

Vital Lies, Simple Truths

The Psychology of Self-Deception

Daniel Goleman

Everything the mind perceives is sorted, filtered and censored by the unconscious before it reaches awareness, and as much as 99 percent is never even registered. Our blind spots block these perceptions and in so doing offer us a sense of security, but at a psychological cost. The mind actively shields itself from anxiety by twisting attention away from painful truths. Thus, in an effort to avoid anxiety, the unconscious censors information, whether it be perceptions of the moment or distant memories. The result of this filtering is a soothing self-deception which diminishes anxiety — but the price to be paid is a blunted experience of life.

Goleman draws upon a wide variety of evidence from brain function to social dynamics to reveal the ways in which we skew crucial aspects of our lives, of our most intimate relationships and of our common reality.

Simon & Schuster, 1985,
287 pages, 9½" x 6½",
hardcover, \$17.95

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"The range of what we think and do is limited by what we fail to notice. And because we fail to notice *that* we fail to notice there is little we can do to change until we notice how failing to notice shapes our thoughts and deeds"
— R. D. Laing

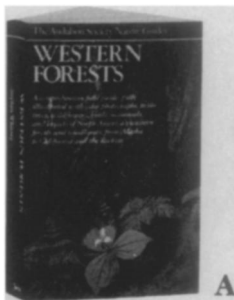


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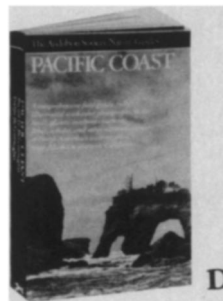
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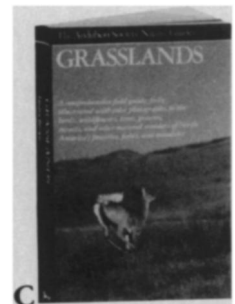
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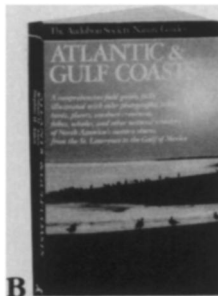
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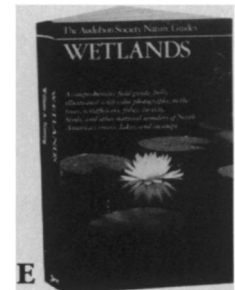
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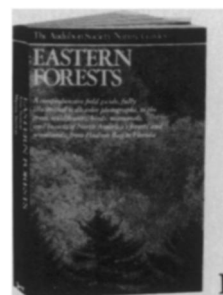
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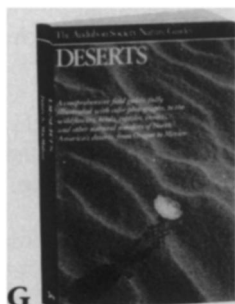
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