

## 10 Powerful Lessons From The Book "Quiet"

### 1. Introverts Changed the World

- a. Culture tells us being confident and outgoing is what successful people do.
- b. Gandhi, Rosa Parks, and Eleanor Roosevelt are proof introverts can become successful and change the world.

### 2. Speak Less

- a. You don't have to be the center of attention to make a great impression.
- b. Only speak when you feel you have something to add.
- c. And when you do, be deliberate and knock it out of the park.

### 3. The Listening Advantage

- a. Your listening skills give you an advantage when leading a team.
  - i. They'll feel heard
  - ii. You'll seek what's best for them
  - iii. You'll understand them on a deeper level
- b. Use the power of listening to give you a workplace advantage.

### 4. Innovate in Solitude

- a. It's not that introverts don't love teamwork, they just need time to think and embrace their creative genius.
- b. Don't let extroverts tell you otherwise. Solitude is the introvert's path to innovation.

### 5. Avoid Open Concept Work Spaces

- a. Open concept workspace is great for extroverts but leaves introverts distracted and unable to think.
- b. Destroying their productivity in the process.

### 6. Find Work Where You Fit In

- a. As an introvert, you see the world differently than extroverts.
- b. Find a workplace where the environment is suited for your personality, allowing you to feel alive and energized.

### 7. Recharge Your Battery

- a. Introverts aren't afraid of social situations and public speaking; they just need less of them than extroverts.
- b. After a party, speech, or large meeting, find a quiet place to relax and replenish.

### 8. Share Ideas The Introvert Way

- a. Not all ideas need to be shared in speeches, or at dinner parties.
- b. Communicate through text, videos or a one on one meeting.
- c. Don't try to beat extroverts at their own game, play the introvert way.

## **9. Introverts Win Negotiations**

- a. Introverts win negotiations by listening intently and asking purposeful questions.
- b. You don't have to strongarm your opponent to win.
- c. Guide them to your desired outcome through carefully crafted questions.

## **10. Raising Introverted Children**

- a. Quiet introverted children need to be respected for who they are.
- b. Encourage them to take social risks.
- c. Understand their need for alone time and introspection.