

Social Intelligence: The New Science of Human Relationships

By Daniel Goleman

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Emotional Intelligence was an international phenomenon, appearing on the *New York Times* bestseller list for over a year and selling more than five million copies worldwide. Now, once again, Daniel Goleman has written a groundbreaking synthesis of the latest findings in biology and brain science, revealing that we are “wired to connect” and the surprisingly deep impact of our relationships on every aspect of our lives.

Far more than we are consciously aware, our daily encounters with parents, spouses, bosses, and even strangers shape our brains and affect cells throughout our bodies—down to the level of our genes—for good or ill. In **Social Intelligence**, Daniel Goleman explores an emerging new science with startling implications for our interpersonal world. Its most fundamental discovery: we are designed for sociability, constantly engaged in a “neural ballet” that connects us brain to brain with those around us.

Our reactions to others, and theirs to us, have a far-reaching biological impact, sending out cascades of hormones that regulate everything from our hearts to our immune systems, making good relationships act like vitamins—and bad relationships like poisons. We can “catch” other people’s emotions the way we catch a cold, and the consequences of isolation or relentless social stress can be life-shortening. Goleman explains the surprising accuracy of first impressions, the basis of charisma and emotional power, the complexity of sexual attraction, and how we detect lies. He describes the “dark side” of social intelligence, from narcissism to Machiavellianism and psychopathy. He also reveals our astonishing capacity for “mindsight,” as well as the tragedy of those, like autistic children, whose mindsight is impaired.

Is there a way to raise our children to be happy? What is the basis of a nourishing marriage? How can business leaders and teachers inspire the best in those they lead and teach? How can groups divided by prejudice and hatred come to live together in peace?

The answers to these questions may not be as elusive as we once thought. And Goleman delivers his most heartening news with powerful conviction: we humans have a built-in bias toward empathy, cooperation, and altruism–provided we develop the social intelligence to nurture these capacities in ourselves and

others.

From the Trade Paperback edition.

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Editorial Review

From Publishers Weekly
In this companion volume to his bestseller, *Emotional Intelligence*, Goleman persuasively argues for a new social model of intelligence drawn from the emerging field of social neuroscience. Describing what happens to our brains when we connect with others, Goleman demonstrates how relationships have the power to mold not only human experience but also human biology. In lucid prose he describes from a neurobiological perspective sexual attraction, marriage, parenting, psychopathic behaviors and the group dynamics of teachers and workers. Goleman frames his discussion in a critique of society's creeping disconnection in the age of the iPod, constant digital connectivity and multitasking. Vividly evoking the power of social interaction to influence mood and brain chemistry, Goleman discusses the "toxicity" of insult and unpleasant social experience as he warns of the dangers of self-absorption and poor attention and reveals the positive effects of feel-good neurochemicals that are released in loving relationships and in caregiving. Drawing on numerous studies, Goleman illuminates new theories about attachment, bonding, and the making and remaking of memory as he examines how our brains are wired for altruism, compassion, concern and rapport. The massive audience for *Emotional Intelligence* will revel in Goleman's latest passionately argued case for the benefits to society of empathetic social attunement. *(Oct. 3)*
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From Scientific American
We all recognize a special capacity that humans have—some more so than others—to connect with others in a deep and direct way. We see this quality expressed by a performer revving a crowd, a doctor healing a patient or a mother putting a child to sleep. To orchestrate these tasks, a person must sense and stimulate the reactions and mood of another. In 1995 Daniel Goleman, a Harvard University–trained psychologist and writer for the New York Times, published Emotional Intelligence, in which he discussed the human ability "to manage our own emotions and inner potential for positive relationships." Now he goes a step further. In Social Intelligence, he enlarges his scope to encompass our human abilities to connect with one another. "We are wired to connect," Goleman says. "Neuroscience has discovered that our brain’s very design makes it sociable, inexorably drawn into an intimate brain-to-brain linkup whenever we engage with another person. That neural bridge lets us affect the brain—and so the body—of everyone we interact with, just as they do us." Each encounter between people primes the emotions. This neurological pas de deux stimulates our nervous systems, affecting hormones, heart rate, circulation, breathing and the immune system. Goleman peppers his discourse with anecdotes to illustrate the power of social intelligence. From the countertop of Rosie Garcia, a multitasking baker in New York’s Grand Central Terminal, to the tantrum-tainted class of a Texas teacher, he shows how social sensitivity and wisdom can profoundly reshape conflicts. In one encounter in Iraq, a quick-witted U.S. commander turned a Muslim mob’s threats into laughter when he ordered his soldiers to kneel, lower rifl es and smile—averting a potentially fatal clash. Goleman deftly discusses relevant neural pathways, including the thalamus and amygdala, which together regulate sensory and arousal stimuli. He speaks of spindle cells, which rapidly process social decisions; of mirror neurons, which sense another’s movements; of dopamine neurons, which react to pleasure-inducing neurotransmitters that flow freely while two lovers gaze. The author’s introductory tour through this emerging research landscape helps readers grasp core concepts of social neuroscience, illustrating abstractions with poignant anecdotes, without excessive jargon. Goleman also explains how such research may influence our lives. Given our socially reactive brains, we must "be wise," he says, and be aware of the ways that our moods influence the biology of each life we touch.

Rick Lipkin

Review
"Passionately argued … lucid."—*Publishers Weekly*

Users Review

From reader reviews:

Velda Thornley:

Do you have favorite book? For those who have, what is your favorite's book? Publication is very important thing for us to understand everything in the world. Each publication has different aim as well as goal; it means that reserve has different type. Some people truly feel enjoy to spend their the perfect time to read a book. They are reading whatever they have because their hobby is actually reading a book. Consider the person who don't like reading a book? Sometime, individual feel need book if they found difficult problem or even exercise. Well, probably you will require this Social Intelligence: The New Science of Human Relationships.

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