



WSU Supervisor Conference 2016 for faculty and staff

Join us for a 2-Day course from
The Arbinger Institute

March 10th and 11th
9 am – 4 pm, both days

Based on Arbinger's bestselling book, *Leadership and Self-Deception*, this foundational workshop helps participants apply the principles and concepts outlined in the book to the workplace to enable a shift from an inward to an outward mindset.

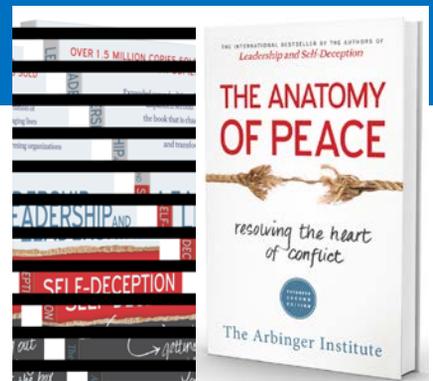
In this workshop we will explore in detail how it is that we can end up in an inward mindset, the implications of that in our work and the impact on others. We will also leverage a framework that will guide us to work in an outward mindset.

Organizations populated by people who have more or less the same mindset as they've always had will continue to produce more or less the same results as they've always produced. Attempts to improve behavior alone can produce marginal improvements, but breakthrough results require a change in mindset. This is Arbinger's work; we change mindset. Specifically, we help individuals, teams, and organizations to change from inward mindset orientations to outward mindset orientations.

When acting from an inward mindset (the Box), people focus on themselves and their own objectives. They want others to behave in ways that will further those objectives. They focus on what they themselves do and measure their success by what they themselves accomplish.

When acting from an outward mindset, on the other hand, people work to help others be successful—their customers, for example, their coworkers, their managers, and their direct reports. They focus on their impact on what others are trying to do and measure their success in terms of what others are able to accomplish as a results of their efforts.

Cost is \$75 and includes all workshop materials, lunch both days, and two Arbinger books. Limited to the first 50 to register in Training Tracker for course #200-xx AND pay the course fee by copying/pasting the link to the OWL eStore in the course info.



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