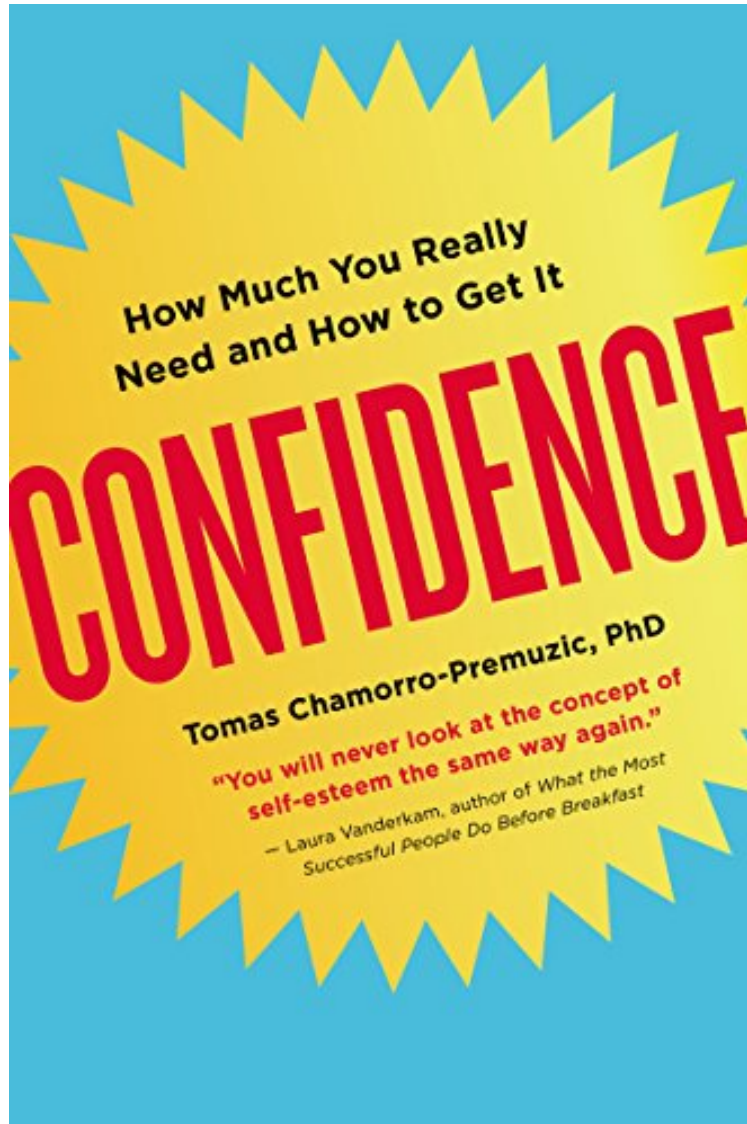


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## Confidence: How Much You Really Need and How to Get It

*Tomas Chamorro-Premuzic Ph.D.*

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**Tomas Chamorro-Premuzic Ph.D. : Confidence: How Much You Really Need and How to Get It** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Confidence: How Much You Really Need and How to Get It:

7 of 7 people found the following review helpful. Interesting but contradictory  
By Peter Baugh  
This book has an interesting premise, that one cannot simply succeed by exuding confidence, as it has to be backed up by competence. In fact, the author states, confidence comes from competence. I get that and it was a good start. However, he then goes on to say in many instances later on that by appearing confident, you will convince people you are competent. I find this to be inconsistent and indeed, it undermines his central thesis. If the latter is true, they you can be quite successful

merely by appearing confident. From my observation over my business career, I think the reality is you can be quite successful by being confident and not highly competent. I've seen it. Being persuasive in a corporate setting is often far more important than being right or even being strategic. If you are confident and you present yourself with assurance, people will be persuaded and will have confidence in you. So in business at least, I think you can succeed without high competence. All of this does not take away from the other side of the story here though. The point is, if you are lacking confidence, improve your competence at something - anything. You'll feel better about yourself, and it will show. It's true around raising kids too; they gain confidence by mastering things, and as parents it's important to encourage our kids to keep going, keep trying, get over hurdles on the way to mastery, and help them get to that prized feeling. To me, it was the simple message of the book I would have got a lot more out of it. 2 of 2 people found the following review helpful. Low confidence + motivation = competence By Jimmy This is a life-changing book. Very thought-provoking and well-researched. The more confident you are the most incompetent you become. The more humble you are, the more competent you turn out to be. By the end of the book the message is clear and convincing but at the same time, it is evident that low confidence alone is not enough to improve your competence. Chamorro writes on page 217: "so long, as you have the necessary motivation to improve...". Exactly this is the point: so long as you have the necessary motivation. In other words, low confidence is a necessary but not sufficient condition to improve your competence. Then your next topic Dr. Chamorro, is to write about motivation and basic psychological human needs. 1 of 1 people found the following review helpful. An intriguing and well-documented look at the benefits of low confidence. By Tay Kwang Ming Easily accessible and compellingly argued, this book establishes the often overlooked benefits of low confidence. To look at it in a simpler way, all outcomes in life come with their pros and cons, and it is not any different for low and high confidence. In this book though, low confidence consistently trumps high confidence and the author outlines it with interesting case studies and research / studies. Though the book's subtitle gives the impression of yet another self-help book, I cannot recommend this book enough. It IS compulsory reading for anyone who has long suspected that there is a difference between confidence and competence or that confidence is far more constrained than it appears to be. Finish this book, and you will gain some personal growth.

"I can't remember the last time I finished reading a book and wanted to applaud... Life-changing... Heidi Grant Halvorson, PhD, author of *Focus* If you picked up this book because you want to increase your confidence, you are not alone. Like most people, you probably think that being highly confident would make you more likable, more employable, and more successful. But you'd be wrong. In this paradigm-shifting book, world-renowned personality expert Dr. Tomas Chamorro-Premuzic reveals that, beyond making you feel good, high confidence has no genuine benefits, and it may even be self-destructive. Low confidence, however, helps us make realistic risk assessments, protects us from disastrous situations, and encourages us to become more competent... which is the real key to achievement. Intelligent and thought-provoking, *Confidence* shows you how to make your insecurities work for you in every facet of life. "Maybe you have always intuited that all the talk about boosting self-confidence and raising self-esteem is not the answer to success or happiness. This charming and thoroughly fact-based book will give you the evidence to back your wisdom, that being kind and competent works best." Elaine Aron, PhD, author of *The Highly Sensitive Person* and *The Undervalued Self* From the Trade Paperback edition.

"Confidence... if you want to achieve great things, you are better off being your own worst critic than your own biggest fan. Read this book and you will never look at the concept of self-esteem the same way again." Laura Vanderkam, author of *All The Money In The World* and *What the Most Successful People Do Before Breakfast* "Compelling and zippy... Financial Times" "I can't remember the last time I finished reading a book and wanted to applaud... Confidence... is a life-changing book... it will convince you, through brilliant arguments and an abundance of compelling evidence, that much of the advice you've been given on how to be successful is worse than useless. In fact, it's been holding you back. Before you read anything else, read Confidence." Heidi Grant Halvorson, PhD author of *Focus* and *Succeed* "Outstanding... Inc.com" "A provocative work, an excursion into the role of confidence at work, in relationships, and the impact on leading a healthy life. Dr. Chamorro-Premuzic repeatedly challenges our beliefs, which makes for a stimulating read." Then Globe and Mail "Maybe you have always intuited, as most sensitive people do, that all the talk about boosting self-confidence and raising self-esteem is not the answer to success or happiness. This charming and thoroughly fact-based book will give you the evidence to back your wisdom, that being kind and competent works best." Elaine Aron, PhD, author of *The Highly Sensitive Person* and *The Undervalued Self* "Interesting and transformative thinking that will not only have you accepting your inner critic and low self-confidence, but embracing it.... Chamorro-Premuzic writes in a kind, gentle, yet authoritative tone that will inspire the insecure reader and retire the over-confident ones.... a new and enlightened perspective... This

book is required reading for any professional. . . . Small Business Trends . . . . An expose of the dark side of confidence. I absolutely loved it, because it shatters so much incorrect but conventional wisdom with key scientific research. . . . Matthew E. May, Rise Networks . . . . Chamorro-Premuzic has rethought confidence . . . . shattering myths about what generates confidence but also reassessing low confidence as a positive attribute. A fresh, more balanced, approach, presented in a well-researched, accessible, and, indeed, enjoyable format. I like this book: a lot. . . . Robert Kelsey, author of . . . . What's Stopping You? . . . . Pleasingly counterintuitive. . . . Ellen . . . . Buy and read this book. Give it to a young person. . . . I dare say . . . . confident it could turn a life of miserable self-doubt into a life of empowerment. . . . Doug Michaelides, Vice President and Practice Leader, Sales and Marketing, for Stratford Managers Corporation . . . . Persuasively argues that . . . . we've taken our culture of self-assurance and self-promotion too far. . . . Harvard Business About the Author Tomas Chamorro-Premuzic, Ph.D., is professor of business psychology at University College London and . . . . the vice president for research and innovation at Hogan Assessments and an international authority in personality assessment, consumer analytics, and talent management. He divides his time between London and New York City.