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After telling us that emotion, not reason, is the key to winning in politics he then proceeds to rationalise about the neuroscience behind campaigns. The Political Mind by George Lakoff tells us much the same in a more approachable manner.

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The Political Brain is intended to help progressives communicate in stories and connect with emotions.

The Political Brain by Drew Westen -- Book Review

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The Political Brain is about how voters ' political choices are shaped by their emotions. Emotions are not tangential to our lives, they are the foundation of language and rational thought. First a feeling then a word. Emotions, conscious and unconscious, bind individuals into groups and society.

Drew Westen: The Political Brain - Renewal

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