

Susan Cain

LA FORCE DES DISCRETS

**LE POUVOIR DES INTROVERTIS
DANS UN MONDE TROP BAVARD**



Notre société valorise de plus en plus les caractères extravertis : pour réussir, il est bon d'être sociable, charismatique et de savoir travailler en équipe. À l'inverse, le discret, qu'il soit collègue de bureau, chef d'entreprise ou dirigeant politique, est souvent moins apprécié et ne semble pas adapté aux défis actuels. C'est à cette discrimination que s'attaque ici Susan Cain.

Juriste de formation, Susan Cain est passée par Princeton et la Harvard Law School. Elle enseigne les techniques de négociation pour des entreprises et des universités. *La Force des discrets*, best-seller international, est resté près de deux ans sur la liste des meilleures ventes américaines.

- Des **ÉTUDES** menées dans différentes disciplines et des **EXEMPLES CÉLÈBRES** (Eleanor Roosevelt, Charles Darwin, Gandhi, Steve Wozniak...).
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- Des **OUTILS EFFICACES** (conseils, techniques) pour aider adultes et enfants à mettre à profit leur personnalité.

Traduit de l'anglais (États-Unis)
par Marie de Prémonville.

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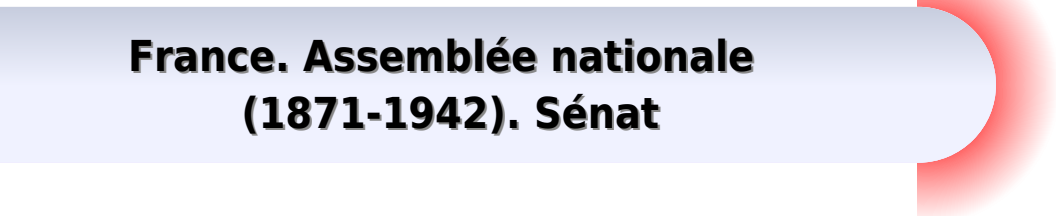
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La force des discrets Susan Cain, 2013-10-09 La solitude n'est pas la mode Ni les introvertis Le monde des affaires et de la culture appartient ceux qui parlent haut L'homme idéal est sociable à le go t du risque sait travailler en quipe Le discret le timide est presque suspect son caractère n'est pas adapté notre monde L'essentiel est de n'être jamais seul Susan Cain a mené une enquête passionnante sur l'histoire et les raisons de cette domination Comment l'extraverti a-t-il progressivement pris le pouvoir Comment est-on passé d'une culture de caractère à une culture de personnalité Elle démontre avec des exemples Chopin Darwin Gandhi Gates Wozniac et en puisant dans les dernières recherches des psychologues des anthropologues des sociologues comment la créativité des introvertis rayonne sur les entreprises les arts et même la politique Non le brainstorming ne donne pas de meilleurs résultats que le travail solitaire Non les banques dirigées par des chefs charismatiques ne gagnent pas des résultats supérieurs celles animées par les patrons plus discrets Non les grandes avancées politiques n'ont pas été réalisées par les plus forts en gueule Susan Cain prouve même le contraire Elle s'appuie aussi sur des examens du fonctionnement du cerveau qui tendent à prouver que les introvertis recherchent le calme car ils enregistrent les stimulations du monde extérieur avec une intensité accrue Elle rassemble aussi des conseils pour les parents et les professeurs qui ont à faire des enfants introvertis afin de les aider à profiter de leur sensibilité et ne pas les faire tomber dans une certaine tendance la victimisation 30-50 % de la population occidentale serait composée d'introvertis Le livre de Susan Cain nous apprend mieux à les comprendre Traduit de l'anglais par Marie de Prémonville

La force des discrets Susan Cain, 2013-10-09 Au moins un tiers des personnes qui nous entourent sont des introvertis Ils préfèrent écouter plutôt que parler lire plutôt que socialiser ils créent et innovent mais dans la discrétion plus heureux dans le travail solitaire qu'au cœur des brainstorming Pourtant notre société fait davantage confiance aux extravertis L'homme idéal doit être sociable avoir le go t du risque Le discret est presque suspect son caractère n'est pas adapté notre monde Susan Cain montre par de nombreux exemples Chopin Darwin Gandhi Gates Wozniac comment la créativité des introvertis rayonne sur les entreprises les arts la politique L'extraverti n'est pas nécessairement le chef le plus efficace la crise financière qui a mis face à face les plus beaux parleurs en est le dernier exemple Il ne faut donc pas sous-estimer les discrets Susan Cain a ainsi mené une enquête sur les raisons de cette domination Que nous révèlent les dernières recherches en psychologie et en neurosciences sur les surprenantes différences entre les cerveaux des introvertis et ceux des extravertis Comment certains grands introvertis ont-ils réussi à vaincre leur timidité Comment adoucir les malentendus entre introvertis et extravertis au travail comme dans le couple Comment soutenir des enfants introvertis et leurs professeurs Voici un livre qui change notre regard sur les introvertis et encore plus important le regard qu'ils portent sur eux-mêmes

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