

Against Conventional Wisdom: Lessons from *Quiet* and *Mastering the Art of Quitting*

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Introvert or extrovert? More likely to...

Exercise? _____
Commit adultery? _____
Function well without sleep? _____
Learn from our mistakes? _____
Place big bets? _____
Delay gratification? _____
Ask "what if?" _____
Be a good leader? _____

What are your restorative niches?

If you don't have any, how might you cultivate them?

Please brainstorm individually for 5 minutes

(Psychology researcher Marvin Dunnette studied brainstorming and found that group brainstorming does not work as well as solitary brainstorming. The subjects produced more ideas and ideas of equal or higher quality when working individually—see Cain p. 88).

Are you an introvert or an extrovert?

Circle each statement that applies to you.

1. I prefer one-on-one conversations to group activities.
2. I often prefer to express myself in writing.
3. I enjoy solitude.
4. I seem to care less than my peers about wealth, fame, and status.
5. I dislike small talk, but I enjoy talking in depth about topics that matter to me.
6. People tell me that I'm a good listener.
7. I'm not a big risk taker.
8. I enjoy work that allows me to "dive in" with few interruptions.
9. I like to celebrate birthdays on a small scale, with only one or two close friends or family members.
10. People describe me as "soft-spoken" or "mellow."
11. I prefer not to show or discuss my work with others until it's finished.
12. I dislike conflict.
13. I do my best work on my own.
14. I tend to think before I speak.
15. I feel drained after being out and about, even if I've enjoyed myself.
16. I often let calls go through to voice mail.
17. If I had to choose, I'd prefer a weekend with absolutely nothing to do to one with too many things scheduled.
18. I don't enjoy multi-tasking.
19. I can concentrate easily.
20. In classroom situations, I prefer lectures to seminars.

The more statements that applied to you, the more introverted you probably are.

Persistence Profile

Circle each statement that applies to you.

1. I believe that things usually work out for the best
2. I think quitting is a last resort.
3. I'm energized by challenges other people find daunting.
4. I worry a lot when things go off track.
5. When I can't get what I want, I want it even more.
6. I'd rather stay in a situation or relationship too long than leave it too soon.
7. I never walk out of something I've paid for, even if it's boring or dull.
8. I'm an optimist by nature.
9. I believe in staying the course.
10. I tend to second-guess myself.
11. I spend a lot of time talking about my failed relationships.
12. What people think of me is very important.
13. If I lose something, I can't stop thinking about it or looking for it.
14. I won't settle, but I will shop until I find exactly what I want.
15. Succeeding is very important to me.
16. I have trouble compromising.
17. I make to-do lists and complete them all the time.
18. I'm not good at distracting myself when I'm stressed.
19. I consider myself more focused than other people.
20. I think giving up is a sign of weakness.

^^The more statements that applied to you, the more likely you are to err on the side of persistence, even when it's unwarranted, and the harder it may be for you to consider quitting.

The number of even-numbered items that applied to you reflects how much you have already cultivated your aptitude for quitting. >>

Your Quitting Aptitude

Circle each statement that applies to you.

1. I consider myself a realist, and I think my optimism gives me a leg up.
2. I consider myself a realist, and thinking about the downside doesn't overwhelm me.
3. The minute I finish one thing, I start worrying about everything else I have to do.
4. If I've done all I can about a situation, I put it out of my mind.
5. At work, I focus on making as few mistakes as possible.
6. I focus on doing the best I can in any situation.
7. When I'm bummed out, it's hard for me to focus on the positive.
8. I deal with stress by thinking of happier times.
9. When I argue with someone, I'm quick to flash and lose my temper.
10. Even when fighting with someone, I try not to become hostile or demeaning.
11. I deal with stressful situations by pulling away consciously so I don't react.
12. I deal with stressful situations by trying to stay open to the other person's point of view.
13. Don't look to me to "kiss and make up."
14. I try to come up with constructive solutions to a fight or disagreement.
15. I worry a lot about failing and what people will think if I do.
16. Sooner or later, everyone's bound to fail at something.
17. It's really hard for me to move on from a disappointment.
18. I've been concentrating on letting go of old hurts and disappointments.
19. I hate it when I feel nervous, anxious, or afraid. I do whatever I can to stop what I'm feeling.
20. I listen to my inner voice when I'm upset or afraid.
21. I get hugely pissed off when I've lost an opportunity or an edge. I'm really competitive.
22. When things go wrong, I do my best to remind myself of what I'm good at and that there will be other opportunities.
23. I don't believe in intuition, just clear thinking.
24. I think it's important to listen to my gut and pay attention to my feelings.
25. I get flooded with emotions under stress.
26. I'm able to calm myself down.
27. I think showing emotion is a sign of weakness.
28. I focus on what I'm feeling before I act.