

**Dr. Sylvia Löhken** is often consulted as an expert in personalized communication. Leading media such as *Die Zeit*, *Der Spiegel*, *Psychologies*, *El País* and *Madame Figaro* published articles and features about her work; many print media interviewed her about intro- and extroverted life and work. In addition, Sylvia is often featured on radio or television.

She is a certified coach as well as Reiss Profile Master, LUXxprofile Master and S.C.I.L. Master. In addition, Sylvia is the author of various texts on academic communication.

Sylvia is Speaker of the Year 2012 and knows how to translate scientific findings into exciting and useful information in clear words. She has a doctorate in linguistics and worked as a science administration manager in Germany and Japan. She was certified as a coach and moderator by the University of Bielefeld.

*"Loehken has good news: You don't have to be an extrovert to be recognized."*

**Computerwoche**

*"Löhken's book does not pressurize introverts to change. Her approach is much more useful: They can truly benefit from each other when they complement each other in teams – or get married."*

**Financial Times**

*"Introverts and extroverts have their own strengths and disadvantages. They can truly benefit from each other when they complement each other in teams – or get married."*

**WirtschaftsWoche**

*"It is often said that whoever wants climb the career ladder to the very top has to puff up in front of the right people. Not quite true: introverts also have careers and take on leadership roles – when they use their perceived weaknesses for their own benefit."*

**Spiegel Online**

*"Sylvia Loehken formulates the essential questions in creating the perfect biotope for quiet people."*

**Frankfurt Allgemeine Zeitung**

*"Introverted persons don't like working in the limelight. However," says Sylvia Loehken, "the quiet persons are those who create big things."*

**Handelsblatt**



## Quiet People, Powerful Words

Communication training for  
introverts

Sylvia Löhken

### Proven strategies and tips for effective communication

Those with an introverted character often struggle with the demand for constant engagement with others. At the same time, however, many of the typical strengths of an introvert can be an asset in interpersonal communication. Empathy is one such strength. All it takes to master any discussion scenario with confidence is to know these strengths and understand how to use them.

This self-training manual from Sylvia Löhken aims to equip readers to do just that. In it, she lays out the specific strengths of introverts and how they can use these skills to best effect in various conversational situations. Sensitive written and full of easily actionable tips, this workbook helps introverts to trust their intuitive understanding of human nature and shine authentically in conversation with others.

#### USP:

- No longer feel daunted by small talk or gaps in conversation
- Deploy your strengths as an introvert to achieve your goals in conversation
- From the author of the German introvert bible *Leise Menschen – starke Wirkung*



180 pages, paperback  
ISBN 978-3-96739-100-8



### Achieving genuine human interaction

What differentiates a genuine interaction from small talk, WhatsApp messages, tweets and social media posts? How can we engage in genuine dialogue – the kind that facilitates deep, meaningful human interaction? In this cleverly observed book, Sylvia Löhken und Tom Peters provide answers to the above. They show how to manage the fears and inhibitions we often face when making ourselves open to genuine human connection. And this effort pays off: sharing interactions with others does us good as social beings, so long as we conduct them in ways that make sense to us.

Sylvia Löhken, Tom Peters  
**Bold Encounters. The Art of Genuine Conversation**  
 How to create relationships with words  
 ISBN 978-3-86936-941-9



### Who do you want to be?

This book provides suggestions on how to plan out your weeks, days and years. If it affords you an idea of how you want your life to be and how you can make a success of it; if it encourages you to look at your own strengths, inclinations and needs, and to let them mature (which, in retrospect, will form the great movie of your life), then its purpose has been fulfilled. Where is your journey going to go? The path to the answer is simultaneously both easy and difficult. On the one hand, we have more freedom to design our lives than ever before.

Sylvia Löhken  
**Quiet Person – Happy Life**  
 How to Have A Meaningful Life As An Introvert  
 ISBN 978-3-86936-800-9



### How to Be a Successful Introvert

**Quiet Impact** is already an international phenomenon. Using the latest psychological research, and Dr Loehken's own extensive experience coaching introverts in the workplace, it is packed with practical advice which is easy to implement.

Dr Loehken identifies 10 strengths specific strengths that introverts often have (such as independence, perseverance and writing), and also identifies ten specific hurdles they often have to overcome (such as hyperstimulation, intellectualism and fear of conflict).

Sylvia Löhken  
**Quiet Impact**  
 How to be a successful introvert  
 ISBN 978-3-86936-327-1



### How to build strong relationships at work

Management writers have come up with many tools for explaining how different types of personalities can work best together. But they have ignored the most important personality difference of all - the difference between introverts and extroverts. This book is the first book to fill that gap.

This book follows up from Sylvia Loehken's international bestseller Quiet Impact, published in the UK in June, and will be required reading for all managers and anyone who wants to understand their colleagues better.

Sylvia Löhken  
**The Power of Personality**  
 How Introverts and Extroverts Can Combine to Amazing Effect  
 ISBN 978-3-86936-549-7

