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You Are Now Less Dumb: How to Conquer Mob Mentality, How to Buy Happiness, and All the Other Ways to Outsmart Yourself The Psychology of the Election of 2016 Background: David McRaney's books, You are Not So Smart, and You Are Now Less Dumb provide detailed discussions of a wide range of social and cognitive psychology

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The second thing I am less dumb about now is when I was younger, decisions scared me, so I wanted the people to do the thinking for me. I am talking about things as minor as choosing what to order in a restaurant ("Are you going to have the clam chowder? I'll get the clam chowder if you do") to as major as deciding where to go to

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Now, which card or cards must you flip to prove I'm telling the truth? When psychologist Peter Wason conducted this experiment in 1977, less than 10 percent of the people he asked got the correct answer. His cards had vowels instead of colors, but in repetitions of the test where colors were used, about the same number of people got totally