



## BIBLIOGRAPHY

### Recommended Reading List

#### CATEGORY: THE BRAIN AND HUMAN BEHAVIOR

Topics: the brain, emotion, human behaviour, human development, mindfulness, mind and body, neuro-biology, thinking skills, thinking styles

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4. Cialdini, R. (1984, 1993). *Influence: The Psychology of Persuasion*. William Morrow & Company.
5. Cialdini, R. (2000). *Influence: Science and Practice*. Allyn & Bacon 4th Edition.
6. Conley, D. (2004). *The Pecking Order, A Bold New Look at how Family and Society Determine Who We Become*. Vintage Books.
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9. Damasio, A. (1999). *The Feeling of What Happens: body and emotion in the making of consciousness*. New York: Harcourt Brace.
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11. Decker, B. (1993). *You've got to be believed to be heard: Reach the first brain to communicate in business and life*. New York: St. Martin's Press.
12. de Bono, E. (1970). *Lateral Thinking, Creativity Step by Step*. Harper & Row.
13. de Bono, E. (1985). *Six Thinking Hats*. Little, Brown & Company.
14. Demaris, A. and White, V. (2004) *First Impressions, what you don't know about how others see you*. Bantom Books
15. Ekman, P. (2001, 1992, 1985). *Telling Lies, Clues to deceit in the marketplace, politics and marriage*. W.W. Norton & Company.
16. Ekman, P. (2003). *Emotions Revealed, Recognizing faces and feelings to improve communication and emotional life*. Henry Holt & Company, Inc.
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21. Gardner, H. (1993). *Multiple intelligences: the theory in practice*. New York: Basic Books
22. Gardner, H. (1993). *Creating Minds, An anatomy of creativity seen through the lives of freud, einstein, picasso, stravinsky, eliot, graham and gandhi*. New York: Basic Books
23. Gardner, H. (2004). *Changing minds: The art & science of changing our own and other people's minds*. Harvard Business School Press.
24. Gladwell, M. (2005). *Blink: The power of thinking without thinking*. New York: Little Brown and Company
25. Goldin-Meadow, S. (2003). *Hearing gesture: How our hands help us think*. The Belknap Press of Harvard University Press.
26. Herrmann, N. (1996). *The whole brain business book: Which quadrant dominates you and your organization? Unlocking the power of whole brain thinking in organizations and individuals*. McGraw-Hill.
27. Ho, M. (1975, 1976). *Thich Nhat Hanh: The miracles of mindfulness*. Beacon Press
28. Kauffman, S.A. (1993). *The origins of order: Self-organization and selection in evolution*. New York: Oxford University Press.
29. Langer, E. (1989). *Mindfulness*. Perseus Books.
30. Lawrence, P. and Nohria, N. (2002). *Driven: How human nature shapes our choices*. Harvard Business School: Jossey-Bass.
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