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**Driven How Human
Nature Shapes**

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In Driven: How Human Nature Shapes Our Choices, the authors combine the latest thinking from the biological and social sciences to lay out a new theory on human nature. The idea: We are all influenced and guided by four drives: acquiring, bonding, learning, and defending. In this excerpt, Lawrence and Nohria examine how an organization built around the four-drive theory might look.

Driven: How Human Nature Shapes Our Choices by Lawrence ...

1. Toward a Unified Understanding of Human

Nature. 2. How the Modern Human Mind Evolved. 3. Innate Drives and Skills. PART TWO: THE FOUR DRIVES BEHIND HUMAN CHOICES. 4. The Drive to Acquire (D1). 5. The Drive to Bond (D2). 6. The Drive to Learn (D3). 7. The Drive to Defend (D4). PART THREE: THE DRIVES IN ACTION; HOW HUMAN NATURE WORKS IN CONTEXT. 8.

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The following is a highlighted summary of the book, Driven, published by Driven. By. Lawrence Nohria. Drives and Survival. The drive for immediate. Driven – Paul R. Lawrence and Nitin Nohria. This post contains my personal notes

about the big ideas in [Driven: How Human Nature Shapes.

Driven: How Human Nature Shapes Our Choices: Lawrence ...

Driven: How Human Nature Shapes our Choices. In this astonishing, provocative, and solidly researched book, two Harvard Business School professors synthesize 200 years of thought along with the latest research drawn from the biological and social sciences to propose a new theory, a unified synthesis of human nature.

[Driven: How Human Nature Shapes Our Choices - Paul R](#)

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Driven: How Human Nature Shapes Our Choices (J-B Warren ...

Driven compellingly sets forth the authors' scientific theory for understanding human nature and behavior. Lawrence and Nohria conclude that the way we act is a result of the conscious choices we make. These deliberate choices are fueled by the

internal battle constantly
raging among our four
innate, subconscious,
brain-based drives:

*Driven: How Human Nature
Shapes Organizations -
Harvard ...*

In *Driven: How Human Nature
Shapes Our Choices*, the
authors combine the latest
thinking from the biological
and social sciences to lay out
a new theory on human
nature. The idea: We are all
influenced and guided by four
drives: acquiring, bonding,
learning, and defending. In this
excerpt, Lawrence and Nohria
examine how an organization
built around the four-drive

theory might look.

*Driven: How Human Nature
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