



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

*Jennifer B. Kahnweiler*

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## **Quiet Influence: The Introvert's Guide to Making a Difference** Jennifer B. Kahnweiler **Introverts Do It Quietly**

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.

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

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# From Reader Review Quiet Influence: The Introvert's Guide to Making a Difference for online ebook

## Rebecca says

Kahnweiler identifies six unique strengths introverts have:

- Taking Quiet Time: The periods of solitude that introverts crave provide them with a powerful source of creativity and self-awareness.
  - Preparation: Careful preparation, which makes introverts feel more comfortable, also makes them very knowledgeable and able to anticipate objections.
  - Writing: Introverts' preference for writing over speaking enables them to influence others through deep, authentic, well-developed arguments.
  - Engaged Listening: Introverts are great listeners—they'd rather listen than talk—which is a crucial skill for establishing rapport and mutual understanding.
  - Focused Conversation: Introverts don't like small talk, but they excel at the serious, purpose-driven, one-on-one interactions vital for winning people over.
  - Thoughtful Use of Social Media: Oversharing doesn't appeal to introverts online any more than it does offline, so they naturally use social media in a thoughtful, and more effective, way.
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## Kem White says

Not what I was expecting but I guess that's my fault. It's a self-help book for people active in the business world. The book attempts to leverage characteristics of introverts to actionable improvement plans. For me the book comes across as all these self-help books do: simpleminded prose, stating the obvious, and difficult to implement ideas. Didn't learn a thing about introverts that I did not already know.

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## K. Dawidowicz says

I picked this up out of curiosity after seeing it at the library. Honestly, though, like 90% of this is basic stuff that's either common sense from the internet or stuff you learn in school. There isn't really anything groundbreaking or super helpful here unless no one's ever told you to know your audience before.

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## Amanda says

Nothing Earth-shattering or revolutionary, but practical and straightforward. And if you're an introvert who's been trying to make a difference through extraverted techniques (talking a lot), a lifesaver.

Her recommendation is to stop trying to be an extravert (you know it's not working anyway) and start using your strengths to your advantage. You're prone to quiet contemplation and thereby coming up with greater insight: *take the time to do that*

You're better at making deeper connections with individuals than shallow connections with large groups:  
*dedicate your time to really understanding a handful of influential people*

Given sufficient time, you're good at making clear, strong, persuasive arguments: *write out your arguments rather than trying to bring them up in meetings*

Then you can do what you need to do, get done what needs to get done, without driving yourself crazy.

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### **Cecile Bol says**

Some useful bits but I somehow feel I shouldn't trust an extrovert writing about how hip and cool introverts are.

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### **Amy Lyden says**

This book was what I was looking for - a guide empowering those with more soft-spoken tendencies to pursue their career goals. I think I will revisit this book in 2-3 years - I'm not quite ready for it yet, as I don't know what I would like to 'make a difference' in. But the tips given here seem practical and effective for my personality type.

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### **Dawn says**

Quiet Influence may be a better book for either

1) introverts who have not yet found their comfort with being an introvert or

2) extroverts who a) would like to understand and respect introverts more or b) have begun to pick up on the possibility of the idea that developing the ability to shift to some introvert ways, even some of the time, might just lead to long-sought for solutions.

Each worthy goals as well in this world of individuals with differing personalities and at different psychological development stages.

For those introverts who are already comfortable with who they are in a world quite obviously extrovert inclined, Quiet Influence may read punctuated frequently by "well, of course!" and there will be little to add to their awareness or skill sets but there just may be a spark to go out for more influence in the worlds they inhabit.

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### **Prasenjeet Kumar says**

This book is great for introverts to understand how they can use their unique powers to excel in their chosen careers whether it is a desk job, sales job or as an entrepreneur.

Jennifer claims to be an extrovert herself but I must say that she has observed her introvert colleagues were closely. She talks about the six strengths of introverts: Quiet Time, Preparation, Engaged Listening, Focused Conversation, Writing and Thoughtful Use of Social Media.

Her tips are indeed helpful and practical for both introverts and extroverts. Introverts may be good at listening but they may need to work on improving their skills. Extroverts too can learn a lot from engaged listening and focused conversations to become more approachable.

Jennifer also uses real life examples of how different people have used these strengths in different settings which is very valuable. It also makes the book more interesting to read.

You can also test your strengths in these six fields using what the author calls "Quiet Influence Quotient" or your QIQ to know how well you are doing with your six strengths and areas where you need to improve.

Not all strengths may be relevant. For example I am an Author and therefore writing and thoughtful use of social media is more important to me than engaged listening and focused conversation. Nevertheless, I consider all skills relevant and important.

I have no hesitation in recommending this book to anyone.

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### **Jessica says**

Kind of interesting but not life-changing or eye-opening too much..

I like reading books about introversion but I wasn't grasped too much by the writing style. I found it a bit dry sometimes.. It was interesting to skim though.

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### **Roland says**

Too fluffy for my liking.

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### **April O'Brien says**

This book was very boring. The first few chapters held my attention because I felt like the author did a good job of explaining characteristics of introverts (even though she isn't one herself) but after that, it was very easy to tune out. The tips were pretty common sense.

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### **Rachel says**

Frustrating, vague and handwavy, it feels like a blog post padded out to book length.

For example, one of her pillars is "Focused Conversations" which you do by "Providing Support and Encouragement". OK, great. Uh, how? When should you provide encouragement and when should you give

critique? What's the best way of giving encouragement? No idea - we're told to do it, and the book moves on to "Spark Learning" by...I'm not sure, honestly. There's a bunch of paragraphs that follow with anecdotes about how important this is, but nothing concrete. As far as I can tell, it boils down to "you should ask people about stuff". OK, that's...not helpful.

This book is useless fluff.

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### **Sandra Pedicini says**

This book, by the author of *The Introverted Leader*, probably isn't going to teach people much that they don't already know, although it is some good reinforcement. It encourages us quieter folk to take quiet time for ourselves to recharge, to prepare for situations by increasing knowledge, to be engaged listeners and have focused conversations to solve problems, and to make our voices heard through writing and social media. *The Introverted Leader*, which I'm reading now, goes much more into depth about topics such as project management and meetings, while *Quiet Influence* seems to more scratch the surface.

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### **Michaela says**

I was not able to get past the first few chapters of this book. The tone was very much in the style of the current glut of "thought leaders" who tour the lecture circuit and write self-help books. Maybe it would be helpful for introverts who were not already aware of their strengths and challenges. I didn't think it addressed the more nuanced difficulties I have with society.

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### **Georgia Hansard says**

2.8/5

"These traits are not good or bad; they just are. Unfortunately, in modern society, they are frequently misunderstood, undervalued and underappreciated"

"Yet ironically, these traits are precisely why introverts make the best influencers of all- even in a world that has, until now, assumed that you had to make a lot of noise to make a difference"

"May you tap into your own heart, your own strengths, and answer your unique way of making a quietly powerful difference"

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