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Succeed: How We Can All Reach Our Goals, Nine Things Successful People Do Differently, Focus: Use Different Ways of Seeing The World for She is the Associate Director of the Motivation Science Center at the Columbia Business School, and author of the best-selling books:

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Success ...

Focus: Use Different Ways of Seeing the World for Success and Influence Heidi Grant Halvorson , E. Tory Higgins As Tory Higgins and Heidi Grant Halvorson have discovered in their work at Columbia University's Motivation Science Center, everything we do is motivated either by a desire to be better off or to simply hang on to what we've got.

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Our attention spans are dwindling, but focus is a muscle that you can build if you work on it. Pay attention: Here are eight ways. For most people, the first and most important step to increasing focus is to change the way you view it, says Elie Venezky, author of Hack Your Brain. "Focus is a muscle, and you can build it," he says.

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too cozy), and set the air/heat to the temperature that best suits you.

How to Focus on Studying: 7 Top Techniques

Focus: Use Different Ways of Seeing the World for Success and Influence by Heidi Grant Halvorson, E. Tory Higgins. “A must-read for anyone who wants to understand why they behave as they do.” —Art Markman, Ph.D., author of Smart Thinking.

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