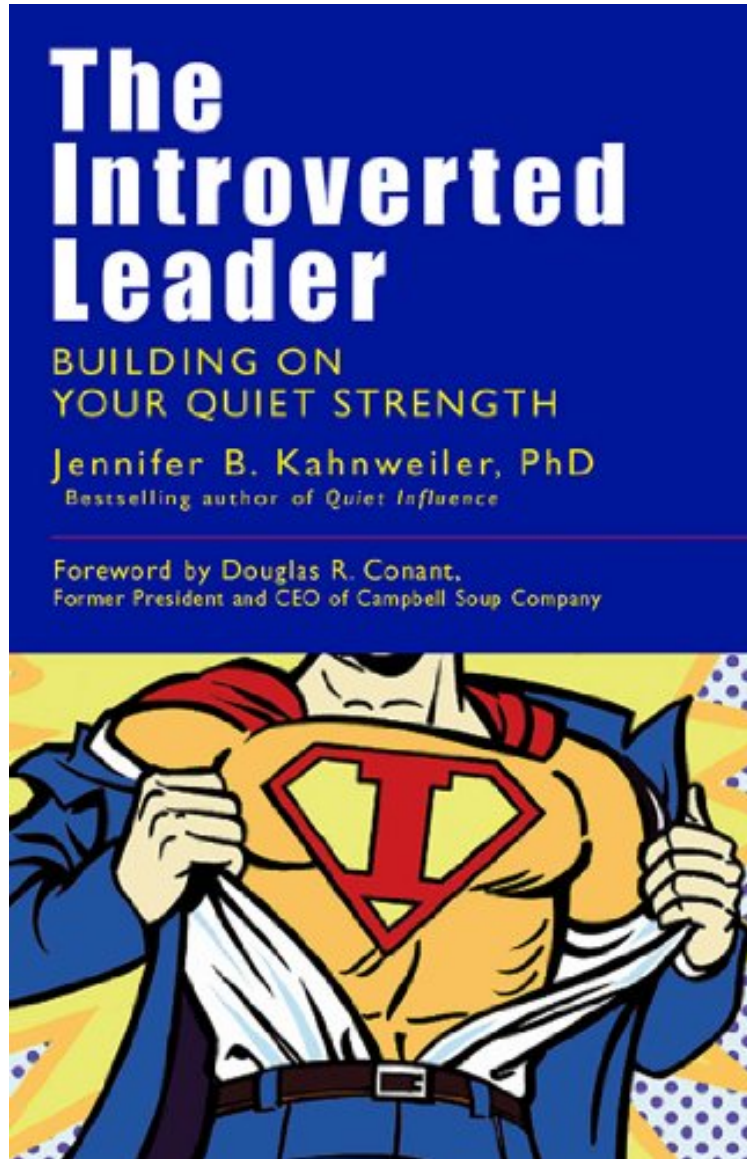


The Introverted Leader: Building on Your Quiet Strength

Jennifer B. Kahnweiler Ph.D.

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Jennifer B. Kahnweiler Ph.D. : The Introverted Leader: Building on Your Quiet Strength before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Introverted Leader: Building on Your Quiet Strength:

1 of 1 people found the following review helpful. A Helpful Guide to Thrive as an Introverted Leader By India Jennifer Kahnweiler has created an easy to read blueprint for how to enhance your leadership skills if you tend toward introversion. She uses humor, examples from her work and concrete steps (The Four P's: Prepare, Presence, Push, Practice) to keep the reader engaged. I laughed out loud while reading the joke about an introverted manager that said

"he would rather stay home with a bad book that he had already read than face one of those awful cocktail receptions". Kahnweiler offers a leadership quiz to evaluate your strengths and weaknesses, and then takes the reader through chapters on Public Speaking, Managing and Leading, Project Management, Managing Up, Meetings and Building Relationships. She uses the Four P's to guide the readers through the process of how to improve skills in these areas. Introverts have their own way and can be easily misunderstood. I particularly enjoyed the Chapter on relationships (I read that first). In my Executive and Leadership Coaching Practice, I work with many introverts, and highly recommend this book to them to supplement our work together. Debbie Brown, SPHR, MBA, MSWDB Consulting 2 of 2 people found the following review helpful. An Excellent Read and a Worthwhile Investment... By PD The Introverted Leader (IL) is an engaging no nonsense work which aims to equip the reader, primarily introverts with truly functional tools and approaches to effectively manage in the workplace. An informative quiz is first taken in chapter 3 to assess the skills strengths, address one's deficits and to also introduce the "six critical work skill areas" each covered chapter-wise (4 to 9) and which include Public Speaking, Managing Leading, Heading Up Projects, Managing Up, The Meeting Game and Building Relationships. All the six work domains are encompassed into an excellent model ie. "4Ps" Process which is introduced by the author Dr. Jennifer Kahnweiler in chapter 2. It is a simple to comprehend four step behavioural framework which essentially aims to instill the reader with a sense of confidence (in the Preparation phase), maintain full engagement (Presence phase), by operating outside the comfort zone (the Push phase) and concluding with the (Practice) phase. As such the "4Ps Process" is very well integrated into the "skill sets" chapters in the book. Dr Kahnweiler has presented the material in a crisp "easy to read" professional format interspersed with some excellent references (eg. Jay Conger N Anand's paper on "Networking" in chapter 9 and Stewart L Strokes' paper on "Managing the Toughest Transitions Part 1" in chapter 5 are quite seminal). There is a lot to be benefited on the professional front from going through these references too. That said (IL) is an excellent read for all executives, team leaders to-be and HODs, who want to get some valuable insight on their interpersonal skills. All in all an engaging read and a worthwhile investment. I, myself, procured two copies and am very satisfied. 4 of 4 people found the following review helpful. Toastmasters Dream By Bruce Lohr Great Read ~ and it's in the queue to be read again! I've been a member of Toastmasters (TM) for several years, and I'm a former president of my club. Therefore I hesitated to even read chapter 4 Public Speaking (since I know it all). But I learned more from that chapter than all the others! You pieced together the big picture, where the TM books were more specialized in specific areas (Speeches by Management, The Entertaining Speaker etc). The book contained several nuggets of valuable information, such as: introducing myself so to enable people to remember my name, and to Stand Up when speaking on a telcon. I found the book a pleasure to read and very applicable. Thank you Dr. KAHN-why-ler!

Succeeding in an Extroverted Business World In our extroverted business culture, introverts can feel excluded, overlooked, or misunderstood. But being an introvert doesn't mean you can't be a great leader. Citing examples of highly successful leaders like Bill Gates and Warren Buffett, Jennifer Kahnweiler shows that introverts can build on their quiet strength and make it a source of great power. After highlighting the common challenges introverts face at work, such as stress, invisibility, and perception gaps, the book details a straightforward four-step process to handle work situations such as managing up, leading projects, public speaking, and many more. Kahnweiler provides numerous examples and leadership tips as well as a revealing Introverted Leader Quiz that pinpoints where focused attention will produce maximum results. The Introverted Leader will teach you to embrace your natural work style in order to advance your career, get the most out of the people around you, and add value to your organization. "Finally, a book that recognizes the immense value that introverts bring to the workplace. You'll learn how to lead with quiet confidence through powerful personal examples and practical tools." — Daniel H. Pink, author of A Whole New Mind "This thoughtful process offers to improve the leadership potential of many who make a significant contribution to the people around them, and, by extension, our society at large." — Edward T. Reilly, President and CEO, American Management Association International "The Introverted Leader offers a straightforward and practical approach to business communication and leadership that will allow introverts to cut through the noise of an extroverted world and have their invaluable voices heard." — Carol A. DiBattiste, Senior Vice President, Privacy, Security, Compliance, and Government Affairs, LexisNexis Group

"Finally, a book that recognizes the immense value that introverts bring to the workplace. You'll learn how to lead with quiet confidence through powerful personal examples and practical tools." — Daniel H. Pink, author of A Whole New Mind "This thoughtful process offers to improve the leadership potential of many who make a significant contribution to the people around them, and, by extension, our society at large." — Edward T. Reilly, President and CEO, American Management Association International "The Introverted Leader offers a straightforward and practical approach to business communication and leadership that will allow introverts to cut through the noise of an extroverted world and have their invaluable voices heard." — Carol A. DiBattiste, Senior Vice President, Privacy, Security, Compliance, and Government Affairs, LexisNexis Group "Many of the most effective leaders are self-contained 'inner processors' who are nonetheless

extremely capable of getting results. This book shows you how to get the most out of yourself and others whose management style is different." — Brian Tracy, author of *The 100 Absolutely Unbreakable Laws of Business Success* and *Eat That Frog!* — Kahnweiler believes that we must recognize the many thoughtful, inwardly focused, quiet "gems" within our midst. If you count yourself as introverted some or all of the time, this book is a must-read." — Liliana de Kerorguen, President, Merial Canada Inc. — Introverts are often understated overachievers. Their quality and contributions may not be discovered and rewarded. If you are an introverted manager who finds public speaking intimidating and being around people draining, this book provides practical guidance that will help you embrace and control uncomfortable situations. It will enable you to be more effective. — Ping Fu, President and CEO, Geomagic and 2005 Inc. magazine Entrepreneur of the Year — Jennifer B. Kahnweiler shows that she understands the challenges and opportunities introverted leaders face daily in a global marketplace. If you are an introverted leader or a manager of introverts -- or both! -- read this book. — Kahnweiler delivers a proven four-part process drawn from her work in the trenches. Yes, introverted leaders can win! — Fabrice Egros, President, UCB Pharma Inc. — Does the thought of working a room make you want to run from the room? — The good news is, you don't have to be the life of the party to be a successful leader. — This book teaches people skills you can use to lead with confident, compassionate authority so you command the respect, loyalty and results you want, need and deserve. — Read it and reap. — Sam Horn, author of *POP!* and *Tongue Fu!* — The Introverted Leader shows how to enhance your natural temperament and claim your place as an extraordinarily confident introverted leader in today's demanding workplace. Jennifer's strong track record of coaching the more reticent types among us shines through in this highly engaging and practical book. — Dr. Tony Alessandra, coauthor of *The New Art of Managing People* and *The Platinum Rule* — "I've been an executive coach for more than fifteen years and only wish I'd had this book sooner for my many introverted clients. Jennifer's four-step process — clear, concrete, and centered on results — helps "not-so-noisy" leaders avoid career derailment and achieve success. If you're an introvert — or you coach, mentor or manage one — this is the book you've been waiting for. — Buy it, read it, and put it to work! — Sharon Jordan-Evans, executive coach and coauthor of *Love 'Em or Lose 'Em: Getting Good People to Stay* — "This is an important book for introverts and extraverts alike. Extraverts will benefit by gaining deeper insight into the mind of the introvert. Introverts will learn to embrace their introversion and the true value that they bring to the organizations they serve. The tips and tools that Kahnweiler introduces will help introverts navigate an extraverted corporate world. Shhh. Hear that? It's the sound of your confidence growing! — Bill Treasurer, founder of Giant Leap Consulting and author of *Courage Goes to Work* — Jennifer B. Kahnweiler's experience with numerous high-level organizations speaks loud and clear in this first-of-its-kind book for introverted leaders. Those who are reluctant to step out of the shadows will learn to do so while keeping their personality intact." — Tom Darrow, founder and Principal, Talent Connections, LLC