

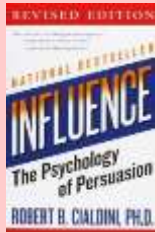
# Psychology Extended Reading List



## **Algorithms to Live by by Tom Griffiths and Brian Christian (100)**

A fascinating exploration of how insights from computer algorithms can be applied to our everyday lives, helping to solve common decision-making problems and illuminate the workings of the human mind.

## **Influence by Robert Cialdini (153.8)**



*Influence*, the classic book on persuasion, explains the psychology of why people say "yes"—and how to apply these understandings. Dr. Robert Cialdini is the seminal expert in the rapidly expanding field of influence and persuasion. His thirty-five years of rigorous, evidence-based research along with a three-year program of study on what moves people to change behaviour has resulted in this highly acclaimed book. You'll learn the six universal principles, how to use them to become a skilled persuader—and how to defend yourself against them. Perfect for people in all walks of life, the principles of *Influence* will move you toward profound personal change and act as a driving force for your success.

## **The Lucifer Effect by Philip Zimbardo (155.9)**



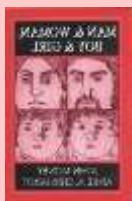
Renowned social psychologist and creator of the "Stanford Prison Experiment," Philip Zimbardo explores the mechanisms that make good people do bad things, how moral people can be seduced into acting immorally, and what this says about the line separating good from evil.

## **The Man who Mistook his Wife for a Hat by Oliver Sacks (153)**



This is, in the best sense, a serious book. It is, indeed, a wonderful book, by which I mean not only that it is excellent (which it is) but also that it is full of wonder, wonders and wondering. He brings to these often unhappy people understanding, sympathy and above all respect. Sacks is always learning from his patients, marvelling at them, widening his own understanding and ours. – Punch

## **Man and Woman, Boy and Girl: Gender Identity from Conception to Maturity by John Money (305.3)**



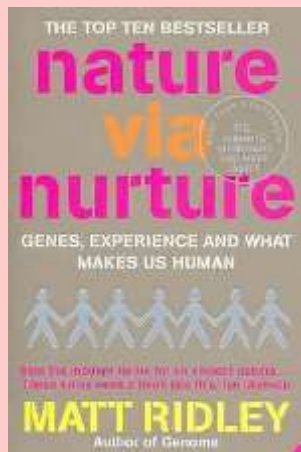
In *Man and Woman, Boy and Girl*, John Money and Anke Ehrhardt offer a comprehensive account of sexual differentiation using genetics, embryology, endocrinology and neuro-endocrinology, psychology, and anthropology. Their multidisciplinary approach to gender identity avoids the old arguments over nature versus nurture. Money and Ehrhardt focus instead on the interaction of hereditary endowment and environmental influence. Money and Ehrhardt's work will lead many readers to the conclusion that the differences between man and man, or woman and woman, can be as great as between man and woman.

## **The Marshmallow Test: Understanding Self-Control and How to Master it by Walter Mischel (153.8)**



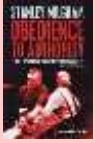
Is willpower prewired, or can it be taught? In his groundbreaking book, Dr. Mischel draws on decades of compelling research and life examples to explore the nature of willpower, identifying the cognitive skills and mental mechanisms that enable it and showing how these can be applied to challenges in everyday life.

## **Nature via Nurture: Genes, Experience and what makes us Human by Matt Ridley (576.5)**



Acclaimed author Matt Ridley's thrilling follow-up to his bestseller *Genome*. Armed with the extraordinary new discoveries about our genes, Ridley turns his attention to the nature versus nurture debate to bring the first popular account of the roots of human behaviour. What makes us who we are? In February 2001 it was announced that the genome contains not 100,000 genes as originally expected but only 30,000. This startling revision led some scientists to conclude that there are simply not enough human genes to account for all the different ways people behave: we must be made by nurture, not nature. Matt Ridley argues that the emerging truth is far more interesting than this myth. Nurture depends on genes, too, and genes need nurture. Genes not only predetermine the broad structure of the brain; they also absorb formative experiences, react to social cues and even run memory. After the discovery of the double helix of DNA, *Nature via Nurture* chronicles a new revolution in our understanding of genes. Ridley recounts the hundred years' war between the partisans of nature and nurture to explain how this paradoxical creature, the human being, can be simultaneously free-willed and motivated by instinct and culture. *Nature via Nurture* is an enthralling, up-to-the-minute account of how genes build brains to absorb experience.

### Obedience to Authority by Stanley Milgram (152.1)



From the Holocaust to Vietnam and Iraq, this title explains how ordinary people can commit the most horrific of crimes if placed under the influence of a malevolent authority.

### Opening Skinner's Box by Lauren Slater (150.724)



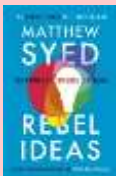
A century can be understood in many ways - in terms of its inventions, its crimes or its art. In *Opening Skinner's Box*, Lauren Slater sets out to investigate the twentieth century through a series of ten fascinating, witty and sometimes shocking accounts of its key psychological experiments. Starting with the founder of modern scientific experimentation, B.F. Skinner, Slater traces the evolution of the last hundred years' most pressing concerns - free will, authoritarianism, violence, conformity and morality. Previously buried in academic textbooks, these often daring experiments are now seen in their full context and told as stories, rich in plot, wit and character.

### The Psychopath Test by Jon Ronson (616.858)



What if society wasn't fundamentally rational, but was motivated by insanity? This thought sets Jon Ronson on an utterly compelling adventure into the world of madness. Along the way, Jon meets psychopaths, those whose lives have been touched by madness and those whose job it is to diagnose it, including the influential psychologist who developed the Psychopath Test, from whom Jon learns the art of psychopath-spotting.

### Rebel Ideas by Matthew Syed (158)



Where do the best ideas come from? And how do we apply these ideas to the problems we face - at work, in the education of our children, and in the biggest shared challenges of our age: rising obesity, terrorism and climate change? In this bold and inspiring new book, Matthew Syed argues that individual intelligence is no longer enough; that the only way to tackle these complex problems is to harness the power of our 'cognitive diversity'. *Rebel Ideas* is a fascinating journey through the science of team performance.

### So you have been Publically Shamed by Jon Ronson (302.5)



Simultaneously powerful and hilarious in the way only Jon Ronson can be, *So You've Been Publicly Shamed* is a deeply honest book about modern life, full of eye-opening truths about the escalating war on human flaws - and the very scary part we all play in it.

### Trust by Katherine Hawley (150)



Trust is indispensable to our everyday lives, yet it can be dangerous. Without trusting others, we cannot function in society, or even stay alive for very long, but being overly trustful can leave us open to exploitation and abuse. And not only is trust pragmatic, but it also has a moral dimension: trustworthiness is a virtue, and well-placed trust benefits us all. In this *Very Short Introduction*, philosopher Katherine Hawley explores the key ideas about trust and distrust. Drawing on a wide range of disciplines, including philosophy, psychology, and evolutionary biology, she emphasizes the nature and importance of trusting and being trusted, from our intimate bonds with significant others to our relationship with the state. Considering questions such as "Why do we value trust?" and "Why do we want to be trusted rather than distrusted?" Hawley illuminates the importance of trust in the personal and public spheres. Moreover, she draws on a range of research to show how trust stands at the centre of many disciplines, including biology, psychology, and game theory. The book also examines the evolutionary aspects of trust.