

Susan Cain

Quotes

*People, Thinking, Ideas, Personality, Introvert, Children, Strong, Party, Kids,
Needs, Self, Writing, Mean, Home, World, Solitude, Two, Believe,
Disappointment, Giving*

Opposites attract, and I think temperament is so fundamental that you end up craving someone of the opposite temperament to complete you.

~Susan Cain

What looks like multitasking is really switching back and forth between multiple tasks, which reduces productivity and increases mistakes by up to 50 percent.

~Susan Cain

Solitude matters. And for some people it's the air they breathe.

~Susan Cain

There's zero correlation between being the best talker and having the best ideas.

~Susan Cain

we have two ears and one mouth and we should use them proportionally

~Susan Cain

You're told that you're in your head too much, a phrase that's often deployed against the quiet and cerebral. Or maybe there's another word for such people: thinkers.

~Susan Cain

Introverts are capable of acting like extroverts for the sake of work they consider important, people they love, or anything they value highly.

~Susan Cain

It's as if they have thinner boundaries separating them from other people's emotions and from the tragedies and cruelties of the world.

~Susan Cain

Cross the street to avoid making aimless chitchat with random acquaintances.

~Susan Cain

I'm continually amazed by how many people who appear to be extroverts are actually introverts.

~Susan Cain

Shyness is the fear of social disapproval or humiliation, while introversion is a preference for environments that are not overstimulating. Shyness is inherently painful; introversion is not.

~Susan Cain

The pressure to entertain, to sell ourselves, and never to be visibly anxious keeps ratcheting up.

~Susan Cain

Solve problems, make art, think deeply.

~Susan Cain

Our lives are shaped as profoundly by personality as by gender or race. And the single most important aspect of personality ... is where we fall on the introvert-extrovert spectrum.

~Susan Cain

[Introverts,] the world needs you and it needs the things you carry. So I wish you the best of all possible journeys and the courage to speak softly.

~Susan Cain

Love is essential, gregariousness is optional.

~Susan Cain

I prefer listening to talking, reading to socializing... I like to think before I

Speak (softly).

~Susan Cain

Don't think of introversion as something that needs to be cured.

~Susan Cain

Being relatively unmoved by rewards gives you the incalculable power to go your own way.

~Susan Cain

Solitude is one of our great superpowers... Solitude is the key to being able to make effective decisions and then having the courage of convictions to stand behind those decisions.

~Susan Cain

Shyness is inherently uncomfortable; introversion is not. The traits do overlap, though psychologists debate to what degree.

~Susan Cain

All personality traits have their good side and their bad side. But for a long time, we've seen introversion only through its negative side and extroversion mostly through its positive side.

~Susan Cain

Introverts living under the Extroversion Ideal are like women in a man's world, discounted because of a trait that goes to the core of who they are.

~Susan Cain

Scores of studies have shown that venting doesn't soothe anger; it fuels it.

~Susan Cain

Extroversion is an enormously appealing personality style, but we've

turned it into an oppressive standard to which most of us feel we must conform.

~Susan Cain

Our culture is biased against quiet and reserved people, but introverts are responsible for some of humanity's greatest achievements.

~Susan Cain

What if you love knowledge for its own sake, not necessarily as a blueprint to action? What if you wish there were more, not fewer reflective types in the world?

~Susan Cain

Open-plan offices have been found to reduce productivity and impair memory. They're associated with high staff turnover. They make people sick, hostile, unmotivated, and insecure.

~Susan Cain

There is no one more courageous than the person who speaks with the courage of his convictions.

~Susan Cain

Everyone shines, given the right lighting.

~Susan Cain

Any time people come together in a meeting, we're not necessarily getting the best ideas; we're just getting the ideas of the best talkers.

~Susan Cain

A widely held, but rarely articulated, belief in our society is that the ideal self is bold, alpha, gregarious. Introversions is viewed somewhere between disappointment and pathology.

~Susan Cain

Introverts need to trust their gut and share their ideas as powerfully as they can.

~Susan Cain

Introversion - along with its cousins sensitivity, seriousness, and shyness - is now a second-class personality trait, somewhere between a disappointment and a pathology.

~Susan Cain

Introverts prefer to work independently, and solitude can be a catalyst to innovation.

~Susan Cain

Our culture rightly admires risk-takers, but we need our 'heed-takers' more than ever.

~Susan Cain

We have a two-tier class system when it comes to personality style. To devalue introversion is a waste of talent, energy and happiness.

~Susan Cain

The bias against introversion leads to a colossal waste of talent, energy, and happiness.

~Susan Cain

It's never a good idea to organize society in a way that depletes the energy of half the population.

~Susan Cain

I look back on my years as a Wall Street lawyer as time spent in a foreign country.

~Susan Cain

(Finland is a famously introverted nation. Finnish joke: How can you tell

if a Finn likes you? He's staring at your shoes instead of his own.)

~Susan Cain

I worry that there are people who are put in positions of authority because they're good talkers, but they don't have good ideas.

~Susan Cain

Introverts .. may have strong social skills and enjoy parties and business meetings, but after a while wish they were home in their pajamas.

~Susan Cain

Most people who have grown up introverted in this very extroverted culture of ours have had painful experiences of feeling like they are out of step with what's expected of them.

~Susan Cain

Introverts often work more slowly and deliberately. They like to focus on one task at a time and can have mighty powers of concentration . They're relatively immune to the lures of wealth and fame.

~Susan Cain

We don't need giant personalities to transform companies. We need leaders who build not their own egos but the institutions they run.

~Susan Cain

We put too much of a premium on presenting and not enough on substance and critical thinking.

~Susan Cain

The purpose of school should be to prepare kids for the rest of their lives, but too often what kids need to be prepared for is surviving the school day itself.

~Susan Cain

Jealousy is an ugly emotion, but it tells the truth. You mostly envy those who have what you desire.

~Susan Cain

The secret to life is to put yourself in the right lighting.

~Susan Cain

One genuine new relationship is worth a fistful of business cards.

~Susan Cain

Women were also urged to work on a mysterious quality called 'fascination.' Coming of age in the 1920's was a competitive business.

~Susan Cain

One honest relationship can be more productive than fistfuls of business cards.

~Susan Cain

Though shyness per se was unacceptable, reserve was a mark of good breeding.

~Susan Cain

If you enjoy depth, don't force yourself to seek breadth. If you prefer single-tasking to multi-tasking, stick to your guns.

~Susan Cain

Even when the attention focused on me is positive, I am uncomfortable being looked at by a lot of people - it's just not my natural state of being.

~Susan Cain

College students who tend to study alone learn more over time than those who work in groups.

~Susan Cain

I'm insatiably curious about human nature.

~Susan Cain

Naked lions are just as dangerous as elegantly dressed ones

~Susan Cain

When you're more focused in getting your message across than you are worrying about how people are viewing you, that's huge.

~Susan Cain

...if you can think of meetings you've attended, you can probably recall a time - plenty of times - when the opinion of the most dynamic or talkative person prevailed to the detriment of all.

~Susan Cain

I've wanted to be a writer since I was four years old!

~Susan Cain

I get a lot of letters from introverts asking how they can meet people. The key is to make sure that you are doing things you enjoy.

~Susan Cain

In most job interviews, people say they are looking for people skills and emotional intelligence. That's reasonable, but the question is, how do you define what that looks like?

~Susan Cain

I've never given a speech without being terrified first.

~Susan Cain

Should we become so proficient at self-presentation that we can dissemble without anyone suspecting?

~Susan Cain

I'm insatiably curious about human nature. I feel very lucky that as a writer I get to learn so much about it just to do my job right.

~Susan Cain

Do you really believe in what you said or wrote - in the thing that's bringing criticism? And if I do believe it, I can withstand anything.

~Susan Cain

As a parent, if give yourself what you need, your children will watch you doing that and will give themselves what they need.

~Susan Cain

I actually find extroversion to be a really appealing personality style.

~Susan Cain

I use a lot of old-fashioned expressions.

~Susan Cain

Some introverts are perfectly comfortable with public speaking; I'm not one of them.

~Susan Cain

...true self-esteem comes from competence, not the other way around.

~Susan Cain

We've known about the transcendent power of solitude for centuries; it's only recently that we've forgotten it.

~Susan Cain

Every American was to become a performing self.

~Susan Cain

Your tendency to be inward-directed or outward-directed is huge; it governs every part of the way you live and work and love.

~Susan Cain

There are only a few people out there who can completely overcome their fears, and they all live in Tibet.

~Susan Cain

When you go to a football game and someone offers you a beer [...], they're really saying hi, have a glass of extroversion.

~Susan Cain

Figure out what you are meant to contribute to the world and make sure you contribute it

~Susan Cain

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