

Simone Janson (ed.)

GIVE NOT TAKE

Gain trust, say no without scruples, learn
emotional communication with self-love & self
efficacy, success power resilience &
inner mental strength for introverts



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incl. Bonus

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Introduction: Premium information & heavily discounted travel deals - you'll find all this as a bonus in this book

Dear readers,

glad we could convince you of the newest, revised and improved 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://berufebilder.de/akademie/>. In addition, workbooks are available to help you reflect on the inspirations from this book.

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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 introverts and highly sensitive people in particular find it difficult to maintain the right balance, healthy balance between giving and taking, in everyday work. They are often the hard-working bees with an open ear for the needs of their colleagues, but they are too happy to forget to enforce their own wishes and remain visible. However, this is essential for professional success, because only those who make themselves known are noticed by bosses and customers. 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. The right balance between giving and taking is so important. 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://berufebilder.de/akademie/>. You can find out how to access it in the book's conclusion.

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Communication and teamwork: 8 reasons why giving is better than taking

// By Dr. Cornelia Topf

Isn't it difficult enough to clarify and represent your own interests? Does it really make sense to take those of others into account? Isn't it much easier to just look at yourself, according to the motto: "When everyone thinks of themselves, everyone is also thought of!"

What brings me all this?

Granted, alterocentrism can be really exhausting. One always asks oneself the question: what does all this bring me?

Caught. The last question must be: What brings us all this? Some of the answers lie in the beginnings of human history:

1. Together, more successful

Even then, an individual would have been hard pressed to hunt alone. The prospect of rich prey in the group was significantly greater, which is why the ability to cooperate was formed. These days you probably will not hunt with your neighbor to get your dinner.

But what do you do if you have an urgent problem and need someone to talk? Are not you happy, too, if your coach, your partner, your coach has an open ear for you?

2. Alterocentricity promotes good health

"The good deed", namely alter-focusing, not only promotes understanding, understanding and relationship, it also promotes your own health.

Listening to others, engaging in their desires and needs often results in more than a thousand words. Give your partner a smile. Your partner will have the feeling of being taken seriously and appreciated by you. He will be happy to come to you and to seek contact with you - and also like to do business with you.

3. The soft success factors

Alter focus, sympathy and empathy are "soft" success factors. It is also a good feeling when I know that the partner is giving me his full trust. At the same time,

you benefit from it yourself, because a smile relaxes, relieves stress and releases valuable happiness hormones. Acting in an oriented manner is worthwhile!

Openness for the opinion of your interlocutor and consideration for his situation signal understanding and sympathy. Your partner feels in good hands with you and agrees with your suggestions, rather than if he passes by, does not hear and does not see, talked to the wall.

4. Negotiate successfully

But this is not only the case, but you are also quicker to reach your goal with age centering. Do not you believe? Then consider this:

Nobody cooperates or contracts with people who talk exclusively about their concepts, ideas and ideas and simply ignore your questions, interests and needs.

5. Mastering challenges better

Your supervisor asked you to hold a presentation. OK, you will think and read quickly these studies, this one essay, ah, since there was still this article in a specialist magazine. Forget it.

If you waste your thoughts less on content, think about it:

- How do I react to my listeners?
- Is that what I want to convey to my listeners?
- How can I respond to their needs?

6. Convince by alterozentriertes action

Of course, the facts must be sitting, but most you can sleep anyway. Your boss will trust you, so why should you doubt yourself? Decisive for the success in your presentation will be how well you come over.

Through age-centric action, you can convince your audience. If you give others the feeling to enter their desires and feelings, one is glad to listen. Likewise, one is more willing to believe what he is telling him. Sounds handy: Handle Alterzentriert and you will automatically be assigned a higher competence.

7. Gain sympathy

Through age-centered action you can arouse sympathy in your negotiating partners. Or do not you find it appealing when your conversation partner meets your wishes and gets your full attention to you.

If you understand to listen to your partner properly, you will reap friendly looks. In addition, you will be more confident in conversation situations and talk more