DEVELOPING *and*
IMPLEMENTING *an*
OUTWARD MINDSET™

Join the Office of Workplace Learning
for a 2-Day course from
The Arbinger Institute

October 7th and 14th
9 am – 4 pm, both days

All faculty/staff invited!

Based on Arbinger's bestselling book, *Leadership and Self-Deception*,
this foundational workshop helps participants get to
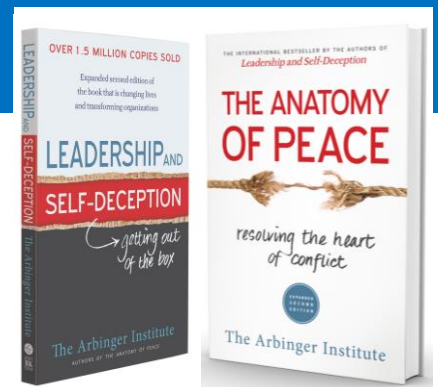the root of the various people problems in their lives.

In this workshop, we explore in detail how it is we can end up in an inward or self-centered mindset and the impact that has on our work and others. We also leverage a framework that will guide us to work in an outward mindset where we "see people" more clearly.

Organizations populated by people who have 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 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 25 to register in Training Tracker for course #480-01. (At time of registration participants will be required to enter a cost code for payment.)

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