

## CHAPTER 2: EXTENDING ALTRUISM

1. Alexandre Jollien in conversation with the author, Gstaad, January 29, 2012.
2. The Dalai Lama, *Ancient Wisdom, Modern World: Ethics for a New Millennium*, Little, Brown, 1999.
3. See Ricard, Matthieu, *Happiness: A Guide to Developing Life's Most Important Skill*, Little, Brown, 2007.
4. Aristotle, *Rhetoric*, II, 4, trans. W. Rhys Roberts, online: <http://classics.mit.edu/Aristotle/rhetoric.2.ii.html>. Quoted by Audi, Paul, in *L'empire de la compassion*, Les Belles Lettres, 2011, p. 37.
5. The Dalai Lama & Vreeland, Nicholas, *An Open Heart: Practicing Compassion in Everyday Life*, Little, Brown, 2001, pp. 96–97.
6. Jean-François Revel, in conversation with the author.
7. Gunaratana, B. H., *Eight Mindful Steps to Happiness: Walking the Path of the Buddha*, Wisdom Publications, p. 74.
8. For Batson, *empathic solicitude* is an emotion directed to the other, engendered by the perception that the other is in need, an emotion in harmony with that perception. See Batson, C. D. (2011), p. 11.

9. Darwin, Charles, *The Descent of Man, and Selection in Relation to Sex*, 1891, Chapter 4.
10. Sober, Elliott, & Wilson, David Sloan, *Unto Others: The Evolution and Psychology of Unselfish Behavior*, Harvard University Press, 1999.
11. I am grateful to Daniel Batson for helping me identify these two points over the course of several conversations.
12. Darwin, *The Descent of Man, and Selection in Relation to Sex*, *op. cit.*, Chapter 5.
13. See Chapter 26, “Having Hatred or Compassion Toward Oneself.”
14. Trungpa, Chögyam, *Cutting Through Spiritual Materialism*, Shambhala, 1973.
15. Shantideva, *A Guide to the Bodhisattva Way of Life*, Snow Lion Press, 1997. Online: [http://www.fodian.net/world/be\\_bodsv.html](http://www.fodian.net/world/be_bodsv.html) (translation slightly modified).
16. Kohn, Alfie, *The Brighter Side of Human Nature: Altruism and Empathy in Everyday Life*, Basic Books, 1992, p. 156.
17. BBC World Service, Outlook, September 7, 2011.
18. Camus, Albert, *The Plague*, Vintage, 1991, p. 91.
19. Translated from the Tibetan by Matthieu Ricard from the Complete Works: *The Collected Works (gsun ‘bum) of the Seventh Dalai Lama blo-bzan-bskal-bzang-rgya-mtsho*, published by Dodrup Sangye, Gangtok, 1975–1983.