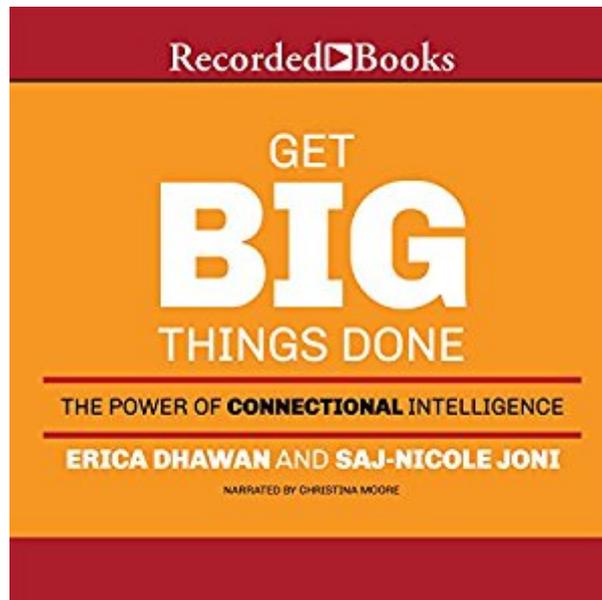


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# Get Big Things Done: The Power Of Connectional Intelligence



## Synopsis

Connectional intelligence unlocks the 21st-century secret to getting "big things done" regardless of who you are, where you live, or what you do. We typically associate success and leadership with smarts, passion, and luck. But in today's hypercompetitive world, even those gifts aren't enough. Get Big Things Done argues that the game changer is a thoroughly modern skill called connectional intelligence. Virtually anyone can maximize his or her potential and achieve breakthrough performance by developing this crucial ability. So, what is it? Put simply, Connectional Intelligence is the ability to combine knowledge, ambition, and human capital, forging connections on a global scale that create unprecedented value and meaning. As radical a concept as emotional intelligence was in the '90s, connectional intelligence is changing everything from business and sports to academics, health, and politics by quickly, efficiently, and creatively helping people enlist supporters, drive innovation, develop strategies, and implement solutions to big problems. Can a small-town pumpkin grower affect the global food crisis? A Fortune 500 executive change her company's outdated culture through video storytelling? A hip-hop artist launch an international happiness movement? Or a scientist use virtual reality games to lower pain for burn victims? The answer, you'll hear, is a resounding yes. Each of these individuals is using connectional intelligence to become a power player to get big things done. Erica Dhawan and Saj-nicole Joni's Get Big Things Done unlocks the secrets of how the world's movers and shakers use connectional intelligence to achieve their personal and professional goals - no matter how ambitious.

## Book Information

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## Customer Reviews

Never before have so many people had access, through mobile, social and digital technology, to so much data, knowledge and collective brainpower; this connectedness gives us power to solve big problems, turn dreams into realities, create amazing products, upgrade survival to prosperity, change social policy, discover life-saving medical cures and much, much more, according to Erica Dhawan and Saj-Nicole Joni in this book. Connectional intelligence, according to the authors, is the ability to combine the world's diversity of people, networks, disciplines and resources, forging connections that create value, meaning and breakthrough results. The book goes on to illustrate this idea with numerous stories of people who have used their connectional intelligence to enlist the help of large numbers of people in order to achieve extraordinary outcomes. Examples range from Florence Nightingale, whose data-gathering skills, organizational skills, persuasion skills and campaigning skills led to a 90% reduction in the mortality rate for wounded soldiers, to the creators of Foldit, an online game which enables members of the public to compete and collaborate in solving problems relating to the shape of proteins. Part 3 of the book contains a number of tools and resources to help the reader down the path of getting big things done. The tools include a connectional intelligence quiz, a workplan, a manager guide and a discussion guide. In my opinion the book is more an inspiration for achieving more through connecting to others than a scientific analysis of a new form of intelligence. The idea of getting big things done is probably a bit too abstract for readers who do not already have particular undertakings in mind. Nonetheless, those who have ideas for changing the world may find that this book gives encouragement along the way.

I ordered Erica's book after I listened to a very intriguing and inspiring webinar on connectional intelligence. I didn't realize there was a name for what I have recently been experiencing in business - the power behind making connections between two or more seemingly random people, events, and ideas. From the very first page of *Get Big Things Done*, this book has helped me think about my work and my business in entirely bigger ways. I'm halfway through and have already decided to re-read the book when I'm done. Great work, Erica.

I work in marketing for a socially-minded technology company so I'm really interested in the ideas about connectional intelligence that Dhawan and Joni have described in this book. In my position, I'm constantly looking for new ways to reach large numbers of people in a short amount of time and with minimal work and I feel like the authors really nailed it with her ideas. I loved each of the little anecdotes and short stories they gave. Most of those stories I had never heard of until

reading the book, but I found myself being really curious and interested in learning more about the people featured in the book and what their backstories were. Needless to say, this book certainly made for entertaining reading and I have a few favorite stories I have in mind, some of which sound almost fairy-tale like, but offer a large dose of science and practicality, which I love. For example, there was the story of Ron Wallace and the giant 2,000 pound pumpkin, which reminded me of James & the Giant Peach or the Cinderella story for some reason. Ok, obviously, there aren't any fairy godmothers or giant spiders in Ron Wallace's story, but admittedly, there is a touch of magic to this idea of being able to create something so unfathomably BIG in a way that's never been done before.

Get Big Things Done is a compendium of stories and tools in the vein of Wikinomics or Growing Up Digital, a business book that sweeps back and forth between 30,000 feet and ground level so that we can better see the trends at play in our world. The term Dhawan and Saj-Nicole coin of Connectional Intelligence, CxQ, is not new per se, but clearly newly enabled. As they rightfully point out, humans have been connecting ideas and communities since long before today's digital tools. But it is the democratization of connection that is allowing billions to access the world's knowledge and networks in ways never before possible. The authors highlight the power of the internet in bringing forth these sorts of force multipliers, but also draw from traditional relationship-based exchanges. They showcase the crowdsourcing power of InnoCentive, Foldit, and twitter in the Arab Spring. Yet they also encourage the power of face-to-face connections and storytelling. They highlight the power now being handed to the next generation, yet also stand firmly for the value they see in cross-generational projects such as their own. And importantly, they don't whitewash the challenges that accompany increasing connectivity, bringing to the foreground a number of stories of unintended consequences and false prophets of the hyper-connected age. While Saj-Nicole and Dhawan are masters of the vignette, I was delighted that they rose above being just another collection of feel-good stories. The book culminates with a thoughtful coaching guide of distilled frameworks and provocations for applying CxQ. It provides much-needed synthesis for what could have been a random walk, helping me to reorganize my scrawl of scattered notes into concrete plans for getting bigger things done.

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