



THE POWER OF NO IN A
WORLD THAT DEMANDS YES

DEFY

DR. SUNITA SAH



Defy: The Power of No in a World That Demands Yes

Sunita Sah, MD, Ph.D.

Award-winning organizational psychologist and associate professor at Cornell University's SC Johnson College of Business.

Ethan Cross, Ph.D.

Professor, Management & Organizations, Ross School of Business, and Director of the Emotion and Self Control Lab, University of Michigan.
Author of the international bestseller *Chatter: The Voice in Our Head, Why it Matters, and How to Harness It*.

Monday, January 27, 2025, 7:00 PM

Register: www.bit.ly/SahFANWebinar

PLUS: After-Hours Event!

Purchase a copy of *Defy* from FAN's partner bookseller The Book Stall to receive a link to an interactive "After-Hours" event hosted by Sah. Details on the Zoom registration form.

This event is #freeandopentothepublic and will be recorded.

Suitable for youth 12+

Presented by **FAN** and 52 of our member schools and organizations.

familyactionnetwork.net



SUPPORTERS

The Alliance for Early Childhood + The Anderson Family + Gorton Community Center + Stephanie & Roger Hochschild + Maureen & Collin Kebo Mammel Foundation + The McCall Family + Northwestern University/SESP + Santa Clara University College of Law + Diana Terlato



FOR IMMEDIATE RELEASE: SUNITA SAH, MD, Ph.D. – ON ZOOM

CONTACT: Lonnie Stonitsch, Executive Director of FAN, lonnie@familyactionnetwork.net

Monday, January 27, 2025, 7:00 PM, Defy: The Power of No in a World That Demands Yes, a FAN webinar featuring Sunita Sah, MD, Ph.D. in conversation with Ethan Kross, Ph.D. REGISTER: www.bit.ly/SahFANWebinar

BONUS AFTER-HOURS EVENT: Attendees who purchase a copy of *Defy* from FAN's partner bookseller The Book Stall are invited to attend an AFTER-HOURS event hosted by Sah that will start immediately after the webinar. Details on the webinar registration page.

Many of us comply much more than we realize. How many times have you wanted to object, disagree, or opt out of something but ended up swallowing your words, shaking your head, and just going along? Analyzing cases ranging from corporate corruption and sexual abuse to everyday acquiescence at work, the doctor's office, and in our personal lives, award-winning organizational psychologist **Sunita Sah, MD, Ph.D.** delves deep into why the pressure to comply is a corrosive and often invisible force in our society.

In her new book, ***Defy: The Power of No in a World That Demands Yes***, Sah radically transforms our idea of defiance from a misunderstood negative trait into a crucial, positive force for personal and societal change. An award-winning associate professor at Cornell University's SC Johnson College of Business, Sah guides us through her five stages of defiance, equipping readers with simple tools to make decisions that align with their values. Drawing on her story as a woman scientist of color, as well as her original research and insights from multiple disciplines including psychology, ethics, law, medicine, organizational behavior, sociology, and philosophy, Sah reveals the critical need to rediscover our core values. She explores how we are neurologically, psychologically, and socially pressured to comply, and what we can do to train ourselves for conscientious resistance and reclaim our agency.

Sah's accessible research investigates the everyday choices we make, from the psychology of advice to the inner workings of trust. She distinguishes compliance from consent, emphasizing that while compliance is reactive and often resembles obedience, true consent is active, powerful, and rooted in our values. This crucial distinction empowers individuals to stand firm in their convictions and live authentically.

Sah will be in conversation with **Ethan Kross, Ph.D.**, Professor, Management & Organizations, Ross School of Business, and Director of the Emotion and Self Control Lab, University of Michigan. He is the author of the international bestseller *Chatter: The Voice in Our Head, Why it Matters, and How to Harness It* and the new book *Shift: Managing Your Emotions – So They Don't Manage You*.

This event suitable for youth 12+. It will be recorded and available on FAN's website and YouTube channel.

Sponsored by **FAN**, in partnership with The Avery Coonley School, Baker Demonstration School, Bernard Zell Anshe Emet Day School, British International School of Chicago/Lincoln Park, British International School of Chicago/South Loop, Catherine Cook School, Chiaravalle Montessori School, Chicago Jewish Day School, Compass Health Center, Connections for the Homeless, Countryside Day School, Evanston Township HS D202, The Family Institute at Northwestern University, Family Service Center, The Frances Xavier Warde School, Francis W. Parker School, Glenview Public Library, Gorton Center, Haven Youth and Family Services, Hyde Park Day School, Illinois Student Assistance Commission, Kenilworth D38, Lake Bluff D65, Lake Forest Academy, Lake Forest Community High School D115, Lake Forest Country Day School, Latin School of Chicago, Leo Catholic High School, Libertyville D70, Lycée Français de Chicago, Morgan Park Academy, Near North Montessori School, New Trier High School D203, North Shore Country Day, Northwestern University Office of Neighborhood and Community Relations, Northwestern University School of Education and Social Policy, Pope John XXIII School, Psychgeist Media, Regina Dominican High School, Resurrection College Prep High School, Rogers Park Montessori School, Roycemore School, Sacred Heart Schools, Santa Clara University School of Law, Science & Arts Academy, Stevenson High School D125, Township High School D113, University of Chicago Crown Family School of Social Work, Policy, and Practice, Wilmette Public Library, Wolcott College Prep, Woodlands Academy, Youth & Opportunity United.