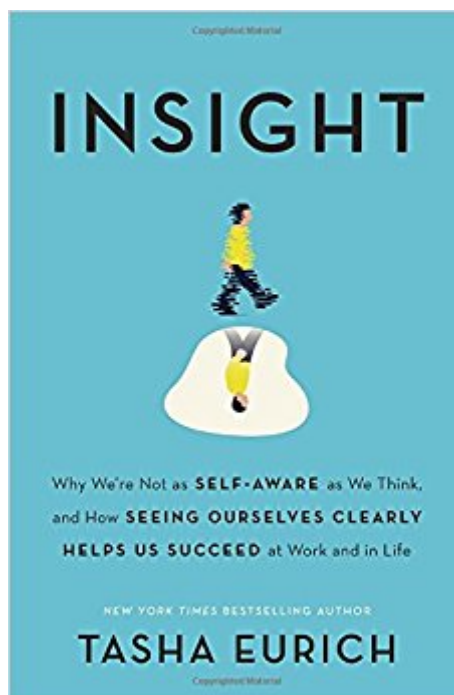




The book was found

Insight: Why We're Not As Self-Aware As We Think, And How Seeing Ourselves Clearly Helps Us Succeed At Work And In Life



Synopsis

Most people feel like they know themselves pretty well. But what if you could know yourself just a little bit better – and with this small improvement, get a big payoff – not just in your career, but in your life? Research shows that self-awareness – knowing who we are and how others see us – is the foundation for high performance, smart choices, and lasting relationships. There's just one problem: most people don't see themselves quite as clearly as they could. Fortunately, reveals organizational psychologist Tasha Eurich, self-awareness is a surprisingly developable skill. Integrating hundreds of studies with her own research and work in the Fortune 500 world, she shows us what it really takes to better understand ourselves on the inside - and how to get others to tell us the honest truth about how we come across. Through stories of people who've made dramatic gains in self-awareness, she offers surprising secrets, techniques and strategies to help readers do the same – and how to use this insight to be more fulfilled, confident, and successful in life and in work. In INSIGHT, you'll learn:

- * The 7 types of self-knowledge that self-aware people possess.
- * The 2 biggest invisible roadblocks to self-awareness.
- * Why approaches like therapy and journaling don't always lead to true insight
- * How to stop your confidence-killing habits and learn to love who you are.
- * How benefit from mindfulness without uttering a single mantra.
- * Why other people don't tell us the truth about ourselves – and how to find out what they really think.
- * How to deepen our insight into our passions, gifts, and the blind spots that could be holding us back.
- * How to hear critical feedback without losing your mojo.
- * Why the people with the most power can often be the least-self-aware, and how smart leaders avoid this trap.
- * The 3 building blocks for self-aware teams.
- * How to deal with delusional bosses, clients, and coworkers.

Book Information

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Customer Reviews

"A sprawling exploration of the psychic frailty that leads to self-delusion and self-aggrandizement, and importantly a compassionate, helpful guide for avoiding that path (or reversing it). - Fortune

"A bold, exhilarating take on self-improvement brings fresh perspective to an old question. This book might help you perform better, make better decisions and become happier. - Success Magazine"

Dr. Tasha Eurich's new book is a sometimes uncomfortable, always powerful eye-opener to what it takes to be truly successful. Insightful, penetrating, humane, and holistic in her approach..... [her] advice-that we should challenge our own beliefs about who we are, and enlist others to do the same-she knows is hard. But it's the hard things that are worth doing, that will lead to sustainable success in individuals, organizations, even nations. Insight shows us how" - 800 CEO Read

"Think of the most cluelessly unselfaware person you know: your boss, annoying neighbor, brother-in-law. How can we avoid being that person? And teach our kids to avoid being that person as well? Eurich summarizes the fascinating science about self insight, but--perhaps more importantly--she studies admirable individuals who are self-aware in a way that is applauded by their peers. You'll benefit from knowing what they know. Buy a copy for yourself and buy another to leave, anonymously, on your boss's desk. - Chip Heath, coauthor, New York Times bestsellers Switch and Decisive

"Self-knowledge is key to a happy life, but it can be hard to know ourselves. It's easy to get distracted by the way we wish we were, or what we think we ought to be, or what others think we should be, until we lose sight of what's actually true. In INSIGHT, Tasha Eurich shines a spotlight on people who have managed to gain insight into themselves, and she suggests groundbreaking strategies and tips for seeing ourselves clearly. This book is a powerful resource for anyone seeking to live a happier, more successful life." - Gretchen Rubin, NY Times bestselling author of The Happiness Project, and Better Than Before

"As an executive coach for almost four decades, I have seen firsthand how important it is for leaders to be self-aware. Tasha Eurich's 'Insight' lives up to its title, offering effective tools for leaders to gain this critical perspective." - Marshall Goldsmith, executive coach, business educator and New York Times-bestselling author, ranked the number one leadership thinker in the world by Thinkers50

"If I had to name the secret

ingredient to the success I've enjoyed in my career, I would say that it all boils down to a commitment to self-awareness. In this groundbreaking and thought-provoking book, Tasha Eurich shows how we can all seize that single greatest opportunity for continuous growth, improvement, and performance. It's the book I wish I'd had when starting out in business and the book I'd recommend to anyone who wants to cultivate the kind of self-knowledge that is the bedrock of personal and professional success. Very insightful indeed! - Alan Mulally, retired CEO of Boeing Commercial Airplanes and The Ford Motor Company"Required reading for every human being that will be expected to interact with other ones in their lifetime. - Tiffany Dufu, author of Drop the Ball

Dr. Tasha Eurich is an organizational psychologist, researcher, New York Times best-selling author. She is also the founder of the Eurich Group, where she's helped thousands of leaders and teams improve their effectiveness through greater self-awareness. Dr. Eurich contributes to The Huffington Post and Entrepreneur Magazine and has been featured in outlets like Forbes, The New York Times, CNBC, Fast Company, and Inc.. She's been named one of Denver Business Journal's "40 Under 40" as well as a "Top 100 Thought Leader" by Trust Across America and in 2015, she was named a "Leader to Watch" by the American Management Association. Dr. Eurich's first book, Bankable Leadership, debuted at #8 on the New York Times best-seller list, and has since become a popular resource for managers and executives. She holds a PhD in Industrial-Organizational Psychology from Colorado State University and BAs in Theater and Psychology from Middlebury College.

This was an interesting book about the importance of being self-aware. A fact that's noted throughout the book is that one can be externally self-aware without being internally self-aware and vice versa. Self-confidence doesn't have anything to do with self-awareness as studies quoted concluded that the most confident are generally the least competent. Interestingly, despite all the literature on self-confidence, this book mentions that the overall confidence of the population has dramatically gone up over the last decades as opposed to the mid-twentieth century. Self-absorption has gradually become the norm with the proliferation of the social media outlets and obsessions with selfies, though paradoxically, the practices are more about presenting oneself than connecting with others. The book also delves into the differences between people who are truly delusional and those who are aware but don't care. The book cautions to avoid self-awareness thorns like

ruminations (thinking and analyzing too much something that has already happened) or being too introspective (obsessed with past events as a way to explain one's present struggles). Instead, the author advises to focus on what will happen, and, when studying the reasons for one's happiness, as the "what" ("what do I not like, and what can I do to change it") rather than the "why" ("why I don't like something") question, which can sometimes be too hard to answer and ultimately get one confused and even more stuck in his problems. The book is filled with personal stories, and various studies. Many phrases are typed in bold throughout the book, making it easy to extract the main point from the sections or to skim. One repeated advice throughout the book is to ask others about how you come across, since they're more objective than self-analysis. On the other hand, it's also mentioned that most people have a hard time being truthful with others, and are thus unlikely to really tell them, making this a challenging endeavor. Overall, an interesting book.

I bought this book after listening to Tasha being interviewed in NPR radio. I was intrigued. After reading this book you are able to not only realize how important self awareness is personally but also in your professional life. Tasha includes many facts based on research, describes real stories and she also shares with the readers her own experiences about her journey of self discovery. I highly recommend it to those that have the courage to embark in their own personal growth. I have also joined her Facebook page, full of great tips and articles.

We are quick to judge - others! Usually not so good on understanding and analyzing our own actions and behaviors. Dr, Eurich has studied and thoroughly documented the importance of seeing ourselves clearly and how important it is in our personal and business relationships. The book is well written with new findings and concepts. The distinction between internal and external awareness is revealing and the book explains the distinction and how to address each. The book also explains why just thinking about ourselves is not adequate to really be aware of how we are perceived and ultimately received. The book will help those wanting to improve performance and relationships and get more out of some common tools that on their own can trick us into believing we really know how we are perceived. Tools such as 360 performance reviews and other feedback where we usually just take the good and move on. Some good Appendix material on resources and diagnostics area plus.

Knowing who we are and how we come across to others is the foundation for everything from interpersonal competence, effective leadership, high conversational capacity, robust teamwork, and

healthy relationships. But, while it's so vitally important, almost all of us fall short on the awareness front. But there's hope. When it comes to building this essential skill, Tasha Eurich's brilliant new book, "Insight", is a self-awareness tour de force. In it, she provides a wealth of ways we can increase our self-awareness, as well as ways of dealing with people who sorely lack it. I just finished the book and I'll revisit it again and again.

A wise choice to read and refer to this! This kind of insight offers you the opportunity for a fresh-start personally and professionally.

This exceeded my expectations. I kept thinking this is an amazing gift, the information and it's presentation. I feel a need to share. I will buy extra books for gifts to share this information with my friends and family. Tasha thank you for continuing to do what you do and with purpose and meaning. You are inspiring!

Insight is a great read, full of interesting, relatable examples and stories. I particularly liked the concept of rumination and have actually put that to use with a coaching client. Throughout reading, it made me do some deep thinking on my behavior. I appreciated the idea that self-awareness is life-long work.

Dr. Eurich's work in the research of self-awareness is truly eye-opening and life-changing. Throughout the book and workbook, I had many "alarm clock moments" that opened my eyes to how other people perceive me - some were in line with what I thought but most were pretty shocking to learn. If you're looking for a way to improve your personal life and career or just wanting to gain true insight into who you are, this book is certainly for you.

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