



Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities

By Steven Reiss

[Download now](#)

[Read Online](#) 

Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss

What do we want? What makes us tick? From acceptance to vengeance to curiosity, this book explains the 16 basic and universal desires that shape our behavior—and shows how the ways we prioritize them determines our personalities. Grounded in up-to-date psychological research, this book can help

YOU achieve greater satisfaction and happiness in life

 [Download Who Am I? The 16 Basic Desires That Motivate Our A ...pdf](#)

 [Read Online Who Am I? The 16 Basic Desires That Motivate Our ...pdf](#)

 [Download Who Am I? The 16 Basic Desires That Motivate Our A ...pdf](#)

 [Read Online Who Am I? The 16 Basic Desires That Motivate Our ...pdf](#)

Download and Read Free Online Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss

Editorial Review

“In [this] ground-breaking book, Steven Reiss opens a window into what drives our emotions, how they affect our behavior toward those around us, and most significant, how we might use this information to improve our self-image and our relations with others.”—**Gerald Schroeder, Ph.D., author of Genesis and the Big Bang and The Science of God** “Rather than consult astrological charts or take quizzes in magazines, read **Who Am I?** for an authoritative, research-based understanding of why we do the things we do.”—**Ellen Langer, Ph.D., author of Mindfulness and The Power of Mindful Living** “Readers...will [better understand] their motivational styles—and have a lot of fun doing so.”—**Edward Zigler, Sterling Professor of Psychology, Yale University** “Using a wealth of everyday examples, Steven Reiss offers...insight into such matters as why some interpersonal relationships are enduringly satisfying, and others are not. His theory of motivation illuminates the important questions in our lives.”—**Richard J. McNally, Professor of Psychology, Harvard University** “Reiss shows us how to identify our own pattern of desires and how to compare and contrast the patterns in our relationships. The applications of this scientific extension of Maslow’s hierarchy extend beyond the personal: Reiss’ system can improve our working relationships and enhance our professional lives.”—**Ruth Luckasson, J.D., Regents’ Professor and Professor of Special Education, University of New Mexico** “An ‘outside the box’ approach to understanding individual behavior. Reiss clearly explains the sixteen basic desires, and shows how to easily plot one’s own ‘desire profile.’ Readers of **Who Am I?** will gain valuable insight into their motivational styles—and have a lot of fun doing so.”—**Edward Zigler, Sterling Professor of Psychology, Yale University** “Steven Reiss provides an exciting new way to think about ourselves.”—**Ellen Langer, Ph.D., author of Mindfulness and The Power of Mindful Learning** “Well explained in lay readers’ terms.”—**Library Journal**

About the Author
Steven Reiss, Ph.D., is a professor of psychology and psychiatry at Ohio State University, as well as the director of the Nisonger Center for Mental Retardation and Developmental Disabilities. His internationally acclaimed, influential research has been translated into more than a dozen languages and widely adopted by professionals and educators. Dr. Reiss lives in Columbus. **From reader reviews:**

Arthur Haase: As people who live in the modest era should be up-date about what going on or facts even knowledge to make these keep up with the era which can be always change and move forward. Some of you maybe can update themselves by looking at books. It is a good choice for you personally but the problems coming to you is you don't know which you should start with. This **Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities** is our recommendation to help you keep up with the world. Why, since this book serves what you want and need in this era.

Mary Fleming: The particular book **Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities** will bring you to definitely the new experience of reading any book. The author style to elucidate the idea is very unique. In the event you try to find new book to read, this book very appropriate to you. The book **Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities** is much recommended to you to learn. You can also get the e-book from your official web site, so you can easier to read the book.

Katie Cardiel: Is it a person who having spare time in that case spend it whole day simply by watching television programs or just lying on the bed? Do you need something new? This **Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities** can be the solution, oh how comes? A fresh book you know. You are thus out of date, spending your time by reading in this completely new era is common not a geek activity. So what these books have than the others?

Cindy Johnson: Do you like reading a publication? Confuse to looking for your best book? Or your book has been rare? Why so many query for the book? But almost any people feel that they enjoy intended for reading. Some people likes reading, not only science book and also novel and **Who Am I? The 16 Basic**

Desires That Motivate Our Actions and Define Our Personalities or maybe others sources were given understanding for you. After you know how the truly amazing a book, you feel want to read more and more. Science book was created for teacher or students especially. Those textbooks are helping them to add their knowledge. In various other case, beside science publication, any other book likes Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities to make your spare time considerably more colorful. Many types of book like this.

Download and Read Online Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss #EJHV38M2LWC

Read Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss for online ebookWho Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss books to read online.Online Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss ebook PDF downloadWho Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss DocWho Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss MobipocketWho Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss EPubEJHV38M2LWC: Who Am I? The 16 Basic Desires That Motivate Our Actions and Define Our Personalities By Steven Reiss