

What to Do When You're New

How to Be Comfortable, Confident, and Successful in New Situations

by Keith Rollag, Ph.D.

If you are one of those confident people who can walk into a roomful of strangers and strike up a conversation without hesitation, awkwardness or a hint of self-consciousness, consider yourself lucky. Too many of us experience discomfort or anxiety and find ourselves in a corner fiddling with our phones. Or if we find a familiar face, we stick with that person, forfeiting the opportunity to make a new friend, contact or business opportunity. Researcher and Babson College associate professor of management Keith Rollag has studied newcomer success for 20 years, interviewing people from all walks of life to understand what they do to fit comfortably into new social settings, groups and workplaces. What he concluded isn't revelatory; you'll recognize five basic steps: Introduce yourself, learn and remember names, ask questions, seek out and start new relationships, and perform new things in front of others.

Rollag excels at explaining the self-imposed obstacles that prevent us from taking those steps. He has found that what we fear is failing to make a good impression, saying something stupid or asking a question that will make us look bad. As he points out, many of us waste time searching for information on Google instead of picking up a phone, asking the person next to us or raising our hand at a conference. "Reluctance to ask questions affects even the best and the brightest," he writes. Rollag explains the genesis of these social fears and offers a variety of self-directed approaches to help readers overcome their awkwardness and expand their comfort zones. (September; AMACOM; \$18)



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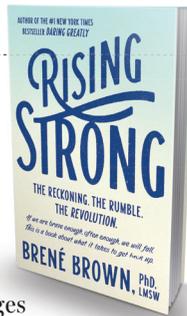
Rising Strong

The Reckoning. The Rumble. The Revolution.

by Brené Brown, Ph.D., LMSW

In her latest book, the best-selling author of *The Gifts of Imperfection* and *Daring Greatly* challenges readers to face failure, get up and try again. *Rising Strong* is a lifelong endeavor with three phases: trying to understand what triggers our emotional responses (The Reckoning), fact-checking and being brutally honest about the stories we tell ourselves and others (The Rumble), and using what we've learned to transform our thoughts and beliefs (The Revolution).

Brown, a research professor at the University of Houston Graduate College of Social Work, backs up her theories with data and research. She also exposes her personal vulnerabilities and fears and reassures readers that, like them, she's a work in progress. The goal of the process is "to rise from our falls, overcome our mistakes and face hurt in a way that brings more wisdom and wholeheartedness." *Rising Strong* isn't as satisfying or stirring as Brown's previous books, but it's hard to resist her sincerity, candor and gentle approach. (August; Spiegel & Grau; \$27)

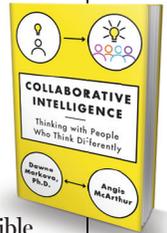


In Brief

Collaborative Intelligence

Thinking with People Who Think Differently
by Dawna Markova, Ph.D., and Angie McArthur

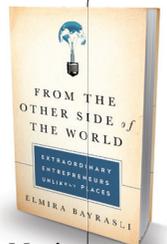
The authors say collaborative intelligence is the art of thinking collaboratively and innovatively with others to achieve a common goal. Markova and McArthur make the tricky process as accessible as possible, providing strategies to identify disparate ways of thinking along with exercises, graphics, charts and supporting neuroscience. The information, absorbed in small servings, is manageable and will open your eyes to how others think and how to engage with them. You'll also understand what keeps you from interacting and negotiating well at work and at home. (August; Spiegel & Grau; \$28)



From the Other Side of the World

Extraordinary Entrepreneurs, Unlikely Places
by Elmira Bayrasli

Meet seven entrepreneurs who have persisted and prevailed despite difficult circumstances (including outright harassment) in order to achieve success in some of the most corrupt corners of the world. In Mumbai, India, an anti-corruption activist launches a for-profit ambulance corps; in Pakistan, computer engineer Monis Rahma uses his Internet business to change the perception of his country; in Monterrey, Mexico, an energy-efficiency entrepreneur stands firm against his country's corruption. By conveying the ingenuity, courage and smarts of these entrepreneurs, Elmira Bayrasli shows us people can thrive and create opportunities for others even in the most hostile and difficult situations. (September; PublicAffairs; \$27.99)



Grit to Great

How Perseverance, Passion, and Pluck Take You from Ordinary to Extraordinary
by Linda Kaplan Thaler and Robin Koval

Grit is about sweat, not swagger or character; it's not charisma. Grit is the result of a hard-fought struggle, a willingness to take a risk and a strong sense of determination. Grit is about perseverance and persistence, backbone and moral fiber. According to the authors, grit can be learned. They say it has four ingredients: courage, resilience, initiative (being a self-starter) and tenacity (staying power). In this slim, satisfying book, the authors explain why grit matters, weave in anecdotes about people who have true grit and provide a series of "grit builders" for the reader. (September; Crown Publishers; \$21)

