

My top 5 this week

- We are all connected to each other.
Everything happens in the space between
- ***Common trap:***
Introverts are shy.
Introverts are holding back.
- Well asked is half sold.
- Stop Applying Everywhere.
Start Applying Smart.
- Your forgotten curiosity is worth millions
Most people never unlock this one key



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We are all connected to each other.
Everything happens in the space between



Richard Galbraith • 1st

Risk Actuary | Systemic Coach | People Focused | Strategy

12m •

**“A system is not the sum of the parts but
a product of their interactions.”**

Russ Ackoff



- Angles for
looking at
team
performance**
- Organisational mindset
 - Individual mindset
 - Communication
 - Listening



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Common trap:

Introverts are shy. Introverts are holding back.



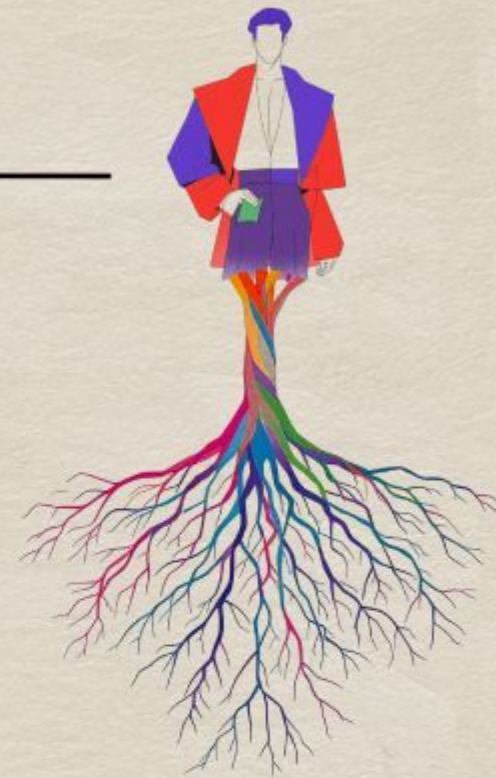
Costas K. Gian • 1st

HR Operations | Human Resources Business Partner in HR Tech

17h •

10 POWERFUL BENEFITS OF BEING AN INTROVERT.

1. You think deeply, not superficially.
2. You stay laser-focused.
3. You think outside of the box, uniquely.
4. You solve problems with empathy.
5. You see what others miss.
6. You stay calm under pressure, when it counts.
7. Methodical problem-solving is your best ally.
8. You listen strategically, you filter in silence.
9. You appreciate solitude. Your creativity thrives.
10. Self-awareness is what defines you.



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Well asked is half sold.



Claudio Meidler • 1st

Sr. Sales Leader@Google | AdTech Sales lead Digital Marketing & E-Com...

[Book an appointment](#)

10 VALUABLE QUESTIONING TECHNIQUES TO ROCK SALES

1. Goal-Oriented questions

6. Hypothetical Questions

2. Requirement Questions

7. Counter-Questions

3. Fact Questions

8. Solution Questions

4. Emotion-Related Questions

9. Meta-Questions

5. Clarification Questions

10. Follow-Up Questions

Follow for more about sales & personal growth.

Claudio Meidler



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Stop Applying Everywhere. Start Applying Smart.



Alok Khare • 1st

I help tech & non-tech professionals get Visa-sponsored jobs in Europe
4d •

94% of job seekers apply randomly and fail.

STOP APPLYING EVERYWHERE!
94% OF JOB SEEKERS
THEY'RE UNFOCUSED!

This New Year, it's time to target roles that align with your goals, skills, and values.



Alok Khare
European Career Strategist

READ NOW



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Your forgotten **curiosity** is worth millions
→ Most people never **unlock** this one key

What if...

Your **curiosity** could **spark** again?

My foundations

- High-efficiency **personal knowledge management**
- Understanding of **habit** formation and **micro-steps**
- Knowledge **compounding** principles
- Rediscovered **joy in learning**



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