

THE WHOLE BOOK - EVERY SOURCE, IN ONE PLACE

Recommended Reading

The real books, papers, and reports this book draws from, for anyone who wants to go deeper.

Every source below is one this book actually cites in its footnotes. Nothing here is a generic recommendation.

Three Books Worth Reading in Full

Robert B. Cialdini, Influence: The Psychology of Persuasion (rev. ed., Harper Business, 2006).

The foundational text on how people are persuaded, referenced in the discussion of confident AI answers bypassing skepticism.

Daniel Kahneman, Thinking, Fast and Slow (Farrar, Straus and Giroux, 2011).

Especially chapter 5, “Cognitive Ease.” Directly informs why a fluent AI answer feels more trustworthy than it may deserve.

Frederic C. Bartlett, Remembering: A Study in Experimental and Social Psychology (Cambridge University Press, 1932).

A classic on how human memory reconstructs rather than replays the past.

On Judgment and Decision-Making

Leonid Rozenblit and Frank Keil, “The Misunderstood Limits of Folk Science,” Cognitive Science 26, no. 5 (2002): 521-562.

On why we often feel we understand something more deeply than we actually do.

Amos Tversky and Daniel Kahneman, “Availability: A Heuristic for Judging Frequency and Probability,” Cognitive Psychology 5, no. 2 (1973): 207-232.

On how easily recalled examples distort our sense of what is likely or true.

William Samuelson and Richard J. Zeckhauser, “Status Quo Bias in Decision Making,” Journal of Risk and Uncertainty 1, no. 1 (1988): 7-59.

On our tendency to prefer the current state of things.

Colin Camerer, George Loewenstein, and Martin Weber, “The Curse of Knowledge in Economic Settings,” Journal of Political Economy 97, no. 5 (1989): 1232-1254.

On why experts often struggle to explain things simply.

On Memory, Learning, and Habit

Phillippa Lally et al., “How Are Habits Formed,” European Journal of Social Psychology 40, no. 6 (2010): 998-1009.

The research behind the book's emphasis on consistency over intensity.

Micheline T. H. Chi et al., “Eliciting Self-Explanations Improves Understanding,” Cognitive Science 18, no. 3 (1994): 439-477.

On why explaining something in your own words deepens real understanding.

On AI, Attention, and Cognitive Offloading

Evan F. Risko and Sam J. Gilbert, “Cognitive Offloading,” Trends in Cognitive Sciences 20, no. 9 (2016): 676-688.

The core research behind the book's helpful-versus-harmful offloading distinction.

Kate Niederhoffer et al., "AI-Generated 'Workslop' Is Destroying Productivity," Harvard Business Review, September 2025.

The origin of the term workslop.

Workplace Data Cited in This Book

ADP Research, Today at Work 2026, Issue 1 (ADP, March 2026).

A global workforce survey of more than 39,000 workers across 36 markets.

Mercer, Global Talent Trends 2026 (Mercer, February 2026).

The source of the FOBO research referenced in Chapter 3.

A note on accuracy

These citations are reproduced as they appear in the book's own footnotes. It is worth verifying a citation yourself before relying on it academically or professionally.