

(Download) Leadership and Self-Deception: Getting Out of the Box

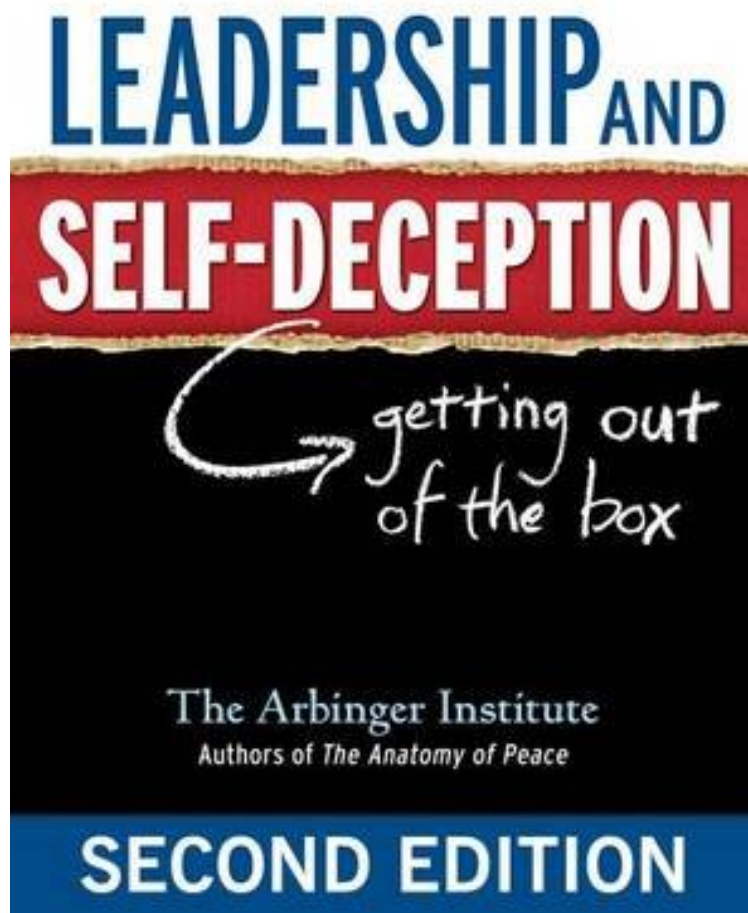
Leadership and Self-Deception: Getting Out of the Box

The Arbinger Institute

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the book that is changing lives
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#1737 in Books Berrett-Koehler Publishers 2015-04-30 2010-01-05 Original language: English PDF # 1 8.40 x .70 x 5.40l, .65 #File Name: 1576759776240 pages Berrett-Koehler Publishers | File size: 44.Mb

The Arbinger Institute : Leadership and Self-Deception: Getting Out of the Box before purchasing it in order to gauge whether or not it would be worth my time, and all praised Leadership and Self-Deception: Getting Out of the Box:

0 of 0 people found the following review helpful. Presents Simple Concepts in an Overly Complicated Way
By My Two Cents
This book presents simple concepts in an overly complicated and convoluted way that may leave the reader wondering, Exactly what are they saying here? When all the sand is swept away, the pearl of wisdom that remains is this idea: if you behave like an insensitive jerk, you will view others as objects, not people, and blame them for the problems possibly caused by your behavior, and will not realize how your actions are contributing to the problem. The solution is to be a thoughtful, considerate person who values the thoughts, feelings and opinions of others and does not run roughshod over them. If you are not sure if you are a jerk, look at your relationships with others. If you have widespread conflict in different areas of your lives: work, family, and friends, then you are probably acting like a jerk. If you have scattered conflicts from time to time with a few individuals, then chances are those people are the problem. The book does have an interesting anecdote about a man who is woken by his crying baby, and then lies there hoping his wife will address the baby's needs, and when she doesn't, he starts blaming her for being lazy and inconsiderate. The audience for the book appears to be hard charging executives who run roughshod over their subordinates and families. While most of the book points out the problems of how being in the box, as the term is used in the book, it does not really offer any details on how to change behavior. Instead it points people toward the sequel entitled *The Anatomy of Peace*. The ideas in this book are covered in a clear and direct way in the book *The Servant: A Simple Story about the True Essence of Leadership* by James C. Hunter. Both books are written using a fictional business executive who is having difficulties in his work and personal life, and through training by an enlightened person, realizes his problems and reforms his ways. While story is a useful way of delivering these concepts, I would like to see real-world examples of actual people who have been transformed by these realizations.

0 of 0 people found the following review helpful. a person or organization could easily follow go wrong
By boekwurm
This is not a secular book. The Arbinger Institute is not secular but Mormon in origin. The founder for the Arbinger Institute, Dr. C. Terry Warner, and thus also the Institute itself, are closely linked with BYU and the Mormon community. As typically done in Mormonism, new words are used for well-known concepts and if I've ever seen a diluted and partial version of Jesus' teachings, this is it. If this book were written by a true Christ-follower, with proper Biblical references, placing concepts and principles in context, this would have been a truthful and thus powerful book. However, as it is, the message and solution of this book will only go 'so far' before breaking down. With success and results as ultimate goal, and personal feeling as rudder, a person or organization could easily follow go wrong. We all know how exceptionally successful Hitler was and the spectacular results of his evil efforts are well-known to all. It is only when we acknowledge God's law as given to us in the Bible, as our rudder that we could live safely. While God has also written His law in our hearts as the book vaguely suggests, the human heart is subject to perversion and cannot be trusted whether we are in or out of the box (living in sin or in according to God's law). Sadly, just like the rest of Mormonism, this book is a diluted extraction with only a hint of partial truth which will have limited results (at best) for life in this world and none for the world to come.

0 of 0 people found the following review helpful. Amazing insights
By TexasTom
This book is another great product from the Arbinger Institute. I have been so impressed with the messages in this book. It is a fun read and so packed with valuable insights. A must read!

NEW EDITION, REVISED AND UPDATED
Since its original publication in 2000, *Leadership and Self-Deception* has become a word-of-mouth phenomenon. Its sales continue to increase year after year, and the book's popularity has gone global, with editions now available in over twenty languages. Through a story everyone can relate to about a man facing challenges on the job and in his family, the authors expose the fascinating ways that we can blind ourselves to our true motivations and unwittingly sabotage the effectiveness of our own efforts to achieve success and increase happiness. This new edition has been revised throughout to make the story even more compelling. And drawing on the extensive correspondence the authors have received over the years, they have added a section that outlines the many ways that readers have been using *Leadership and Self-Deception* to improve their lives and workplaces in areas such as team building, conflict resolution, and personal growth and development, to name a few. Read this extraordinary book and discover what millions already have learned how to consistently tap into an innate ability that dramatically improves both your results and your relationships.

This is a profound book, with deep and sweeping implications. It is engaging, fresh, easy to read, and packed with insights. I couldn't recommend it more highly. Stephen R. Covey, author of *The 7 Habits of Highly Effective People* Extraordinary . . . Five Stars. Business Ethics This is the most profound and practical business book I have ever read! Everyone I have recommended this book to has been challenged intellectually and also touched emotionally. It is a must-read that I will give to my kids to read before they begin their careers. Tom A. DiDonato, Vice President, Human Resources, American Eagle Outfitters I love this book. It identifies the central issue in all organizational performance. Like truth itself, this book reveals more with each re-examination. I highly recommend it. Doug Hauth, Business Development Manager, Convio, Inc. Imagine working in an organization where the aim of your colleagues is to help you achieve your results. I could not believe it possible. After reading this book I just had to bring Arbinger to the UK to teach our people. What an experience! We are all better people for it. This book touches the very foundation

of culture, teamwork, and performance. Mark Ashworth, President and CEO, Butchers Pet Care, UK Its rare to find a business book that is good enough to recommend to your boss, your work team, and your friends. The concepts in this book have transformed both the way I work and the way I live. Robert W. Edwards, Managing Director, Sales, FedEx After decades of executive leadership in senior management positions, I've finally found in Arbinger what I consider to be the best means of improving every measure of success. From boosting the bottom line to increasing personal joy, this book shows the way. Bruce L. Christensen, former President and CEO, PBS This astonishing book is a MUST-read for every executive or personal and professional coach. Laura Whitworth, coauthor of Co-Active Coaching, and cofounder, The Coaches Training Institute The concepts in this book are powerful. They are fundamental to success whether on the playing field, in the office, or perhaps most importantly, at home. Read this book and you'll see what I mean. Steve Young, two-time NFL Most Valuable Player Rarely has a book had such an immediate and profound impact on the hundreds of CEOs of fast growth firms we work with through our MIT/Inc./EO Executive Program. And its one of those rare books that touches both the personal as well as professional lives of these leaders. Verne Harnish, cofounder, Entrepreneurs Organization, and CEO, Gazelles, Inc. Leadership and Self-Deception is a touchstone for authentic leadership. Arbingers innovative exploration of what lies beneath behavior uplifts, enlightens, and transforms. We've wholeheartedly adopted Leadership and Self-Deception as the foundational material for our administrator development program. Troy S. Buer, Educational Program Director, University of Virginia School of Medicine This is probably the most outstanding book that directs us to soul searching and introspection. It teaches us to take accountability for our lives and our destinies in a down-to-earth and bluntly practical manner. The lessons in this book have helped me personally, as well as other people I love. Kalyan Banerjee, cofounder and Senior Vice President, MindTree The principles of Leadership and Self Deception provide the groundwork for our success as individuals and organizations. I recommend it highly to my fellow board members, to global networks, corporate clients, entrepreneurs, and individuals alike. Heidi Forbes ste, CEO and Founder, 2BalanceU and Public Relations, Europe Region, Business and Professional Women International Because it distills important leadership, spiritual, and life principles into one profound and impossible-to-put-down-book, Leadership and Self Deception is a treasure. MBA students in my classes share my enthusiasm for this rare book. You will surely return to this book again and again; and each time you do, it will be as penetrating a learning experience as the first time. Barry Brownstein, CSX Chair in Leadership, University of Baltimore The leadership principles in this book have had a greater impact on the quality of leadership in our company than anything we have ever implemented. They have been extraordinarily important in helping make our company a great place to work while at the same time helping us focus on results and increase productivity as never before. Michael Stapley, President and CEO, DMBA While reading, I reviewed my life, and, sure enough, what successes there were in it were based on Arbingers principles. This book is a tool that could transform and elevate the way government functions! Mark W. Cannon, former Administrative Assistant to the Chief Justice of the United States and Staff Director, Commission on the Bicentennial of the U.S. Constitution Simple . . . clear . . . powerful. With many years of experience in leadership, organizational development, and training I was surprised to find something strike me with such impact. Janet Steinwedel, President, Leaders Insight As a therapist I was pleasantly surprised to find that a book geared toward managers could have such far-reaching implications in my life and the lives of my clients. I believe the ideas in this book could transform the counseling profession. It is now required reading for all my clients. Jason Beard, family therapist Are you relating to the world anxiously or angrily, not comprehending why you hold judgmental attitudes, feel uncontrollable fear, or unleash explosions of temper against your colleagues without being able to explain why? Do you feel hopeless and unable to change? Learn the practical tools provided in this fascinating book and eliminate this problem at its source right now! Marcos Cajina Heinzkill, Certified Coach and Facilitator, founder and President, Renewal, Spain Remarkable. Arbinger possesses the hidden key to productivity and creativity. Do whatever you can to get your hands on this material. Dave Browne, former President and CEO, LensCrafters This book is a rare gem that is treasured by all who have read it. The organization for which I work has passed this book to so many people, and it is amazing to watch peoples attitudes and behaviors towards each other changing. Each day everyone gives a little more, making us better leaders but more importantly better people. Nuala Murphy, Senior Vice President, Global Financial Services Company Leadership and Self-Deception holds up a brutally honest mirror to behavior in which we all indulge to justify our shortcomings. The result is not self-remorse or punishment but a glimpse of a life to be lived with integrity and freed of the boundaries and constraints we inflict upon ourselves and others. I am always excited to watch Arbingers thinking help my clients to unlock painful family disputes and lead them to resolution. Neil Denny, family lawyer, Wiltshire, UK A remarkable book. It can be valuable to your understanding of why so many people create their own problems, are unable and/or unwilling to see that they are creating their own problems, and then resist any attempts by others to help them stop creating those problems. Robert Morris, Top 50 er Ive been in the book publishing business for twenty five years. Rarely have I read a book as profound and life-changing as Leadership and Self-Deception. David Sanford, Literary Agent, Credo Communications This book was recommended to me at an annual strategic planning session. I was stunned by the truth of it and the simple solution. Our entire management has now read it. It has been a building block for our personal and organizational development. Rick Chalk, CEO, Cal-tex Protective Coatings My business partners

and I built a health-care company on the ideas in this book. We are amazed at what it has helped us achieve. Careful reading and rereading of this book has proven better than any productivity, team-building, or leadership training we've encountered. Mark Ballif, CEO, Plum Healthcare An important book that has the potential to change the way you think, behave, and live your life, both personally and professionally. Rolf Dobelli, Top 50'er Our Executive Committee read Leadership and Self-Deception nearly two years ago. Since then every member of our staff has read it. The Arbinger approach adds tremendous value as we grow the company and integrate companies we acquire along the way. Robin Hamill, Chairman, Igility Group