

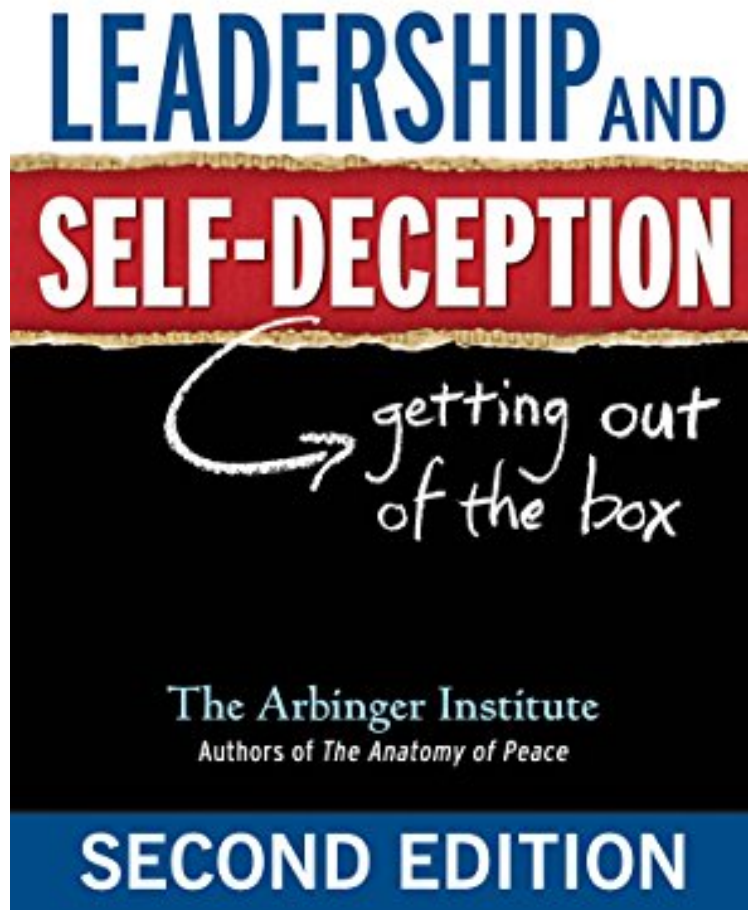
## Leadership and Self-Deception: Getting Out of the Box

*The Arbinger Institute*

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**The Arbinger Institute : Leadership and Self-Deception: Getting Out of the Box** before purchasing it in order to gage 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. Excellent Book!By Mark-OdeanWow, what can I say? This book

will take just about anyone in an amazing journey of reflection, introspection and self discovery. And not just that; it also drives home a powerful call to action for individuals to become better people, treating people well and leading from a place of personal responsibility and accountability that will inevitably lead to excellent results. What I liked most was the use of stories about personal experiences to deliver the concepts in a relatable and practical way. I would recommend this book to anyone who is seeking to develop themselves in a sustainable way, as well as anyone who is keen and committed to achieving transformation and excellence in leadership and management. 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! 2 of 2 people found the following review helpful. Well worth an afternoon... By Suzanne Kilkus So many books promise to deliver information that will change the way organizations or families or individuals lead their lives. Most don't attend to all three, however Leadership and Self-deception does present a model of human interaction that can be considered a unifying theory for how we can live successfully in any area of our lives. Recommended by a client who I could see had made a major positive change in both his personal and work life, this book called for my attention. The narrative story format may surprise people as a form of delivery, but I find that story is one of the best ways to help people connect concept with personal experience. The concepts and model here are challenging in that they ask us to face things about ourselves that aren't necessarily comfortable. Even just to try them on can cause "squirminess"! But the moments of discomfort can change our perceptions and positions that we're holding onto and with that we might free ourselves of what has been limiting our success. I think that makes for a good book and time well spent.

**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—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, Butcher's Pet Care, UK "It's 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 it's 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. Arbinger's 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 Oumlste, 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

"I've 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