



## The Happiness Advantage: The Seven Principles of Positive Psychology That Fuel Success and Performance at Work

By Shawn Achor

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Our most commonly held formula for success is broken.

Conventional wisdom holds that if we work hard we will be more successful, and if we are more successful, then we'll be happy. If we can just find that great job, win that next promotion, lose those five pounds, happiness will follow. But recent discoveries in the field of positive psychology have shown that this formula is actually backward: Happiness fuels success, not the other way around. When we are positive, our brains become more engaged, creative, motivated, energetic, resilient, and productive at work. This isn't just an empty mantra. This discovery has been repeatedly borne out by rigorous research in psychology and neuroscience, management studies, and the bottom lines of organizations around the globe. In *The Happiness Advantage*, Shawn Achor, who spent over a decade living, researching, and lecturing at Harvard University, draws on his own research including one of the largest studies of happiness and potential at Harvard and others at companies like UBS and KPMG to fix this broken formula. Using stories and case studies from his work with thousands...



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