow are both rooted in the past--and we need to understand that connection, says China scholar Charles Horner. In *Rising China and Its Postmodern Fate*, Horner offers a new interpretation of how China's changed view of its modern historical experience has also changed China's understanding of its long intellectual

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and cultural tradition. Spirited reevaluations of history, strategy, commerce, and literature are cooperating--and competing--to define the future. The capstone of modern China was the founding of the People's Republic in 1949 and its rejection of Confucianism, capitalism, and modernity. Yet today's rising China retains few vestiges of what Mao wrought. What then, Horner asks, is post-Mao, postmodern China? Where did it come from? How did it get here? Where is it going? Contemporary views of the great periods in Chinese history are having a significant influence on the development of rising China's national strategy, says Horner. He looks at the revival of interest in, and changing interpretations of, three dynasties--the Yuan (1272-1368), the Ming

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(1368-1644), and the Qing
(1644-1912)--that, together with the
People's Republic of China, provide
examples of great power success. The
future of every major country is now
connected to China's, and this book
explains how China, now seeing itself
as the complex and thriving result of
the old and the new, is poised to
change the world.

Rising China and Its Postmodern Fate

Chinese Mind

Mindgame

Complex Entanglements

Asia in Western fiction

The Intercultural Mind

Mapping the Digital: Cultures and
Territories of Play

*Ambitious young lawyer Fei-Li
Qwong has steered her major
clients to the successful launch of*

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their visionary sanatorium just outside Kuala Lumpur. Piers and Ginny Wyndham claim their Centre for Mental Health and Excellent will revolutionise Asia's health care practices. Fei is proud to be part of the team. But as Fei begins to uncover the dark reality behind the Wyndhams' public front, she finds herself drawn deep into a pall of intrigue and murder to a secret experiment that could enslave Asia under a terrifying new tyranny.

The history of China's National Games reflects both the transformation of elite sport in China and wider Chinese society.

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This is the first book to describe the origins and development of the National Games through their dynamic relationship with Chinese politics, nationalism and identity in the modern era.

Looking specifically at the role of the National Games in China's changing social, political and economic circumstances from 1910 to 2009, this book uncovers how the National Games reflected the shifts in state-led nationalist ideologies within three historical eras: the late Qing Dynasty and Republican China (1910-1948), the early People's Republic of China (1959-1979) and the People's Republic of

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China in the post-1980s (1983-2009). It also examines how the National Games were reformed to serve China's Olympic Strategy in the context of globalization and commercialization from the 1980s onwards. Full of original insights into archive material, each chapter sheds new light on the social, cultural and political significance of this sporting mega-event in the shaping of modern China. This is fascinating reading for anybody with an interest in the politics, history and culture of China.

The first book to focus solely on the Asian Games, this is an

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analysis of the Oriental rival to the Olympics in terms of its geopolitical, economic, sociological, historical, racial and aesthetic context, looking at its birth, growth and maturation from 1913 up until 2006. Written by a team of international scholars, this is a collection of original research and first-hand material from archives across Asia which addresses a number of issues central to notions of nationalism and Orientalism in sport including: the relationship between the Asian Games and the Olympic Games the challenge the Asian Games present to Western forces such

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as the IOC and international sports federations politics power structure and struggle in the Asian Games nationalism and cultural identity the relationship between Orientalism, Globalism and the Asian Games commercialisation of the Asian Games the contribution modern sport makes to social development in Asia the future of the Asian Games. This book was previously published as a special issue of Sport in Society. The National Games and National Identity in China Asian Mind Game Lion City Narratives: Singapore Through Western Eyes

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*A Comprehensive Question and
Answer Guide to the World's
Most Important Emerging Market
Journal of the American Asiatic
Association*

Policies and Practice

*A Creative Approach to Strategic
Management*

This book surveys both the part women have played in Buddhism historically and what Buddhism might become in its post-patriarchal future. The author completes the Buddhist historical record by discussing women, usually absent from histories of Buddhism, and she provides the first feminist analysis of the major concepts found in

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Buddhist religion. Gross demonstrates that the core teachings of Buddhism promote gender equity rather than male dominance, despite the often sexist practices found in Buddhist institutions throughout history.

Contrary to the prevailing view in the West that the 500-year dominance of Western civilization points to it being the only universal civilization. Can Asians Think? argues that other civilizations may yet make equal contributions to the development and growth of mankind. Hailed as “an Asian Toynbee” and “the Max Weber of the new

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Confucian ethic”, Mahbubani continues to illuminate his central arguments with new essays in this fourth edition.

This is a fresh work of history that crosses thematic boundaries: Chinese history, WWI history, world history, migration and labor history. It recovers the lost story of 140,000 Chinese workers, men mostly from the Northern Chinese province of Shandong, who were recruited by the British and French governments to support their fight against the Germans during WWI. These workers later were also “imported” to the US and Canada

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as those countries joined the war and felt the need for additional labor. The work is based on a decade of archival research in China, Taiwan, France, Germany, the US, Canada, and Britain. It sheds light on these long-forgotten workers, who were instrumental in the Allied efforts that resulted in a defeat of Germany. Yet the persistent racism they encountered in the West, and ultimately the erasure of their contribution both by the countries they served and the Chinese elites who recruited them for the purpose, raises the question of how power determines who is included and

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excluded from the historical
record.

Memories of Empire in a New
Global Context

Asia

The China Management
Handbook

Eastern Body, Western Mind
Business Review Weekly

The Asian Games

Out of Context

***Papers from a the
conference Globalisation
+ Art + Cultural
Difference-on the edge
of change, 2001, Sydney;
contributions by Langton
and Perkins on Aboriginal
art annotated***

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separately.

The Chinese:

**understanding a people
and their culture
through key words and
language. The Chinese
Mind pinpoints areas of
China's traditional
values and behaviors
that play a significant
role in the business and
social relationships of
the Chinese. It also
identifies key areas of
Chinese culture that
have changed as a result
of the adoption of a
market-based economy and
other elements of**

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Western culture. It includes discussion topics and questions, along with an extensive selection of Chinese "code words" that explain the essence and role of key elements of the traditional culture that have survived into modern times. Covering everything from the importance of Confucius, the great Chinese philosopher, to the influence of foreign fast food and video games, this book provides a wide-ranging

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glimpse into the seemingly opaque Chinese mind. The Chinese Mind is an excellent overview of Chinese tradition, history, and culture that is perfect for the classroom, tourists or outsiders living or doing business in China. Some of the vital concepts explored here include: Yin and Yang, the search for balance in all things Mianji, the importance of face Hong, looking at things holistically De, the power of virtue Guo cui,

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*the national essence of
the Chinese Zhong fu,
the pursuit of insight
Bi, unity the Chinese
way*

*Learn to think about
strategy conceptually
and creatively, not just
analytically, with OUT
OF CONTEXT: A CREATIVE
APPROACH TO STRATEGIC
MANAGEMENT. You'll
uncover new insights
using readings from a
wide-ranging mix of
disciplines (sports,
science, philosophy,
art, and military
history) with thoughtful*

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**introductions as well as
thought-provoking
discussion questions.**

Guanxi

Inside the Chinese

Business Mind

Can Asians Think?

***Strangers on the Western
Front***

The Best Kept Trade

Secret of the East

***A Tactical Guide for
Managers***

The Asia & Japan

***Business Information
Sourcebook***

The Asia & Japan Business
Information Sourcebook lists a vast
array of sources, including books,

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journals, periodicals, references, directories, databases, official reports, and more. Each source has been carefully researched and evaluated by Asia-Pacific business expert, Christopher Engholm. Each listing includes an analysis of the source, profiles of who it is best suited for - consultants, marketers, investors, risk analysts, software developers, etc. - and pricing and ordering information. To further facilitate your research, this ready reference is organized by region. Each section begins with an overview of regional economic conditions and recent trade and investment trends. And, within each section, sources are grouped by information categories, such as "Finance," or "Economy."

When Richard Nisbett showed an animated underwater scene to his

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American students, they zeroed in on a big fish swimming among smaller fish. Japanese subjects, on the other hand, made observations about the background environment...and the different "seeings" are a clue to profound underlying cognitive differences between Westerners and East Asians. As Professor Nisbett shows in *The Geography of Thought* people actually think - and even see - the world differently, because of differing ecologies, social structures, philosophies, and educational systems that date back to ancient Greece and China, and that have survived into the modern world. As a result, East Asian thought is "holistic" - drawn to the perceptual field as a whole, and to relations among objects and events within that field. By comparison to Western modes of

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reasoning, East Asian thought relies far less on categories, or on formal logic; it is fundamentally dialectic, seeking a "middle way" between opposing thoughts. By contrast, Westerners focus on salient objects or people, use attributes to assign them to categories, and apply rules of formal logic to understand their behaviour.

Recent neuroscience research makes it clear that human biology is cultural biology - we develop and live our lives in socially constructed worlds that vary widely in their structure values, and institutions. This integrative volume brings together interdisciplinary perspectives from the human, social, and biological sciences to explore culture, mind, and brain interactions and their impact on personal and societal

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issues. Contributors provide a fresh look at emerging concepts, models, and applications of the co-constitution of culture, mind, and brain. Chapters survey the latest theoretical and methodological insights alongside the challenges in this area, and describe how these new ideas are being applied in the sciences, humanities, arts, mental health, and everyday life. Readers will gain new appreciation of the ways in which our unique biology and cultural diversity shape behavior and experience, and our ongoing adaptation to a constantly changing world.

Psychology and the Chakra System
As a Path to the Self

Venture Japan

The Chinese Strategic Mind

A New History

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The Emergence Of Modern Southeast
Asia Agenda Of The Asian Business

The China Journal

Buddhism After Patriarchy

Describes sports and games that were played from the 5th through 15th centuries in areas such as Africa, Asia, India, the Middle East, the Americas, Oceania, and Europe, and includes suggestions on how to adapt many of the games to modern use.

Sun Tzu's The Art of War has been the premier manual of Chinese military strategy for the past two millennia and, as thousands of Asian businessmen can attest, this classic work is as applicable to the corporate world as it is to the battlefield. This is the only contemporary edition of

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the classic **Lionel Giles**
translation of *The Art of War* to contain all of the
translator's original notes, to
help you better understand Sun
Tzu's powerful maxims and apply
them in your daily life. John
Minford's foreword brings
insights to this classic text and
its timeless relevance to the
modern world. **BILINGUAL
EDITION: COMPLETE CHINESE
AND ENGLISH TEXT** This edition
also marks the first time Giles'
translation has been converted
to Hanyu Pinyin—the standard
Chinese romanization system.
Additionally, the book contains
the full Chinese language version
of the text, along with Giles'
extensive notes, with their
original Chinese text references
to the historical Chinese

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Commentators, making this
edition a treasure to military
scholars, martial artists, and
those planning to use Sun Tzu's
strategies to conquer the
business world. Sun Tzu's book
will arm you with the knowledge
that has allowed those who have
studied this classic to gain
victory—and often, total
domination—over those who
remain ignorant of its sage
advice.

***Develop a network of successful
business relationships in China!
This systematic study of the
Chinese concept of
guanxi--broadly translated,
"personal relationship" or
"connections"--offers a
comprehensive social and
professional model for doing***

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business in China. In addition to a clear analysis of the origins and meanings of this vital concept, Guanxi: Relationship Marketing in a Chinese Context empowers you with practical tools for establishing guanxi in order to facilitate successful business relationships. Guanxi is based on an original research study as well as the authors' twenty years of experience of doing business in China. Their understanding of the implications of face, favor, reciprocity, honor, and interconnectedness--all vital parts of guanxi--will enable you to understand the unstated assumptions of Chinese business culture. Moreover, the book discusses the legal implications of guanxi as well as cultural

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expectations. This valuable handbook offers a wealth of information on guanxi: case studies of guanxi in action managerial implications of saving face and reciprocity measuring guanxi quality and performance indicators step-by-step instructions for building guanxi detailed strategies for penetrating the Chinese market Guanxi is an indispensable tool for anyone wanting to do business in China, for students of international business or Chinese culture, and for scholars interested in international business culture. Understanding Traditional Chinese Beliefs and Their Influence on Contemporary Culture

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**The WEIRDest People in the
World**

Organizational DYNAMICS

**Art, Globalisation and Cultural
Difference**

Sun Tzu's The Art of War

BRW.

A History

Revised edition of the groundbreaking New Age book that seamlessly merges Western psychology and science with spirituality, creating a compelling interpretation of the Eastern chakra system and its relevance for Westerners today. In Eastern Body, Western Mind, chakra authority Anodea Judith brought a fresh approach to the yoga-based Eastern chakra system, adapting it to the Western framework of

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Jungian psychology, somatic therapy, childhood developmental theory, and metaphysics and applying the chakra system to important modern social realities and issues such as addiction, codependence, family dynamics, sexuality, and personal empowerment. Arranged schematically, the book uses the inherent structure of the chakra system as a map upon which to chart our Western understanding of individual development. Each chapter focuses on a single chakra, starting with a description of its characteristics and then exploring its particular childhood developmental patterns, traumas and abuses, and how to heal and

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maintain balance.

Negotiation constitutes an integral part of the lawyering process. This book aims at offering insights into Chinese-style negotiation which is vastly different from Western ways based on the governance of respective cultural norms.

"A fascinating and important book about understanding cross-culturalism. Lively, well-written, incisive, and fun to read." - Robert Whiting, Pulitzer Prize nominee and bestselling author of Tokyo

Underworld In this pioneering book, Joseph Shaules presents exciting new research from cultural psychology and neuroscience. It sheds light on the hidden influence of culture on the unconscious mind,

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and helps people get more out of their intercultural journeys. The Intercultural Mind presents new perspectives on important questions such as: What is culture shock, and how does it affect us? Why are we blind to our own cultural conditioning? Can cultural differences be measured? What does it mean to have an international mindset? Illustrated with a wealth of examples and memorable stories, The Intercultural Mind is a fascinating look at how intercultural experiences can transform the geography of our minds.

National Business Bulletin
The Geography of Thought
Asia's New Regionalism

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Relationship Marketing in a
Agenda Of The Asian Business
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Migration and Integration in
Singapore

Between 2000 and 2010, Singapore witnessed a huge influx of foreign migrants. The proportion of permanent residents in the total population increased from 7% to 11%, while the share of non-resident foreigners has risen from 19% to 25%. This was as much the result of the spontaneous movement of labour to economic opportunities, as it was of active policy direction by the Singapore government. The social impact, both beneficial and disruptive, of this movement was felt at all levels of society, and brought other

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attending public policy issues to the fore. Taking a multi-disciplinary approach with a focus on policy and practice, this book examines the social, economic, and political issues that have arisen with the influx of foreigners in Singapore since the turn of the 21st century. Drawing on empirical research, it documents the impact of increasing levels of immigration, and provides an analysis of the longer-term implications of these trends, with each chapter covering a different aspect of socio-cultural, political, or economic outcome arising from intercultural contact and adaptation. The contributors also provide policy suggestions to ensure Singapore continues to be a harmonious

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nation and a cosmopolitan and vibrant global city. Migration and Integration in Singapore: Policies and Practice will appeal to students and scholars of Southeast Asian studies, migration and social policy, as well as to practitioners and policy-makers with an interest in migration in the region.

A New York Times Notable Book of 2020
A Bloomberg Best Non-Fiction Book of 2020
A Behavioral Scientist Notable Book of 2020
A Human Behavior & Evolution Society Must-Read
Popular Evolution Book of 2020
A bold, epic account of how the co-evolution of psychology and culture created the peculiar Western mind that has profoundly shaped the modern

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world. Perhaps you are WEIRD: raised in a society that is Western, Educated, Industrialized, Rich, and Democratic. If so, you're rather psychologically peculiar. Unlike much of the world today, and most people who have ever lived, WEIRD people are highly individualistic, self-obsessed, control-oriented, nonconformist, and analytical. They focus on themselves—their attributes, accomplishments, and aspirations—over their relationships and social roles. How did WEIRD populations become so psychologically distinct? What role did these psychological differences play in the industrial revolution and the global expansion of Europe

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during the last few centuries? In The WEIRDest People in the World, Joseph Henrich draws on cutting-edge research in anthropology, psychology, economics, and evolutionary biology to explore these questions and more. He illuminates the origins and evolution of family structures, marriage, and religion, and the profound impact these cultural transformations had on human psychology. Mapping these shifts through ancient history and late antiquity, Henrich reveals that the most fundamental institutions of kinship and marriage changed dramatically under pressure from the Roman Catholic Church. It was these changes that gave rise to the

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WEIRD psychology that would coevolve with impersonal markets, occupational specialization, and free competition—laying the foundation for the modern world. Provocative and engaging in both its broad scope and its surprising details, *The WEIRDest People in the World* explores how culture, institutions, and psychology shape one another, and explains what this means for both our most personal sense of who we are as individuals and also the large-scale social, political, and economic forces that drive human history. Includes black-and-white illustrations.