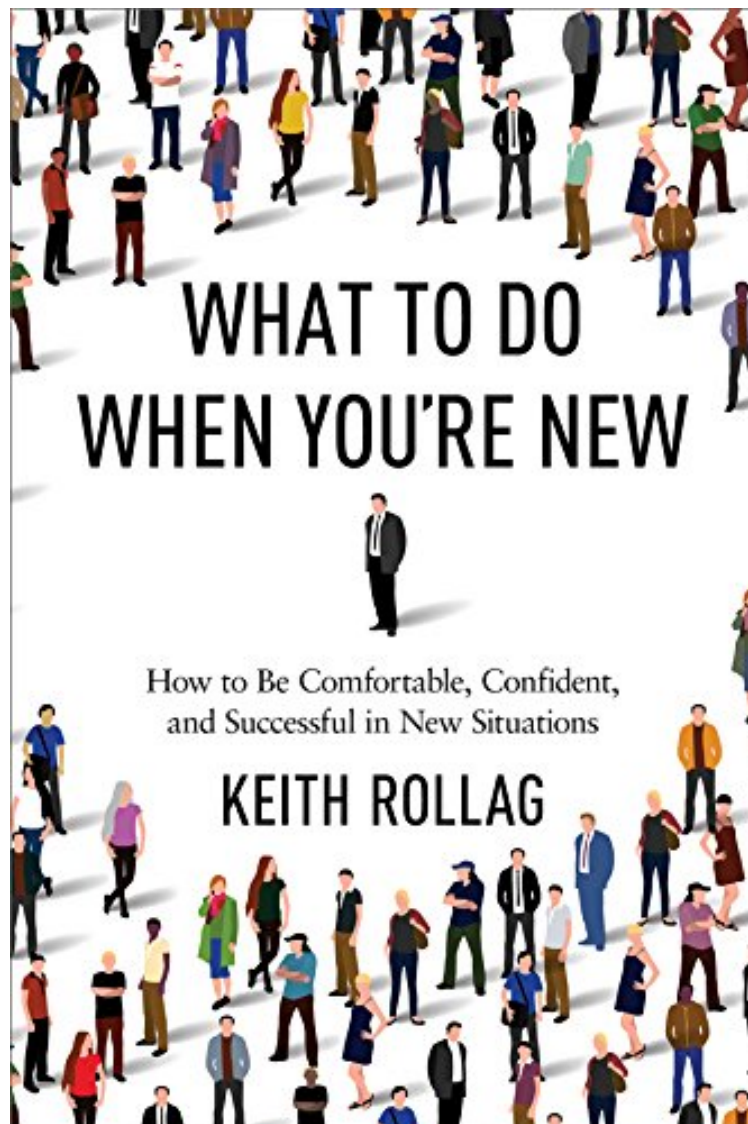


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# What to Do When You're New: How to Be Comfortable, Confident, and Successful in New Situations

Keith Rollag

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**Keith Rollag : What to Do When You're New: How to Be Comfortable, Confident, and Successful in New Situations** before purchasing it in order to gauge whether or not it would be worth my time, and all praised What to Do When You're New: How to Be Comfortable, Confident, and Successful in New Situations:

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humans like our space going back to cave man times. I've recommended this book to many colleagues. 1 of 3 people found the following review helpful. Useless and mediocre. By Customer Unfortunately, I found this book absolutely useless. Unless it's your first job and you are lacking social confidence, you already know 99.9% of what's written in this book. Half of the book was spent listing down things you can expect to learn and why to learn them, and through the depth of his arguments and simplistic views, it became obviously clear that this book did not warrant more than a skim through. The information and 'tips' in this are very shallow and wholly obvious unless you grew up in a cave, then this book is for you! with tips like 'remember people's names' and 'introduce yourself before the interactions become awkward'. I would not recommend this book to anyone. I've given it away for free at a public 'take a book, leave a book' table, and that's more than I would have liked to pay for it. you're better off buying one of the Harvard Business Review books on the subject. 8 of 8 people found the following review helpful. A Compassionate Resource for Those with Social Anxiety By Olivia "What to Do When Yours";re Newrdquo; is a compassionate manual for people facing social anxiety or social awkwardness. The author, Keith Rollag, helps people to reframe these conditions and really see how they themselves are worthy of compassion and how to make gradual, solid improvements in their social skills. The bulk of the text focuses on five critical skills (summed up by another reviewer here). However the book has a big heart and the underlying theme of it all is about a quiet movement from internal stress toward internal ease and generosity. I expect that this book will be a gentle, good friend for someone who has struggled with social interactions and found it hard to feel good about themselves, socially. One particular thing that interested me: Rollag has written in a style that, all by itself, provides a deeper level of support to stressed people. He introduces each point, even the tiniest, in a very gradual manner, as if saying: "I'm going to be discussing \_\_\_\_\_", then "the points you'll be learning about include \_\_\_\_\_ and \_\_\_\_\_", and then a bit later says "you'll have time to work with the ideas of \_\_\_\_\_ and \_\_\_\_\_". In this way, he consistently does a gradual rollout of new ideas. So in a book for people who don't like new situations, before you know it, you feel familiar with the topic, and like there's nothing threatening about it, and only then does he actually introduce it directly. The style doesn't feel repetitive but simply conveys that the information is familiar and comfortable; so it's tailor-made for people who show up to this reading already stressed. I recommend reading this simple book slowly and mindfully, taking time as you read to ponder your own experience.

Have you ever felt nervous in new situations? Reluctant to introduce yourself? Afraid to ask questions? We all have. But if you let those worries stop you, you may miss out on real opportunity. Whether you're changing jobs, joining a group, or moving to a new city, putting yourself out there enriches life and brings rewards. What to Do When Yours";re New combines the author's research with that of leading scientists to explain why we are so uneasy in new situations—and how we can learn to become more confident and successful newcomers. With practice, anyone can get better at being new. This original book opens your eyes to the necessary skills and teaches you how to: Overcome fears Make great first impressions Talk to strangers with ease Get up to speed quickly Connect with people wherever you go Blending stories and insights with simple techniques and exercises, this one-of-a-kind guide will get you out of your comfort zone and trying new things in no time.

"I wish the book would have been published twenty-five years ago... all about how to be comfortable, confident, and successful in new situations." --Eric Jacobson On Management And Leadership "Rollag presents fresh strategies for making everything new less scary, more manageable and much more rewarding." --Joyce Lain Kennedy, Chicago Tribune/Tribune Media Services "...just what you need to become comfortable and confident in situations where you're new to a group." --Online Searcher "...well-organized, comprehensive book. A must-read for newcomers in all areas." --Library Journal From the Back Cover Success starts with a simple act: doing something new. It can be starting a new job or school, or moving to a new neighborhood. It can be meeting a prospective client or attending a networking event. To achieve anything in life, you have to put yourself out there, meet new people, and try new things. But sometimes we freeze. Awkwardness, worry, and reluctance keep us stuck in our boxes. If we learn to conquer these natural anxieties, we can confidently seize life's opportunities. In What to Do When Yours";re New, Keith Rollag distills the work of leading scientists and his own original research into a groundbreaking formula for success. You'll learn not only why we feel so uneasy in new situations, but what you can do to become a more comfortable and effective newcomer. With practice, anyone can get better at being new. Strategies, tools, and exercises help you: Confidently introduce yourself to strangers; Make great first impressions; Consistently remember names; Quickly get up to speed in any situation; Boldly ask questions; Effortlessly start new relationships; Fearlessly perform new roles and tasks; Live life to its fullest, and find success wherever you go! "A must-read for anyone looking to make a great first impression and take relationship-building to the next level. Keith Rollag's insights . . . are a revelation, while his tips for remembering new names are absolutely priceless. Whether you're starting a new job, moving to a new neighborhood, or simply hoping to create deeper connections with the people around you, you'll find exactly what you're looking for in this charming new book." --Ron Friedman, Ph.D., author of The Best Place to Work: The Art and Science of Creating an

Extraordinary Workplace "Whether in school, relationship, or work, this is the essential guide to overcoming fear, taking action, and finding success in new beginnings." — Dr. Heidi Grant Halvorson, social psychologist and author of *No One Understands You And What To Do About It* "The best book ever written on how to navigate those difficult early days in a new job or organization. Rollag provides one useful tip after another. This well-crafted book is a delight to read." — Robert Sutton, Stanford Professor and co-author of *Scaling Up Excellence* Keith Rollag, Ph.D. (Stanford University), is an organizational researcher, consultant, and associate professor of management, and chair of the Management Division at Babson College. His work and ideas have been featured in *The New York Times*, *Newsday*, *Investor's Business Daily*, *MIT Sloan Management*, *Wired News*, *Harvard Management Update*, and other publications. About the Author KEITH ROLLAG, PH.D., is an organizational researcher, management consultant, and Associate Professor of Management and Chair of the Management Division at Babson College. His work and ideas have been featured in *The New York Times*, *Newsday*, *Investor's Business Daily*, *MIT Sloan Management*, *Wired News*, *Harvard Management Update*, and other publications.