

Quiet: The Power of Introverts in a World That Can't Stop Talking

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More Advance Noise for *Quiet*

“An intriguing & potentially life-altering examination of the human psyche that is sure to benefit both introverts & extroverts alike.” – Kirkus Reviews (starred review)

“Gentle is powerful . . . Solitude is socially productive . . . These important counterintuitive ideas are among the many reasons to take *Quiet* to a quiet corner & absorb its brilliant, thought-provoking message.” – Rosabeth Moss Kanter, professor at Harvard Business School, author of *Confidence & SuperCorp*

“All informative, well-researched book on the power of quietness & the virtues of having a rich inner life. It dispels the myth that you have to be extroverted to be happy & successful.” – Judith Orloff, M.D., author of *Emotional Freedom*

“In this engaging & beautiful written book, Susan Cain makes a powerful case for the wisdom of introspection. She also warns us ably about the downside to our culture’s noisiness, including all that it risks drowning out. About the din, Susan’s own voice remains a compelling presence – thoughtful, generous, calm, & eloquent. *Quiet* deserves a very large readership.” – Christopher Lane, author of *Shyness: How Normal Behavior Became a Sickness*

“Susan Cain’s quest to understand introversion, a beautifully wrought journey from the lab bench to the motivational speaker’s hall, offers convincing evidence for valuing substance over style, steak over sizzle, & qualities that are, in America, often derided. This book is brilliant, profound, full of feeling & brimming with insights.” – Sheri Fink, M.D., author of *War Hospital*

“Brilliant, illuminating, empowering! *Quiet* gives not only a voice, but a path to homecoming for so many who’ve walked through the better part of their lives thinking the way they engage with the world is something in need of fixing.” – Jonathan Fields, authors of *Uncertainty: Turning Fear & Doubt into Fuel for Brilliance*

“Shatters misconceptions . . . Cain consistently holds the reader’s interest by presenting individual profiles . . . & reporting on the latest studies. Her diligence, research, & passion for this important topic has richly paid off.” – Adam M. Grant, Ph.D., associate professor of management, the Wharton School of Business

Introduction: The North & South of Temperament

“...” – Cain, 2013

Part I: The Extrovert Ideal

- 1 The Rise of The “Mighty Likable Fellow”: How Extroversion Became the Cultural Ideal
- 2 The Myth of Charismatic Leadership: The Culture of Personality, 100 Years Later
- 3 When Collaboration Kills Creativity: The Rise of the New Groupthink & the Power of Working Alone

Part II: Your Biology, Your Self?

- 4 Is Temperament Destiny?: Nature, Nurture, & the Orchid Hypothesis
- 5 Beyond Temperament: The Role of Free Will (& the Secret of Public Speaking for Introverts)
- 6 “Franklin Was a Politician, But Eleanor Spoke Out of Conscience”: Why Cool Is Overrated
- 7 Why Did Wall Street Crash & Warren Buffett Prosper?: How Introverts & Extroverts Think (& Process Dopamine) Differently

Part III: Do All Cultures Have An Extrovert Ideal?

- 8 Soft Power: Asian-Americans & the Extrovert Ideal

Part IV: How to Love, How to Work

- 9 When Should You Act More Extroverted Than You Really Are?
- 10 The Communication Gap: How to Talk to Members of the Opposite Type
- 11 On Cobblers & Generals: How to Cultivate Quiet Kids in a World That Can't Hear Them
- 12 Conclusion: Wonderland
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References

Cain, Susan (2013). *Quiet: The Power of Introverts in a World That Can't Stop Talking*. Crown Publisher, p. 368.