



“ The  
**Principle  
of Hope**  
High Sensitive  
Introverted  
Emotional

Simone Janson (Hrsg.)

---

Understand & overcome  
social fears, communicate  
with confidence self-love  
& efficacy, trust &  
vulnerability make strong



# **The Principle of Hope. High Sensitive Introverted Emotional**

Understand & overcome social fears, communicate with confidence self-love & efficacy, trust & vulnerability make strong

*Simone Janson (ed.)*

Published by Best of HR - Berufebilder.de®

# Table of Contents

## Imprint

Introduction: Information, Experiences of Success, Inspiration - you'll find all that in this Book

Achieve Goals Interactively: Awards, Press Reviews, Customer Feedback  
Your Benefit in concrete Terms: Content, Organization and Structure of the Book

Information as desired with Membership Discounts, eCourses, Workbooks,  
and custom, individual eBooks

Successfully use the AI Extension to the Book for your Goals and to make Money

Experience Success and Inspiration: Discover your Way and support Sustainability

Social skills and communication: 2 X 4 tips against ego trips! // By Dr. Cornelia Topf

Emotions and feelings in the interview: insulted applicants? // By Uta Rohrschneider

Becoming visible like Barack Obama: touching people, awakening emotions like Hitchcock // By Michael Moesslang

Music is in Sales: Rationality and Emotions // By Ralf Koschinski

Thinking mistakes self-denial as a success killer: more self-love and potential development please! // By Jens Korz, Simone Janson

Avoid conflicts through clear communication: emotions give space without buts // By Markus Hornung

People in business: Handling emotions properly - 4 principles // By Marcus König

Emotions in business: from the mood to the purchase decision // By Dr. Cornelia Topf

Why does teamwork in Germany have to fail? Do you hate teams? // By Svenja Hofert

The power of sympathy and empathy: Similarity creates closeness // By Reiner Neumann

Conclusion: How to expand your Knowledge and Experience with interactive AI and discounted Add-on offers for free.

## Authors Overview

Dr. Cornelia Topf

Uta Rohrschneider

Michael Moesslang

Ralf Koschinski

Markus Hornung

Marcus König

Dr. Cornelia Topf

Svenja Hofert

Reiner Neumann

Simone Janson

[Profound Expert Knowledge, Quality Assurance and AI: The Concept of Publisher of the Year Best of HR - Berufebilder.de®](#)  
[Appendix: Tips and Prompts for using the AI Extensions](#)

# Imprint

The German National Library lists this publication in the Deutsche Nationalbibliografie; Detailed bibliographic data are available on the Internet at <https://dnb.dnb.de>.

ISBN of the German eBook edition: 9783965962583

ISBN of the English eBook edition: 9783965962590

**German website of the publisher:** <https://berufebilder.de>

**English website of the publisher:** <https://best-of-hr.com>

The Principle of Hope. High Sensitive Introverted Emotional

4th completely revised and extended edition, 10.01.2024

©2024 by Best of HR - Berufebilder.de®, a brand of Janson Pressgroup Print & Online

Published by Simone Janson

Duesseldorf, Germany

Concept, editing, graphic design & layout: Simone Janson

Cover design with Canva

eMail: [publisher@best-of-hr.com](mailto:publisher@best-of-hr.com)

For your [successful, fulfilling life](#), the information you truly need: State-funded publisher, awarded the Global Business Award as [Publisher of the Year: Books, magazines, eCourses, data-driven AI services](#). Print and online publications, along with the latest technology, go hand in hand - with over 20 years of experience, partners such as the [Federal Ministry of Education](#), customers like [Samsung, DELL, Telekom](#), or universities. Behind it all is [Simone Janson](#), a German [Top10 blogger](#), referenced in [ARD, FAZ, ZEIT, WELT, Wikipedia](#).

All books are published in German and English. We take our responsibility to deliver well-researched and reliable information very seriously. Therefore, the publisher follows a dedicated concept for quality assurance and compliance, where the expertise of renowned experts goes hand in hand with the latest AI technology for information analysis and text optimization. If you have any further questions, you can read the corresponding chapter at the end of the book.

All works of the publishing house Best of HR - Berufebilder.de®, including their parts, are protected by copyright. Any use outside the narrow limits of the copyright law is not permitted without the consent of the publisher and the author. This applies in particular to the electronic or other reproduction, translation, distribution and making publicly available.

# **Introduction: Information, Experiences of Success, Inspiration - you'll find all that in this Book**

Dear readers,

glad we could convince you of the 4th, significantly extended edition, like thousands of readers before. Because this book makes your success tangible: In the following pages, you will not only encounter expert knowledge, but also a wealth of practical tools and resources that can help you achieve your goals and realize your full potential.

## **Achieve Goals Interactively: Awards, Press Reviews, Customer Feedback**

For its interactive concept, the publisher was not only awarded the Global Business Award as Publisher of the Year by Corporate Vision Magazine and supported by the Minister of State for Culture and Media of the Federal Republic of Germany, but also repeatedly recognized in renowned media such as **ZEIT**, **Süddeutsche**, **personalmagazin**, or the special magazine **Personalführung**. For example, the **FAZ**, one of the most influential Newspapers in Germany, attests to us "good actionable tips" and customers like the **Press and Information Office of the German Federal Government** are enthusiastic. You can find many more reviews as well as information on free review copies at <https://best-of-hr.com/press/>.

Renowned experts from various fields - overview in the table of contents - have compiled their expertise and experiences to provide you with valuable insights and advice, practical and condensed. As a reader, you will also receive working materials as part of your book purchase, which you can download for free at <https://best-of-hr.com/academy/>. In addition, workbooks are available to help you reflect on the inspirations from this book.

All readers who are looking for individual solutions also have the opportunity to use the AI extensions and consulting tools free of charge within the framework of AI Extended Books, for which we usually charge a monthly subscription fee. Our interactive success advisors and other AI-supported tools are at your disposal to provide you with tailored advice and recommendations that are tailored to your individual needs. Use these tools to drive your success and achieve your personal goals.

In addition to this wealth of inspiration, we want you to experience and enjoy your success: As a reader of this book, you will have access to a variety of exclusive services that will help you live well and successfully according to your wishes: from inspiring reader trips, where you have the opportunity to discover new places and exchange ideas with like-minded people, to lifestyle products that are

specifically tailored to your needs, we want to ensure that you make the most of this reading experience.

## **Your Benefit in concrete Terms: Content, Organization and Structure of the Book**

Briefly and concretely this is your benefit from this book: You support certified climate protection projects, quickly receive compact information and checklists from experts as well as access to AI extensions and the possibility to individually live your inspirations as an experience. Because introverted and highly sensitive people in particular find it difficult to come out of themselves in their day-to-day work, to be exposed and to be shown in the public light. However, this is essential for professional success, because only those who are visible are noticed by bosses and customers. And finally everyone has something to say. The key to success is self-love, but empaths in particular often confuse self-care, which is so important, i.e. taking care of their own well-being, with selfishness. In the end, if you can love and accept yourself, you can shine and survive in front of others. This book shows how to do it.

In addition, our unique [publishing concept](#) offers you many best practice tips and examples from successful managers, entrepreneurs and other exciting personalities.

## **Information as desired with Membership Discounts, eCourses, Workbooks, and custom, individual eBooks**

Under the motto *Information as desired*, we also provide you with exactly the information you have been looking for. The book also includes an e-course with a worksheet for you to work through, which you can receive for free as a reader in our Academy at <https://best-of-hr.com/academy/>. You can find out how to access it in the book's conclusion.

Our Academy offers you the opportunity to continuously expand your knowledge and skills and engage with like-minded individuals. By participating in our online courses and interacting with experts and other learners, you can achieve your professional goals and advance your personal success. We believe that inspiring experiences and continuous learning are the keys to long-term success. Therefore, we invite you to explore our Academy and benefit from the diverse learning opportunities.

In addition, the Workbook Success Planner is the perfect complement to the guidebooks. This workbook helps you successfully implement the inspirations and tips from our books, step by step and day by day, whether it's about career goals, decision management, or financial planning. You can either print the Success Planner yourself or order it as a bound book. Each workbook comes with a free eBook.

Do you want a personalized eBook topic or an e-course on a specific subject? You can also find that in our publishing house at <https://best-of-hr.com/publisher/>. We



will create your personalized eBook on a topic of your choice upon request. In the Academy of Best of HR - Berufebilder.de®, you will also find email courses with individual assignments, personal support, and certification.

As a book reader, you not only have the advantage of gaining information and new insights but also enjoy financial benefits that come with purchasing our books. As a [newsletter subscriber](#) or [registered member](#), you will receive a 50% discount on all e-courses and a 20% discount on all other books as a member edition. You can find the books at <https://best-of-hr.com/shop/books/>. The coupon code is sent weekly via the [newsletter](#). Additionally, there is the Premium Membership, a paid flat rate for one year, which includes all learning materials, downloads, and premium articles.

## **Successfully use the AI Extension to the Book for your Goals and to make Money**

For those seeking further individual guidance and services, our concept of *AI Extended Books* offers the potential to analyze information, gain valuable insights, and show paths to achieving your individual goals. By utilizing AI in your work or personal life, you can gain many benefits and work much more efficiently. Through our AI solutions, you will discover new ways to explore your horizons in innovative ways. And the best part is that this service is free for you as a book buyer. In the appendix of the book, you will find a detailed explanation and numerous application examples to facilitate your successful handling of AI.

Our interactive [AI-assisted consultant](#) is there to assist you with any questions regarding success, career, and personal development. Our [AI-eTutor](#) supports the learning experiences from our academy with individual exercises. And the interactive [travel planner](#) helps you plan individual moments of success.

One of the greatest strengths of AI is its ability to process large amounts of data and recognize patterns. By using machine learning algorithms, AI can learn from this data and make predictions. This enables you to make informed decisions, optimize your strategies, and even solve complex problems. Whether it's your personal career management, optimizing communication processes, or improving work efficiency - AI can help you achieve your goals more effectively.

With the AI tools from Best of HR - Berufebilder.de®, you can even earn money. This is done through an affiliate program, a marketing strategy where companies collaborate with affiliates to promote and sell products or services. Affiliates are individuals or companies that act as partners and receive a commission for every sale or action they generate. To participate in our affiliate program, please register [for our partner program](#).

## **Experience Success and Inspiration: Discover your Way and support Sustainability**

But that's not all! We want to offer you a very special opportunity that will make your journey to personal growth and success even more unforgettable. Because we know that it's not just about reading, but also about experiencing and applying what you've learned. That's why we want to offer you exclusive vouchers for suitable trips and other items that perfectly match your chosen guide. To achieve this, we work with numerous network partners in accordance with our compliance guidelines.

So imagine putting the inspiring wisdom of your book into action while creating unforgettable memories at the same time. Whether it's a relaxing break at a wellness resort, an adventurous trip into nature, or a workshop that further develops your skills - with our specially selected vouchers, you can put what you've learned into practice directly and enjoy unforgettable experiences at the same time.

Let yourself be inspired by our guides and discover the possibilities that await you. Because we believe that true change doesn't just happen in the mind, but also in the heart and in action. So get ready to elevate your life to a new level with individual moments of success and make your dreams come true. By the way, 5 percent of your purchase goes to non-profit organizations that are dedicated to projects such as reforestation and climate protection.

So you see: from cost savings to access to knowledge and education, to the opportunity to experience and live your own successes, to inspiration for entrepreneurial activities, and the possibility to earn money with our publishing house - reading our books can provide you with financial benefits in various ways.

## **Social skills and communication: 2 X 4 tips against ego trips!**

*// By Dr. Cornelia Topf*

Being successful does not just mean going through one's own boot, but always also working together with others. Altercenterierung is inevitable. How does this work?

### **Help, an egomaniac!**

Do you know that too? During negotiations, she confronts her interlocutor with technical terms and abbreviations that you neither further nor interest and that you can only understand as an insider.

Your negotiating partner has a clear concept of right and wrong in his head that he wants to put on you. In all of these situations there is no trace of alterocentration.

### **Take off your specialist glasses**

Relationships - business and private - flourish when they are characterized by appreciation, attention, mindfulness and empathy. And that is exactly what is alterocentration. Nobody likes a conversation partner who pays no real attention to you, simply pushes aside the interests and suggestions of your counterpart, talks to them in depth.

But what is the reason? We always consider ourselves the center of our (small) universe. Egocentrism and selfishness are high on our agenda in our society.

### **The winner takes it all?**

When it comes to our own interests, we try to implement them with many means. Even if my opponent remains on the line, pulls the short one, I talk him into the ground, no consideration can be taken.

"The winner takes it all" ... In the short term, we can definitely achieve success with this behavior. In the long term, we are losing out: Who would like to talk to someone who is only interested in themselves?

### **5 tips for true age centering**

Even if the admittedly admittedly in some talkshows has a very publicly effective method. With the following tips, age centering is quite simple:

## **1, “The biggest mistake about communication is the assumption that it took place”.**

How often do we pass each other? Special expressions, technical terms, insider knowledge are a guarantee for this. It is a great challenge for many people. Especially for those who confuse specialist and social skills.

Once again, communication is created by the recipient. Does your interlocutor share your specialization? No? Then down with the glasses, away with fixed value and action patterns, away with the special knowledge - only temporarily, of course.

## **2. Give wishes of other space**

Even if these wishes are contrary to your own. To give space does not automatically give right, does not mean to accept for a long time. But listen and try to understand. Put yourself into your partner.

- What does he want to tell me about this statement?
- How can I support him?
- How does he see the situation?

What brings you all this? Through understanding and understanding, it is easier and easier to take into account the interests and desires of the other, where it makes the least effort. You'll see it's worth it!

## **3. Make a point: often times the flap hold**

Monologues are often self-runners. It is literally warm, it is often difficult to stop the flow of speech. Pay attention to your counterpart: Body language is worth a thousand words. With a little practice you will easily recognize tiredness, boredom, lack of interest in others.

And, most of the time, this is not up to your uninvolved conversation partner, that's up to you! Include your opponent in the conversation, ask questions, be silent. Because they do not need to be the opposite. You can also conduct self-talks in the quiet chamber.

## **4. Siegen - but also can do without**

Not only is the knowledge of the situation of the other being asked here, but the willingness to understand the thoughts and emotions of the counterpart, and the ability to really understand them.

You can train it. Put yourself in the position of your partner and try to recognize his thoughts, emotions and intentions. Feel in his situation and show feelings like joy, enthusiasm, grief, compassion.