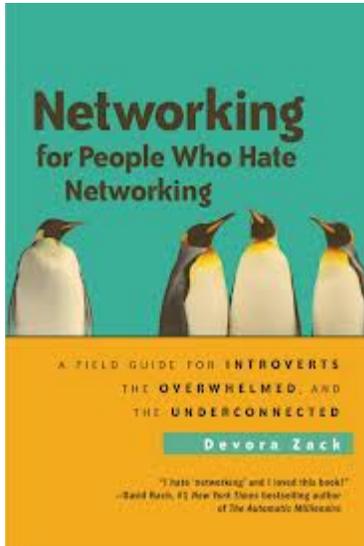


April 2013



***Networking for People Who Hate Networking: A Field Guide for Introverts, the Overwhelmed, and the Underconnected* by Devora Zack**

Quiz:

1. *Why do extroverts have voicemail?*
2. *Why do introverts have voicemail?*

Author Devora Zack writes in this excellent field guide, “anyone with half a brain realizes there are more than two types of people [extroverts and introverts].” Most people possess bits and pieces of both traits but identifies more strongly with one or the other.

Some literature would have you to believe that introverts are shy and not outgoing and would rather undergo a root canal than to network. But Zack uses *Networking* to dispel many of these and other stereotypes about people who dislike networking. Zack believes that “with the right attitude, a focus on your strengths, and a few tablespoons of willpower, you can become an expert networker---applying the personality you already have.”

From the Cover:

Does the phrase “working a room” make you want to retreat to yours? Is small talk a big problem? Devora Zack used to be just like you---in fact, she still is. Yet she’s also a successful consultant who addresses thousands of people each year, and she didn’t change her personality to do it. Quite the contrary.

Zack politely examines and then smashes to tiny fragments the “dusty old rules” of standard networking advice. You don’t have to become a backslapping extrovert or even learn how to fake it. Incredible as it seems, the very traits that make you hate networking can be harnessed to forge an approach even more effective than traditional techniques. It’s a different kind of networking---and it works.

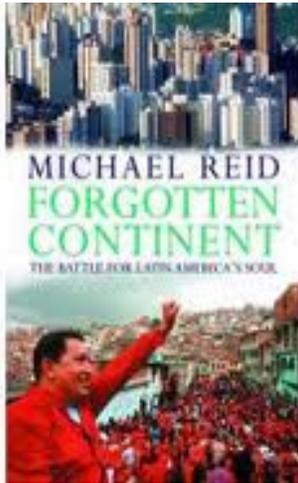
Networking enables you to accomplish the goals that are most important to you. But you can’t adopt a style that isn’t true to who you are. “I have never met a person who did not benefit tremendously from learning how to network---on his or her own terms.” Zack writes. “You do not succeed by denying your natural temperament; you succeed by working with your strengths.”

Entertaining and very readable I would recommend this field guide to introverts, extroverts, centroverts and everyone else.

Answer:

1. To never miss a call.
2. To never answer the phone.

Want to know more? Stop by the Mobile District Technical Library, Room 1013, to check out "*Networking for People Who Hate Networking*" (HD69 .S8Z334 2010).



***Forgotten Continent: The Battle for Latin America's Soul* by Michael Reid**

Home to half a billion people, the world's largest reserves of arable land, and 8.5 percent of global oil, in 2007 Latin America was in the midst of a vast transformation.

In "*Forgotten Continent*" Michael Reid offers a balanced, and sometimes refreshing, interpretation of modern Latin America. He avoids two common, competing views of the region, disagreeing with the leftist argument that Latin America has been a victim of "neoliberalism" and globalization, as well as the opposing theory that Latin countries are doomed to

dictatorship and poverty due to deeply rooted cultural impediments. Instead, Reid argues that Latin America has made tremendous strides--economically, politically, and socially--during the past quarter century.

Despite his largely positive assessment, Reid is under no illusion regarding the continued challenges facing the region. The author purports that its largest challenge comes from populism and the continuing temptation of economic policies that have proved disastrous in the past.

Forgotten Continent has been touted as a 'must-read for understanding the wonderful complexity of the many Latin-Americas....'

To read more about the "*Forgotten Continent*" (F1414.3 .R35 2007) stop by the Mobile District Technical Library, Room 1013.