1. Record Nr. UNINA9910794013603321 Autore Boschi Helena Titolo Why we do what we do: understanding our brain to get the best out of ourselves and others / / Helena Boschi Pubbl/distr/stampa West Sussex, England: .: John Wiley & Sons, Incorporated, . [2020] ©2020 **ISBN** 1-119-56154-X 1-119-56153-1 Descrizione fisica 1 online resource (351 pages): illustrations 153 Disciplina Soggetti Self-help techniques Brain Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di contenuto Cover -- Title Page -- Copyright Page -- Contents -- About the Author -- About Lansons -- Acknowledgements -- Preface -- Chapter 1 Our Brain -- About this chapter -- Part 1: The science explained -- Why we need to keep it all in balance -- Our brain, neurons and synapses --Our four lobes . . . -- . . . and two hemispheres -- How neurons communicate with each other -- Our nervous system -- Function of the nervous system -- Central nervous system (CNS) -- Peripheral nervous system (PNS) -- What happens when we activate the autonomic nervous system? -- Part 2: Impact on our daily life -- Do women and men have different brains? -- Why are both nature AND nurture important? --What difference does being right- or left-handed make? -- Why do adolescents do what they do? -- Part 3: Stories and top tips -- Was Einstein's brain different? -- Should young children head footballs? --The making of Vanessa-Mae -- References for Chapter 1 -- Chapter 2 Our Brain and Emotion -- About this chapter -- Part 1: The science explained -- Our brain's emotional circuitry -- Why do we have emotions? -- What exactly is emotion? -- The importance of endorphins -- How can we read emotions in others? -- Empathy: a force for good in the brain? -- We need to read emotional expression -- Why do women tend to be faster than men at identifying emotions?

-- Why is our brain designed for fear? -- Why do psychopaths not feel

fear? -- Part 2: Impact on our daily life -- Why do emotions influence our decision-making? -- We rationalise - but we are not rational! -- Why do fear and anger colour our judgement? -- Why are emotional memories so vivid? -- What is our gut feel? -- Emotional intelligence: thinking about feeling -- Part 3: Stories and top tips -- We are fooled by our emotions -- A dream that stirred a nation -- A display of affection that touched a child.

The dark side of emotion -- The impact of medication on our mood --Positive emotions make us strong -- References for Chapter 2 --Chapter 3 Our Brain and Memory -- About this chapter -- Part 1: The science explained -- How do we research memory? -- How does memory work in our brain? -- How do we form memories? -- Different types of memory -- Part 2: Impact on our daily life -- Why do we remember what we remember? -- Types of amnesia -- What memories are most memorable? -- What affects our memory? -- Is the Internet making us stupid? -- Use it or lose it -- Lost and false memories --How do we improve our memory? -- Part 3: Stories and top tips -- We do not remember accurately -- A memory of 10 seconds and still a brilliant musician -- How does Alzheimer's Disease affect long-term memory? -- Does time of day affect our memory? -- The brain of the London black cab driver -- References for Chapter 3 -- Chapter 4 Our Brain and Attention -- About this chapter -- Part 1: The science explained -- How do we pay attention? -- We do not see what we do not expect to see -- How do we know what to focus on? -- Our autopilot makes us lazy thinkers -- Part 2: Impact on our daily life --Why do experts miss what is right in front of them? -- Focus is critical to improvement . . . -- . . . but focus can also make us blind -- No one can multitask -- Trying to multitask hurts our brain -- Why does multitasking make us feel good? -- Why is distraction so dangerous? --We take mental shortcuts to deal with information -- Why do we like our comfort zone? -- Part 3: Stories and top tips -- Attention-related accidents are on the rise -- The march of the machine -- Is our attention span shrinking? -- The relationship between attention and learning -- References for Chapter 4 -- Chapter 5 Our Brain and Language -- About this chapter -- Part 1: The science explained. Where is language processed in our brain? -- Language: a left-brained thing? -- How is language affected by injury or brain trauma? --Language is complex -- Intonation affects meaning -- Different words light up different parts of our brain -- Our brain is organised for communication -- Our brain sees words -- Part 2: Impact on our daily life -- Why nouns make us respond more quickly than verbs -- We see words as shapes -- Can an understanding of language help stroke patients? -- What do our emails say about us? -- The power of words -- Why do some words annoy or repel us? -- Does feedback work? --So how we do we make a feedback sandwich? -- Three separate feedback conversations -- Part 3: Stories and top tips -- Language inspires us -- Language sells -- Headlines harness and hold attention -- Stories switch on our brain -- References for Chapter 5 -- Chapter 6 Our Brain and Visual Perception -- About this chapter -- Part 1: The science explained -- How do we see? -- Visual perception: a complex process -- We see the whole first and details second -- We see faces everywhere -- Blindness in our brain -- We take shortcuts to simplify what we see -- How do we see colour? -- Part 2: Impact on our daily life -- We fill in the gaps -- Why are we susceptible to visual illusions? -- Our visual perception protects us . . . -- . . . but can also prevent new thinking -- Our truth is subjective -- We do not see ourselves accurately -- Mirror, mirror on the wall -- Part 3: Stories and top tips -- Our reality is what we are used to -- What should we believe? --

Fact, fiction or just fake? -- The Lab of Misfits: enabling people to perceive differently -- The dangers of our digital age -- References for Chapter 6 -- Chapter 7 Our Brain and Biases -- About this chapter -- Part 1: The science explained -- A psychological immune system in the brain.

Why are our biases so powerful? -- Types of biases -- Part 2: Impact on our daily life -- We think other people are more biased than we are --We hate being wrong -- Our brain avoids complexity -- We are easily influenced -- Nudge theory -- Part 3: Stories and top tips -- Even children become biased quickly -- Who are our friends? -- Do we ever learn from our mistakes? -- Nudges or dark patterns? -- Being human makes us biased -- We see outcomes and not probabilities -- Can we beat our biases? -- References for Chapter 7 -- Chapter 8 Our Brain and Creativity -- About this chapter -- Part 1: The science explained --How does creativity work in our brain? -- Creativity is messy and contradictory -- How are new ideas formed? -- Why is a eureka moment not 'out of the blue'? -- Are creative people different from everyone else? -- But creativity is also in the small stuff -- Our senses affect our creativity -- Is intelligence linked to creativity? -- Part 2: Impact on our daily life -- Can we learn to be creative? -- Creativity is not fragile: we need to challenge it! -- Convergent versus divergent thinking -- Creativity helps us to imagine the future -- Why do many of us stop being creative? -- Why does brainstorming not always work? --How we crush creativity early on -- Reigniting and harnessing the creative spark -- Why are bad ideas still good ideas? -- Green is good for creativity -- Part 3: Stories and top tips -- Sleepiness removes constraints . . . -- . . . but sometimes constraint is good -- Do the opposite to what people expect -- Innovator or fast follower? --References for Chapter 8 -- Chapter 9 Our Brain and Change -- About this chapter -- Part 1: The science explained -- Change is painful for the brain -- Anxiety is contagious -- Why do our brains love routine and habits? -- We are all lazy -- Experience and expectation are interlinked.

How does the brain make and change decisions? -- Part 2: Impact on our daily life -- Why does most change fail in organisations? --Successful change needs the right leadership -- Leading change: dealing with the push-back first -- We like the challenge of change - if we are given enough freedom -- We need other people around us --Information is essential during change -- Change rewires our brain --We need to stay fit and healthy -- The importance of resilience --Create the right conditions for change -- Part 3: Stories and top tips --We need to change, even when life is good! -- We need to change our thinking in order to change -- Make change easy for people --Employee mobility can be a good thing -- Successful change goes beyond facts -- Culture is key -- Change is essential for a healthy brain -- References for Chapter 9 -- Chapter 10 Our Brain and Stress -- About this chapter -- Part 1: The science explained -- What is stress? -- How do we get stressed? -- Where does stress start in the brain? -- 1) Sympathetic-adrenal-medullary (SAM) system -- 2) Hypothalamic-pituitary-adrenal (HPA) axis -- Causes of stress --Stress can shrink our brain -- How do we measure stress? -- Stress, inflammation and disease -- Part 2: Impact on our daily life -- What we think is stressful will be stressful -- Can stress be good for us? -- Our braking system -- The power of meditation and mindfulness -- Part 3: Stories and top tips -- Are our jobs killing us? -- Stress can affect anyone -- The cost of commitment -- We can all do something to help others -- Exercise reduces stress -- References for Chapter 10 --Chapter 11 Our Brain and Leadership -- About this chapter -- Part 1:

The science explained -- Neuroscience and leadership -- Are there chemicals of leadership? -- The cognitive cost of decisions -- Leaders can help us reshape our brain.

Expectations drive results.

Sommario/riassunto

"This is the first book that combines the neuroscience of how our brain works and other insights into how we can apply this to everyday, home and work, as well as offering practical tools and tips to lead healthy and productive lives. It focuses on how we behave, communicate, feel, remember, pay attention, create, influence and make decisions"--"This is the first book that combines the neuroscience of how our brain works and other insights into how we can apply this to everyday, home and work, as well as offering practical tools and tips to lead healthy and productive lives. It focuses on how we behave, communicate, feel, remember, pay attention, create, influence and make decisions. TOPICAL -- the topic of neuroscience is huge right now, particularly when combined with information on Al/Big Data/technology overload. It would follow on well from Offline publishing in December 18, Al in Practice publishing in Feb/March. We have a solid track record in this area. AUTHOR EXPERT -- Dr Helena Boschi is a renowned expert in this area, and is becoming hugely in demand at all neuroscience events / speaking and conferences -- SEE AUTHOR PROPOSAL. SPEAKING -- Dr Helena Boschi is starting to be in huge demand to speak and train at a lot of high profile events and with big industry players. She'll be using the new book here as a much more authoritative lead generation tool than the current version. TRAINING -- Lansons' client list is huge so Lansons and Helena will be giving books to all these clients at every opportunity"--