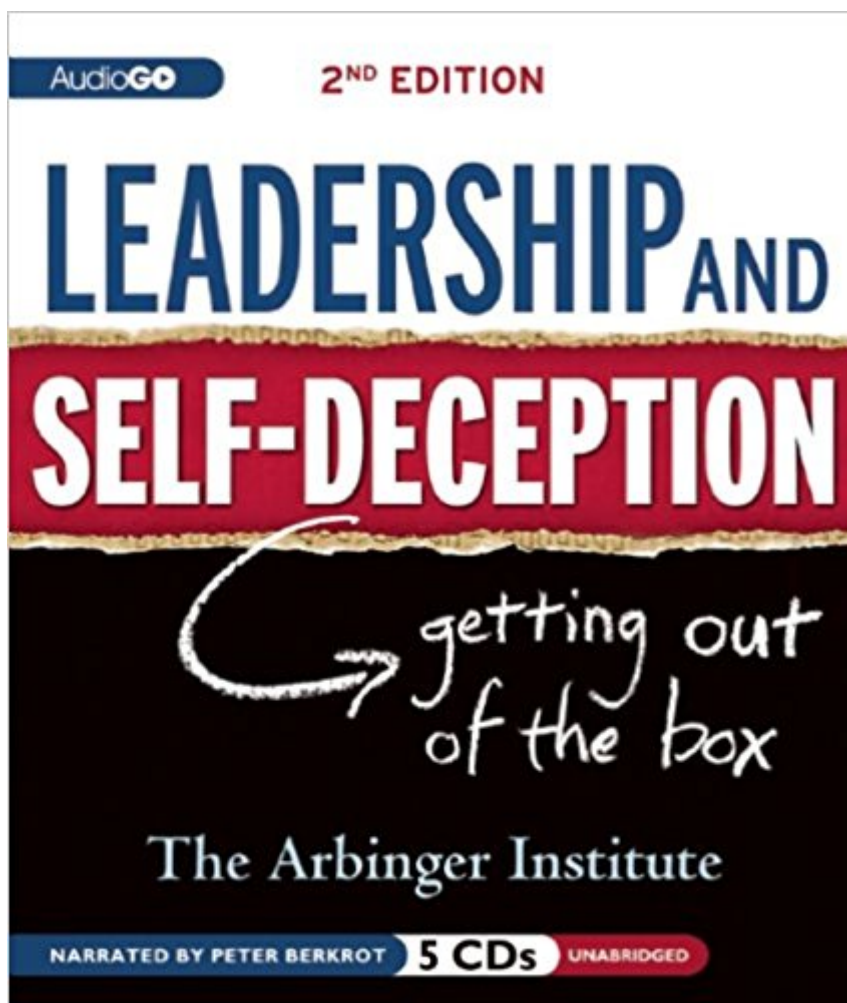


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# Leadership And Self-Deception, 2nd Edition: Getting Out Of The Box



## Synopsis

[Read by Peter Berkrot] Leadership and Self-Deception, 2nd Edition Most personal and organizational problems are the result of a little-known phenomenon called self-deception. We deceive ourselves into thinking we're doing the right thing for the right reason, but people won't follow a leader whose motives are selfish. The tricky thing is, we don't know that our motivation is flawed. Through an entertaining and highly instructive story, this audiobook explains what self-deception is, how people get trapped in it, how it undermines relationships and organizational achievement, and -- most importantly -- the surprising way to solve it. A new edition of a customer favorite!

## Book Information

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"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

Leadership and Self-Deception uses an entertaining story about an executive facing challenges at work and at home to expose the precise psychological processes that conceal our true motivations and intentions from us and trap us in a “box” of endless self-justification. Most importantly, the book shows us the way out. The book’s central insight •that the key to leadership lays not in what we do, but in who we are •has proved to have powerful resonances not only for organizational leadership, but in readers’ personal lives as well. This new edition has been revised throughout to make the story more readable and compelling. And

drawing on the extensive correspondence they've received over the years the authors have added a section that outlines the many ways that readers have been using this book. --This text refers to the Paperback edition.

This is a fascinating book, written in narrative form that works pretty well. The concept is powerful but the narrative gets a bit cute at times. It's a book I'm going to need to re-read a couple of times for the concept to become "imprinted" into my thinking. The approach it suggests is applicable to companies, nonprofits and even individuals.

My favorite book so far! In fact I am stating it over right now! The info and concepts in this book have the power to change your life. I know it has already had an impact on my life and that is why I am re-reading it so that I can pick up on things that I missed the first time. You can't go wrong with this book

This is a tough, tough book to read. What if I've gotten so many of the "rules" of achievement and success just plain wrong? Can I change a comfortable mindset? Will it really work? This is a short read with a very long tail. You won't like it, but neither will you forget it!

Leadership and Self-deception is a quick read that leaves the reader questioning their attitude toward life in general. The theme of the book is basic, but the methodology of how the theme is portrayed is what shines in this book. The real-life examples allow the reader to put them-self in those situations to judge how they are performing accordingly. It is a great read for people who desire to maximize their results at home or work by revealing the best methods to remove self-deception.

Leadership and Self Deception is one of the greatest books ever published. That might seem to be far reaching, but it isn't. I first read it about 15 years ago, and it changed my whole outlook on other people, and in particular my clients and coworkers. But it helped at home too. I began to view others in a different light, and treat others in a way that honored their goals in conjunction with mine.

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!

This book is very inspiring and life changing. I read it for a project management class at my university and I read it in a day (and I'm not much of a reader). It's very short and an easy read and if you really take time to ponder what is being taught, it really will change who you are and the way you view other people. Absolutely buy this if you are thinking about it.

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.

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