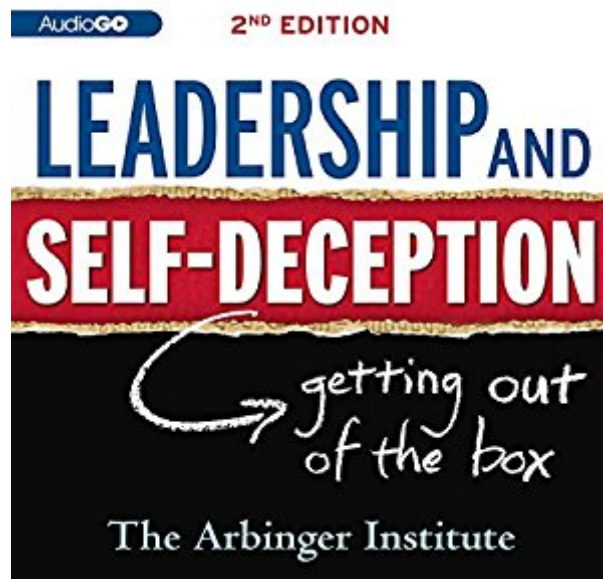




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Leadership & Self-Deception: Getting Out Of The Box



Synopsis

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

Audible Audio Edition

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Customer Reviews

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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