

Quotes from *The Power Paradox*, By Dacher Keltner

Looking for ways to motivate your players? Searching for pre-game inspiration? Positive Coaching Alliance has collected hundreds of quotes from athletes, coaches, business leaders, authors and philosophers to deliver daily inspiration. PCA Founder Jim Thompson always says, "Say something positive, and you'll see something positive." The more people we can get to read, heed and share these quotes, the more joy and inspiration we'll all bring to the 40 million youth playing sports in the U.S.

*Read these top quotes on influence and power from Dacher Keltner, PCA National Advisory Board Member, Director of the Greater Good Science Center and author of *The Power Paradox: How we gain and lose influence**

- ◆ "We will be more poised to outsmart the power paradox if we broaden our thinking and define power as the capacity to make a difference in the world, in particular by stirring others in our social networks." (page 3)
- ◆ "Power is about making a difference in the world by influencing others." (page 4)
- ◆ "Our power is granted to us by others. This is true at work, in social organizations of different kinds, and in our friendships, romantic partnerships and families." (page 5)
- ◆ "This is the heart of the power paradox: the seductions of power induce us to lose the very skills that enabled us to gain power in the first place." (page 9)
- ◆ "Powerlessness, I believe, is the greatest threat outside of climate change facing our society today." (page 10)
- ◆ "The difference we make in the world depending on the quotidian: on raising the right question, offering encouragement, connecting people who don't know one another, suggesting a new idea... doing simple things that are good for others." (page 35)
- ◆ "If our power is found in our social networks, then it follows that it is based on how well we empower others." (page 38)
- ◆ "... groups demonstrate an instinctive tendency to give power to individuals who bring the greatest benefit and least harm to individuals, to those who advance the greater good." (page 43)
- ◆ "... an action is good to the degree it advances the greater good, or what we might today call the collective well-being of a social network or, more broadly, the trust or strength of a society." (page 44)
- ◆ "The Big Five: Social Tendency-Actions with High Greater Good Scores: Enthusiasm, Kindness, Focus, Calmness and Openness." (page 48)
- ◆ "...So groups choose to give power to people who are enthusiastic, kind, focused, calm and open." (page 68)

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Quotes from *The Power Paradox, continued*

- ◆ "... if you have a reputation for advancing the greater good, others will direct more resources to you. They will seek you out to form friendships and alliances." (page 56)
- ◆ "In fact, gossip is an ancient and universal means by which group members give power to select individuals and keep the powerful in check." (page 63)
- ◆ "... making a difference in the world has been seen as one of the most crucial and meaningful aspects of human life... Today we might call it purpose, mission, or calling, but perhaps the best name would be power." (page 69)
- ◆ "The key to enduring power is simple: Stay focused on other people. Prioritize others' interests as much as your own. Bring the good in others to completion, and do not bring the bad in other to completion. Take delight in the delights of others, as they make a difference in the world." (page 71)
- ◆ "...when we are feeling powerful, we are moved more by our own experiences than by those of other people. The first in attention brought about by power - from other to ourselves - costs us in terms of being moved by others' inspiring acts." (page 115)
- ◆ "Being aware of the many prices of powerlessness is the most powerful antidote to the power paradox." (page 158)