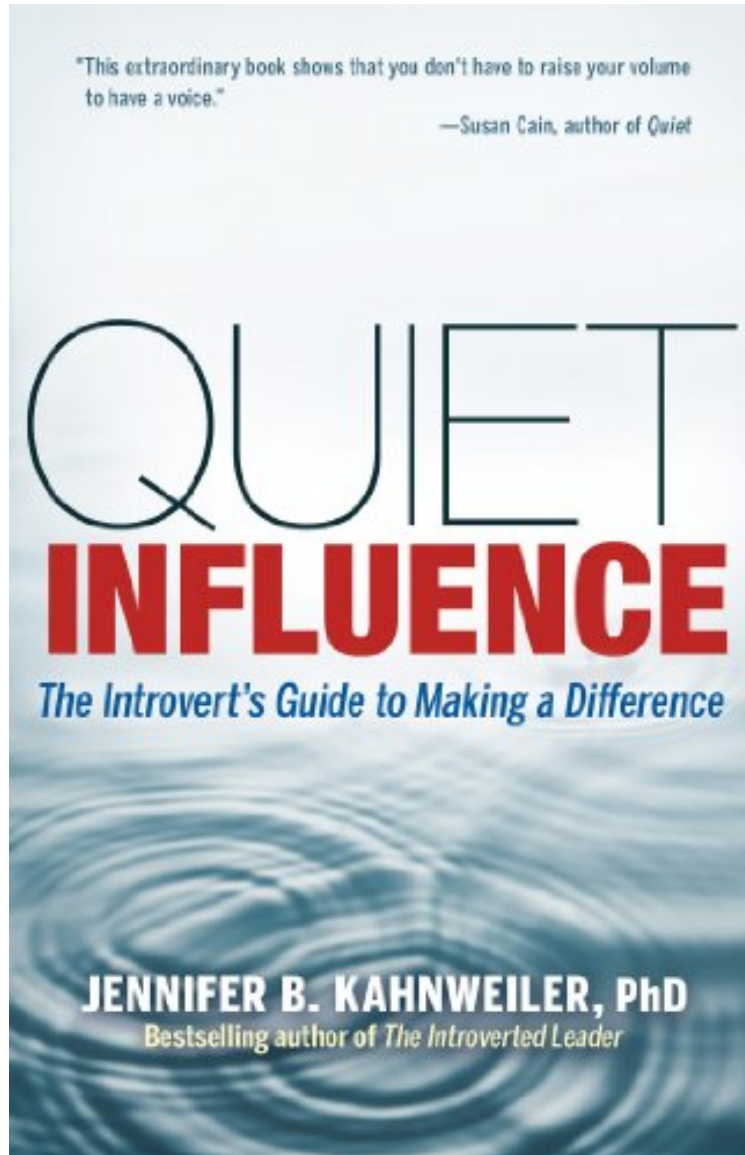


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Quiet Influence: The Introvert's Guide to Making a Difference

Jennifer B. Kahnweiler

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Jennifer B. Kahnweiler : Quiet Influence: The Introvert's Guide to Making a Difference before purchasing it in order to gauge whether or not it would be worth my time, and all praised Quiet Influence: The Introvert's Guide to Making a Difference:

16 of 16 people found the following review helpful. Practical Guide By Reid McCormick Another volume in the introverted movement, Quiet Influence by Jennifer Kahnweiler is a brief but practical guide. As I do more and more research on introverts (and myself), I have noticed that introverts tend to be an impatient bunch. We like to get to the point, avoiding fluff and other nonessentials. In this mindset, Quiet Influence is the perfect book. It gets straight to the

point. It presents six strengths found of "Quiet Influencers" and their accompanied weaknesses. Having said that, I still think *Quiet* by Susan Cain is the premier work on introverts followed by *The Introvert Advantage* by Marti Olsen Laney. However, those books are a bit long and drawn out. If you want quick, simple, straightforward guide, then this is the book for you. 2 of 2 people found the following review helpful. Smooth flowing, easy reading, packed full of great information and insights! By Harvey Deutschendorf There are a quite a number of books out there on introverts but I believe you will be hard pressed to find a better one than this. The author shows us how to turn introversion into a strength through examples and stories of how introverts have managed to turn their unique abilities into strengths. She also ends her chapters with a "Your Next Steps" section which gives tips and ideas for further increasing introvert's influence in those particular areas. It also provides introverts with reasons to be optimistic about the future by delving into how they can use their writing skills to good use in the increasingly influential world of social media. The author takes a well balanced view by pointing out areas that introverts can go overboard with their strengths, thereby decreasing their effectiveness. Overall a smooth flowing book, packed with insights tips and information. For an extrovert (which I found surprising) the author sure has a solid grasp on the inner trappings of the introverts's world. 1 of 1 people found the following review helpful. Introverts are often misunderstood. If you are one, ... By Storm Introverts are often misunderstood. If you are one, stop trying to force yourself to become an extrovert and learn how to become more efficient by working to your strengths. Read this book to understand how and why to do just that.

Introverts may feel powerless in a world where extroverts seem to rule, but there's more than one way to have some sway. Jennifer Kahnweiler proves introverts can be highly effective influencers when, instead of trying to act like extroverts, they use their natural strengths to make a difference. Kahnweiler identifies six unique strengths of introverts and includes a Quiet Influence Quotient (QIQ) quiz to measure how well you're using these six strengths now. Then, through questions, tools, exercises, and powerful real-world examples, you will increase your mastery of these strengths.

Now is the time for the quiet introvert to shine. Best-selling author Kahnweiler (*The Introverted Leader: Building on Your Quiet Strength*) contends that introverts should stop trying to be extroverted and make the most of their quiet strengths. Her purpose is to help introverts recognize, develop, and highlight their reserved natures while advising extroverts on how to adopt more of these traits. A quiz determines a Quiet Influence Quotient by assessing the use of six strengths: taking quiet time, preparation, writing, engaged listening, focused conversation, and thoughtful use of social media. Kahnweiler provides tips and suggests next steps for using these strengths. The book's layout is organized for quick reference or in-depth study. VERDICT With the help of Kahnweiler's ideas, introverts can start exerting a quiet influence in the workplace and beyond. Extroverts might want to read this to anticipate what is coming. — Library Journal, Bonnie Tollefson, Cleveland Bradley Cty. P.L., TN "This extraordinary book shows that you don't have to raise your volume to have a voice." — Susan Cain, author of the New York Times Bestseller *Quiet* "Jennifer Kahnweiler shows you how the masters of the art of quiet are able to get more done, be more creative, and sustain more energy than those who often live and work at a frantic, out-loud, always-on pace. The lessons in *Quiet Influence* will increase your capacity to have a profound effect on the actions and thoughts of others." — Jim Kouzes, coauthor of *The Leadership Challenge* and Dean's Executive Fellow of Leadership, Leavey School of Business, Santa Clara University "Quiet Influence is a great resource for introverts who want to learn how to use their strengths to maximize their effectiveness in the workplace. But wait—it's also a wonderful handbook for extroverts (like me) who want to understand more about what makes their less-gregarious friends and colleagues tick." — Ken Blanchard, coauthor of *The One Minute Manager* and *Great Leaders Grow* "Jennifer Kahnweiler shows millions of introverts how to harness the strengths they already have. It is the must-have guide to greater insight and impact that we've been waiting for." — Dudley White, Senior Vice President, Professional Services, Equifax