

Book Review: “Think Again: The Power of Knowing What You Don't Know”

(Authors: Adam Grant)

This book presents that the power of rethinking can help us succeed in every walk of our life, be it business or personal. Emotional and intellectual intelligence is developed by keeping a mindset that has the ability to question its own thoughts and take disagreement in a positive manner.

The book is captivating to those who are analytical in nature and love to rethink everything including their own thoughts and rethink all that they have previously thought. This book presents ideas for entrepreneurs, leaders, managers, and others in a way that is easy to understand. It is also beneficial for individuals of all ages, generally, just anyone who is an open mind. Section I includes three chapters and it highlights that the world is rapidly changing; one has to spend as much time rethinking as we do thinking. Rethinking is a skill set as well as a mindset. It emphasized that people already have tools that are required for rethinking but they just need to get them out. The author stated that when people heard good news they experience the right kind of confidence and learn to see themselves more clearly and update their views. But when people heard bad news and it gives them false confidence and prevents them from rethinking. The author stated that the human mind doesn't come with those tools that can handle bad news. People need to learn to recognize their cognitive blind spots and revise their thinking accordingly. People generally fail to admit their mistakes and fault but acceptance is necessary.

Section II of the book includes 3 chapters that how to convince other people to rethink their opinions. The author stated that a good debate doesn't mean to attack the opponent with logic and rationality, It is a step-by-step negotiation with an opponent who has a different set of mind. When a person tries to convince others, it doesn't mean to convince them 100%. They just need to trigger them to rethink their opinion on the subject and that's all. Listening is more important than talking less. A person must listen carefully, and ask or respond appropriately. The author also highlighted that one should try to understand how to motivate others with their own words and how to encourage them to rethink their opinion.

Section III of the book talked that people backfire on an opponent when they detect that their attempt is to influence them. It's important to have a genuine desire to help someone reach their goals when conducting motivational interviews. Another way of encouraging thinking through ideas is sharing passions. The author stated that good teachers introduce new thoughts, but great teachers introduce new ways of thinking. One must be willing to listen, to consider other people's views, to question their beliefs and ideas, to rethink if one must grow and learn. The key takeaways of the book are never outright rejecting the possibility of one being wrong and others being right. Be actively open-minded and do not assert why one is right, but assess how one may be wrong. Another takeaway is one is defined by his or her values, not the beliefs. The values and principles are long-term and mostly unchanging. Another lesson to be learned from the book is to try to look at things from different viewpoints to gain a broader meaning of things. One should accept the shortcomings with humility and foster better relationships all around.

Reviewed By

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