

THE POWER PARADOX

How We Gain and Lose Influence

Dacher Keltner, Ph.D.

Director, Social Interaction Lab, University of California at Berkeley
Faculty Director, Greater Good Science Center

Author, *Born to Be Good: The Science of a Meaningful Life* and *The Compassionate Instinct*

Thursday, May 19, 2016

7:00 PM

New Trier High School, Northfield Campus

Cornog Auditorium

7 Happ Rd., Northfield

Free and open to the public.

Suitable for youth 12+.

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Thursday, May 19, 2016, The Power Paradox: How We Gain and Lose Influence, 7:00 PM, New Trier High School, Northfield Campus, Cornog Auditorium, 7 Happ Rd., Northfield, 60093. It is taken for granted that power corrupts. This is reinforced culturally by everything from Machiavelli to contemporary politics. But what really is power and how do we get it? Once we have power, how does it change our behavior? In his new book, *The Power Paradox: How We Gain and Lose Influence*, celebrated psychologist **Dacher Keltner, Ph.D.** offers a revolutionary and timely reconsideration of everything we think we know about power.

As *The Power Paradox* makes clear, power dynamics touch every aspect of our lives and it is compassion and selflessness, not force, that enable us to have the most influence over others. Above all, power is given to us by other people. This is what all-too-often we forget, and what Dr. Keltner sets straight. This is the crux of the power paradox: by fundamentally misunderstanding the behaviors that helped us to gain power in the first place we set ourselves up to fall from power. We can't retain power because we've never understood it correctly. Power isn't the capacity to act in cruel and uncaring ways; it is the ability to do good for others, expressed in daily life.

Dr. Keltner is a professor of psychology at the **University of California, Berkeley** and the faculty director of the **UC Berkeley Greater Good Science Center**. He is a renowned expert in the biological and evolutionary origins of human emotion. Dr. Keltner studies the science of compassion, awe, love, and beauty, and how emotions shape our moral intuition. He served as a scientific consultant on the Pixar film, "Inside Out," and has written for the *New York Times Magazine*, *The London Times*, and *Utne Reader*. His research, which spans issues of power, status, inequality, and social class, has been widely covered in the media. He is also the author of the best-selling books *Born to Be Good: The Science of a Meaningful Life* and *The Compassionate Instinct*.

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