



The Outward Mindset: Seeing Beyond Ourselves

The Arbinger Institute

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The Arbinger Institute has helped millions with their books *Leadership and Self-Deception* and *The Anatomy of Peace*. Their newest book, *The Outward Mindset*, reflects their latest research and experience and offers a new and intuitive way to teach people how to implement mindset change in themselves and scale it across organizations, with incredible effect.

One's mindset governs how one views the world, what one does, and how one does it. One's mindset can be self-focused, which Arbinger calls an inward mindset, or it can be inclusive of others, which Arbinger calls an outward mindset. It turns out that our own actions, and others responses to those actions, end up being dramatically different depending on which mindset we are operating from.

The Outward Mindset teaches readers how to shift more fully to an outward mindset and how to help others, even whole organizations, to make that shift—a shift that sparks innovation, increases accountability, and transforms collaboration, engagement, and fulfillment.

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