



Leadership and Self-Deception: Getting Out of the Box

By The Arbinger Institute

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Leadership and Self-Deception: Getting Out of the Box By The Arbinger Institute

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.

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Editorial Review

Review

“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 Öste, 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 Arbinger’s 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. Arbinge r 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 Arbinge r’s 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, Amazon Top 50 Reviewer**

“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, Amazon Top 50 Reviewer**

“Our Executive Committee read Leadership and Self-Deception nearly two years ago. Since then every member of our staff has read it. The Arbinge r approach adds tremendous value as we grow the company and integrate companies we acquire along the way.”

—**Robin Hamill, Chairman, Igitly Group**

About the Author

The Arbinger Institute helps organizations, families, individuals, and communities worldwide to correct the trouble created by the little-known but pervasive problem of self-deception. Arbinger is led internationally by founding partners James Ferrell, Duane Boyce, Paul Smith, and Terry Warner. Headquartered in the United States, Arbinger now has operations around the world, including throughout the Americas, Europe, Africa, the Middle East, India, Oceania, and Asia.

Users Review

From reader reviews:

Juan Harrell:

This book untitled Leadership and Self-Deception: Getting Out of the Box to be one of several books in which best seller in this year, this is because when you read this publication you can get a lot of benefit onto it. You will easily to buy this particular book in the book retail outlet or you can order it by way of online. The publisher in this book sells the e-book too. It makes you more readily to read this book, because you can read this book in your Touch screen phone. So there is no reason to your account to past this publication from your list.

Bill Boyd:

Spent a free the perfect time to be fun activity to complete! A lot of people spent their free time with their family, or their very own friends. Usually they accomplishing activity like watching television, gonna beach, or picnic inside park. They actually doing same thing every week. Do you feel it? Do you wish to something different to fill your own personal free time/ holiday? May be reading a book is usually option to fill your no cost time/ holiday. The first thing that you will ask may be what kinds of book that you should read. If you want to attempt look for book, may be the guide untitled Leadership and Self-Deception: Getting Out of the Box can be good book to read. May be it can be best activity to you.

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