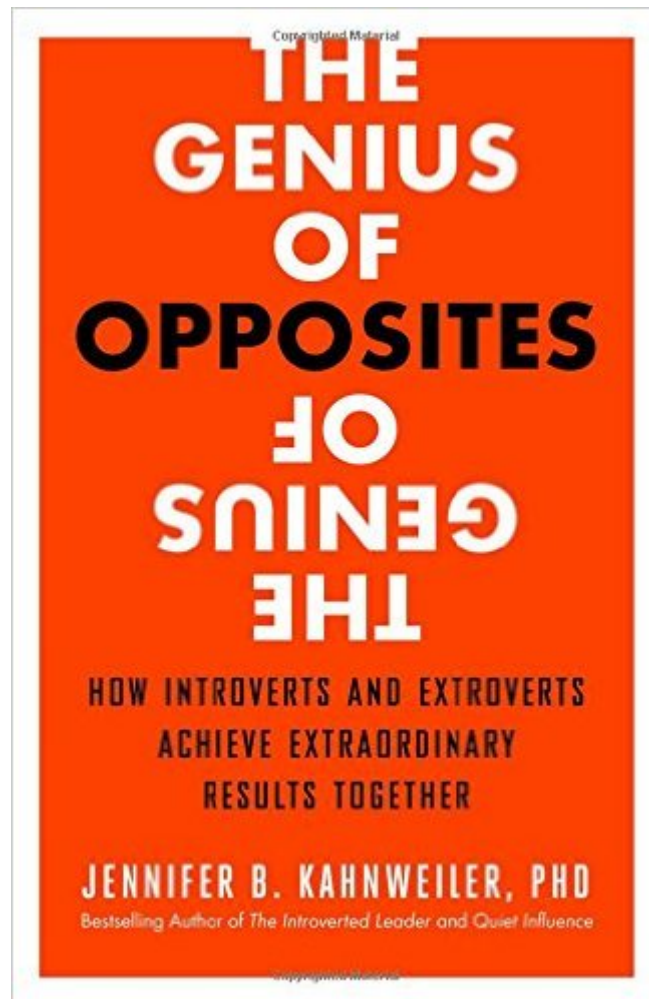


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# The Genius Of Opposites: How Introverts And Extroverts Achieve Extraordinary Results Together



## Synopsis

Better Together FDR and Eleanor. Mick and Keith. Jobs and Woz. There are countless examples of introvert-extrovert partnerships who make brilliant products, create great works of art, and even change history together. But these partnerships don't just happen. They demand wise nurturing. The key, says bestselling author Jennifer Kahnweiler, is for opposites to stop emphasizing their differences and use approaches that focus them both on moving toward results. Kahnweiler's first-of-its-kind practical five-step process helps introverts and extroverts understand and appreciate each other's wiring, use conflicts to spur creativity, enrich their own skills by learning from the other, and see and act on things neither would have separately. Kahnweiler shows how to perform the delicate balancing act required to create a whole that is exponentially greater than the sum of its parts.

## Book Information

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## Customer Reviews

There's no doubt that I am an extrovert - not to the extent that my husband is, but an extrovert through and through. I admit that it has taken years for me to understand and have patience with introverts. A few years ago I worked with another manager who was a thinker and very much an introvert. It was unnerving. I clearly remember a lunch meeting when we were tossing ideas around and she just stared at me. Thinking. And thinking. Thinking. I thought that I would lose it. I did what all extroverts do - I began chatting away to fill the silence and I'm sure that she wanted to tape my mouth shut because she still wanted to think. That day haunts me and it was at that point I

committed to trying to understand and accept introverts. Personal and business relationships are so important. Not enough of us take a step back to try and understand one another. Most of us are fast paced and steam ahead without considering how our style may turn off (or scare!) a partner or colleague. My commitment to building relationships with the "œaliens" (introverts) led me to the new book by Jennifer B. Kahnweiler, PHD *The Genius of Opposites* " How introverts and extroverts achieve extraordinary results together. In her book, Jennifer not only shares her own clashes with introvert and extrovert relationships, she outlines a 5 step process to help us in our own lives. She shares a 5 step process with an ABCDE approach which really leads the reader through an eye opening experience. She offers great chapter summaries and stories. After reading this book you will walk away agreeing that "œOpposites are most successful when they stop focusing on the differences and use approaches that move them towards results" •.

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