



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

By Jennifer B. Kahnweiler PhD

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## 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.

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*By Jennifer B. Kahnweiler PhD*

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### Editorial Review

#### Review

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**

#### About the Author

Jennifer B. Kahnweiler, PhD, Certified Speaking Professional, is an international speaker and executive coach specializing in developing introverted leaders. Her clients include GE, NASA, and the CDC. She is the author of the bestseller *The Introverted Leader*. Follow her on Twitter at [jennkahnweiler](#).

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