

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...).
- Une mise en lumière des **QUALITÉS PRÉCIEUSES** des introvertis : force de concentration, capacité d'analyse, sens de l'écoute, créativité, etc.
- Des **OUTILS EFFICACES** (conseils, techniques) pour aider adultes et enfants à mettre à profit leur personnalité.

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La Force Des Discrets Essais Et Documents

Karl Gustav Vollmöller, Richard Otto



La Force Des Discrets Essais Et Documents:

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 les choses

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 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

Histoire des conciles d'après les documents originaux Karl Joseph von Hefele, 1914 **Essai sur Taine** Victor Giraud, 1912 **Louis xvi, Marie-Antoinette, et madame Élisabeth: lettres et documents inéd. publ. par F. Feuillet de Conches** Louis XVI (king of France.), 1865 *Essai sur Taine, son oeuvre et son influence* Victor Giraud, 1901

De la morale de Plutarque Octave Gréard,1874 Livres hebdo ,2005 *Éloge du recul* David Crête,2023-08-21T00:00:00-04:00 Le recul peut il nous sauver C est peut tre un brin exag r mais il peut certainement contribuer lever une sorte de rempart face tout ce que nous entendons voyons et lisons Depuis quelques ann es avec la pand mie de COVID 19 en toile de fond des th mes ont surgi et ressurgi sans qu on s y attarde vraiment libert d expression col re d sob issance r signation manipulation d pendance et vuln rabilite aux technologies en sont quelques exemples Comment pouvons nous mieux exercer notre pens e critique L poque actuelle met mal notre jugement et notre optimisme il vaut mieux y travailler d s maintenant l aide de cas tir s de l actualit r cente David Cr te nous propose d apprendre avoir plus de recul Un exercice crucial faire avant tout pour soi **Essai d'atlas statistique de l'Indochine française** Henri Brenier,1914

Grand Dictionnaire Universel [du XIXe Siecle] Francais: A-Z 1805-76 Pierre Larousse,1870 Grand dictionnaire universel du XIXe siècle français, historique, géographique, mythologique, bibliographique, littéraire, artistique, scientifique, etc. etc. ... Pierre Larousse,1870 **Manuel bibliographique de sciences psychiques ou occultes** Albert-Louis Caillet,1913 **Revue de théologie et de philosophie** ,1903 Revue de belgique ,1910 Mercure de France ,1925

L'argumentation publicitaire Jean-Michel Adam,Marc Bonhomme,2012-10-31 Une introduction syst matique l analyse du discours argumentatif qui est au coeur de l laboration de toute publicit r dactionnelle Cet ouvrage envisage la complexit de la communication publicitaire travers ses diff rents modes de mise en texte et prend galement en compte le fonctionnement argumentatif de l image Jean Michel Adam professeur de linguistique fran aise l universit de Lausanne est l auteur de nombreux ouvrages dont dans cette m me collection Les textes types et prototypes 1992 Le texte descriptif en collaboration avec A Petitjean 1992 Le texte narratif 1994 Linguistique textuelle 1999 Marc Bonhomme est professeur de linguistique fran aise l universit de Berne agr g de grammaire et docteur d tat est l auteur de Linguistique de la m tonymie Lang 1987 Il a galement publi de nombreux articles sur les figures du discours la stylistique textuelle l histoire de la langue fran aise et le discours publicitaire **Louis XIV et Strasbourg** Arsène Legrelle,1881 **Kritischer Jahresbericht über die Fortschritte der Romanischen Philologie...** Karl Gustav Vollmöller,Richard Otto,1913 L'Économiste français ,1891

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