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You Can't Enlarge The Pie The Psychology Of Ineffective Government

Max H. Bazerman, Jonathan Baron, Katherine Shonk

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everybody knows are foolish? It's not because they're stupid or corrupt, say the authors, but because our leaders, like the rest of us, are trapped in foolish and unproductive habits of thinking. "You Can't Enlarge the Pie" analyzes the unspoken assumptions that lead to bad policy, wasted resources, and lost lives, and shows exactly why they're wrong. With fascinating case studies and clear, compelling analysis, they dissect six beliefs that serve as psychological barriers to effective government:1. Do no harm2. Their gain is our loss3. Competition is always good4. Support our group5. Live for the moment6. No pain for us, no gain for themBy freeing ourselves from the narrow way we evaluate our government leaders, say the authors, we can learn to judge their performance just as we judge that of business leaders: by the overall health of their organizations.

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