



If You're So Smart, Why Aren't You Happy?

By Raj Raghunathan



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The first book by the creator of COURSERA®'s most popular online course in 2015, "A Life of Happiness and Fulfillment"

Could the same traits that drive your career success also be keeping you from being happier?

Fifteen years after getting his MBA, Raj Raghunathan spent some time with his old classmates. He noticed that though they'd all done well, there didn't appear to be much correlation between their academic success and career success. What Raj found even more curious was the even smaller correlation between career success and what he calls life success. The greater the career success, the more unhappy, out of shape, harried and distracted his friends were.

If intelligence helps with decision-making, smart people should naturally make better life choices. So why are so many of the smartest, brightest, most successful people profoundly unhappy? Raj set out to find an answer to this problem, and extensively researched happiness not just of students and business people, but also stay-at-home-parents, lawyers, and artists, among others.

If You're So Smart, Why Aren't You Happy? takes readers on a fun and meaningful tour of the best research available on how some of the very determinants of success may also come to deflate happiness. Raghunathan explores the seven most common inclinations that successful people need to overcome, and the seven habits they should adopt instead. Among his surprising findings...

- The correlation between wealth and happiness is much smaller than you'd expect it to be
- Generosity is not only a key to happiness, but a determining factor of long term success
- Appreciating uncertainty, rather than seeking full control of outcomes, is necessary for happiness

If You're So Smart, Why Aren't You Happy? will give you a powerful new perspective on your work, personal goals and relationships, whether you're already successful or just starting out.

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Editorial Review

Review

"This book highlights how some of the very things that make us smart and successful can also undermine our happiness. It's a practical, engaging read on how to lead a fulfilling life."

-**Adam Grant**, author of *Give and Take* and *Originals*

"Raj's book presents a clear perspective on what it takes to lead a life of happiness and fulfillment. What I like most about the book is that it proves, using rigorous science, something that I have long held: the recipe for a happy life is also one for a life of service and success. This is a book that everyone, and particularly the smart-and-successful, should read and assimilate."

-**John Mackey**, co-CEO of Whole Foods Market

This book is a landmark contribution to the burgeoning literature on leading fuller, happier, more fulfilling lives. With a scholar's sensibility, Raj brilliantly marshalls extensive research evidence that supports his simple yet profound prescriptions for better living. I have no doubt that this book will come to be regarded as a classic in the field; it will help change countless lives for the better, as Raj's online course is already doing.

-**Raj Sisodia**, co-author of *Everybody Matters* and *Conscious Capitalism*

"Tell a man a joke and he'll be happy for a moment. Give a man Raj's book, and he'll be happy forever! While you are at it, get yourself a copy of this excellent, well-researched book. It will make you smarter and happier.

-**Peter McGraw**, Director of the Humor Research Lab and co-author of *The Humor Code*

"A compelling and highly profitable read. Get this book, mark it up with highlighters and practice, practice, practice. Your life WILL improve."

-**Srikumar Rao**, author of *Happiness at Work*, TED speaker and consultant.

"This is an empirically-grounded, practical, and fun-to-read book that will help you get the most out of your life and find the happiness you really want. A must-read for anyone searching for the true meaning of success."

-**Kristin Neff, Ph.D.**, author of *Self Compassion*

Raghunathan gives you the tools you need to lead a more satisfying life. He roots his recommendations in good science, and then provides a wonderful set of tools to put you on the path to long-term path to happiness. Better still, even reading this book is a joy.

-**Art Markman, Ph.D.**, author of *Smart Thinking* and *Smart Change*

"This book will help you keep the upbeat approach to life that will open the door to undreamed of possibilities. Definitely a keeper!"

-**Barbara Oakley**, Professor of Engineering, Oakland University, and co-instructor of the most popular MOOC ever—Learning How to Learn

"How important do I think it is for you to read this book? Let me just say that if you are smart and successful and yet feel that you aren't as happy as you could—or want to—be, I wouldn't just recommend that you read this book. I would say that you owe it to yourself to drop everything else you are doing and start reading the book now!"

-**Marshall Goldsmith**, CEO-coach and author of *Triggers*

About the Author

Raj Raghunathan, Ph.D., is Professor at the University of Texas McCombs School of Business, where he relies on themes from psychology, behavioral sciences, decision theory and marketing to explain consumption behavior. He serves on the editorial board of *Journal of Consumer Research*, *Journal of Marketing*, and *Journal of Consumer Psychology*. He is also one of the fourteen faculty members of Whole Foods founder John Mackey's Academy of Conscious Leadership.

Users Review

From reader reviews:

Lucinda Brown:

Have you spare time for a day? What do you do when you have considerably more or little spare time? Yeah, you can choose the suitable activity to get spend your time. Any person spent their very own spare time to take a wander, shopping, or went to the actual Mall. How about open or read a book entitled If You're So Smart, Why Aren't You Happy?? Maybe it is to get best activity for you. You know beside you can spend your time together with your favorite's book, you can smarter than before. Do you agree with it has the opinion or you have some other opinion?

Gabriel Harris:

Playing with family inside a park, coming to see the sea world or hanging out with close friends is thing that usually you have done when you have spare time, then why you don't try factor that really opposite from that. One activity that make you not sense tired but still relaxing, trilling like on roller coaster you have been ride on and with addition info. Even you love If You're So Smart, Why Aren't You Happy?, you could enjoy both. It is good combination right, you still wish to miss it? What kind of hang type is it? Oh seriously its mind hangout folks. What? Still don't buy it, oh come on its referred to as reading friends.

Colby Tapia:

This If You're So Smart, Why Aren't You Happy? is great book for you because the content which is full of information for you who always deal with world and have to make decision every minute. This specific book reveal it info accurately using great manage word or we can declare no rambling sentences within it. So if you are read the item hurriedly you can have whole info in it. Doesn't mean it only offers you straight forward sentences but hard core information with beautiful delivering sentences. Having If You're So Smart, Why Aren't You Happy? in your hand like finding the world in your arm, info in it is not ridiculous just one. We can say that no publication that offer you world within ten or fifteen moment right but this guide already do that. So , this is good reading book. Hey Mr. and Mrs. active do you still doubt that will?

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