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Not so fast, argues cognitive scientist Tali Sharot, whose new book, *The Influential Mind*, explores how emotion tends to overpower reason when it comes to human decision-making. [TIME.com](#) In the arena of behavioral science, little has held more potential than the striking advances in behavioral neuroscience and little has

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stood to gain as much from those advances as the study of social influence.

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In the age of big data, it's easy to assume

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that cold, hard facts can drive change. Not so fast, argues cognitive scientist Tali Sharot, whose new book, *The Influential Mind*, explores how emotion tends to overpower reason when it comes to human decision-making (Time) *The Influential Mind* will make you gasp with surprise - and laugh with recognition. Many of our

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most cherished beliefs about how to
influence others turn out to be wrong;
Sharot sets them right.

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A pop-science tour of the brain and the
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not only on how to influence others—but
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Michael Norton, Harvard Business School,
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According to Tali Sharot, associate professor of cognitive neuroscience, founder and director of the Affective Brain Lab at University College London, and author of *The Influential Mind: What the Brain Reveals About Our Power to Change Others*, it really depends on the situation.

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~~Tali Sharot | Unpacking the Science of the
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When two people make decisions together, when they disagree, the brain really fails to encode the information coming from the disagreeing partner. But when two people agree, each person is very precisely

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encoding the information coming from the agreeing partner. Her latest book, The Influential Mind, explores the many ways our brain receives information and why.

~~Tali Sharot: The Influential Mind~~
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