



## Wilful Blindness: Why We Ignore the Obvious

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By Margaret Heffernan

Simon & Schuster Ltd. Paperback. Book Condition: new. BRAND NEW, Wilful Blindness: Why We Ignore the Obvious, Margaret Heffernan, In the 2006 case of the US Government vs Enron, the presiding judge instructed the jurors to take account of the concept of wilful blindness as they reached their verdict about whether the chief executives of the disgraced energy corporation were guilty. It was not enough for the defendants to say that they did not know what was going on; that they had not seen anything. If they failed to observe the corruption which was unfolding before their very eyes, not knowing was no defence. The guilty verdict sent shivers down the spine of the corporate world. In this book, distinguished business woman and writer, Margaret Heffernan, examines the phenomenon of wilful blindness. Drawing on a wide array of sources from psychological studies and social statistics to interviews with the relevant protagonists she examines what it is about human nature which makes us so prone to wilful blindness. Taught from infancy to obey authority, and absorbing the importance of selective vision as a key social skill, humans exacerbate their tendency to become institutionalised by joining organisations which are run by like-minded...



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