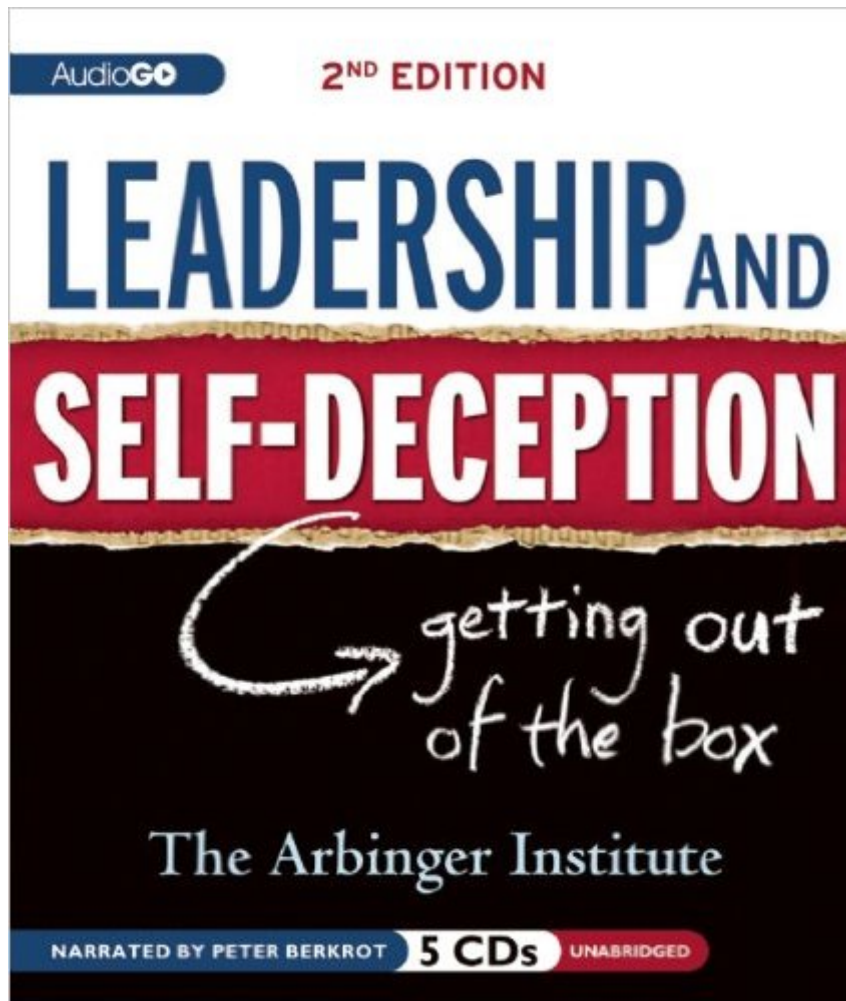


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# Leadership And Self-Deception, 2nd Edition: Getting Out Of The Box



## Synopsis

[Read by Peter Berkrot] Leadership and Self-Deception, 2nd Edition 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

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Average Customer Review: 4.5 out of 5 stars [See all reviews](#) (1,164 customer reviews)

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## Customer Reviews

This is a most unusual book on leadership. The premise here is not about leadership approaches, methodologies for managing employees in the workplace, or other business strategy, but is instead a close and powerful look at how we view others and how that view impacts our ability to lead them. The first unusual aspect of this book is the manner in which it is written. It is basically a novel. It starts with contextual story written in first person, of a man who has recently joined a successful company as an executive and is called in to meet personally with the Company senior leader. From the first few pages I was anticipating and wanting to know what would happen next. It is within this method that the leadership principles are revealed. This is an extremely important way to deliver a message. I know a few people who do not read novels, but stick to non-fiction types of books. This is a tremendous loss, as truth is most eloquently and powerfully conveyed within the context of a story. In the New Testament for example, Jesus taught most powerfully in parables, weaving truth

into a common story people could relate to. In that manner this book weaves some powerful messages about leadership into a modern day parable of a business executive. The concept presented in this book of what leadership is, is also a more unusual one in that the focus is not on "what" we do behaviorally to others, our outward leadership style, as most leadership books focus on, but rather our inward view of these individuals as people. The foundational question is whether we are "in the box" or not. "In the box" refers generally to viewing others as objects through our own biased lens, which often without our knowledge inflates our self-importance while diminishing theirs.

Leadership and Self Deception was originally published in 2000 and has become an international bestseller with over 750,000 copies sold & translated into 22 languages. The book tells a story about a senior business executive who is struggling at the office and at home. (He doesn't know he's struggling professionally to optimize results - but he quickly learns this is the case.)\* This is a simple story, with a logical message. Yet, the story nicely explains that we all often fail to see that we have a problem. We do engage in self-deception. We do "unwittingly sabotage relationships at work and at home." And our actions do provoke a response that encourages the opposite of our intention.\* Part I explains "Self-Deception and the Box." Part II explains "How We Get In the Box." Part III explains "How We Get Out of the Box." Being "In the box" is seeing others as objects. "Out of the Box" is seeing yourself and others as people. (They make this come alive in the book.)\* As I was reading the book, particularly Part I and Part II, I was impressed at how they framed the narrative and discussion to make me realize how I've been deceiving myself. Several "AHA" moments here. Rather than give too much of the story line away - they use a simple example of a Business Executive sleeping and then hearing his infant crying - he knows that he should get up to help his spouse - he doesn't - he then justifies not getting up by mentally elevating his importance (he needs to get up early in the morning; he's the main bread winner; he's a good dad; he's the victim) while he mentally frames up his spouse who isn't getting up as being lazy, unappreciative, inconsiderate, etc.

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Mystery Series - Deception Box Set: Books 1-3: The Complete Series The 21-Day Self-Confidence Challenge: An Easy and Step-by-Step Approach to Overcome Self-Doubt & Low Self-Esteem How Anansi Learned Self-Esteem: 10 Original Stories for Building Self-Confidence and Self-Respect Iyanla Live!: Self-Value, Self-Worth, Self-Love SuperVision and Instructional Leadership: A Developmental Approach (9th Edition) (Allyn & Bacon Educational Leadership) The Jossey-Bass Handbook of Nonprofit Leadership and Management (Essential Texts for Nonprofit and Public Leadership and Management) Essentials of Nursing Leadership & Management (Whitehead, Essentials of Nursing Leadership and Management) The Toyota Way to Lean Leadership: Achieving and Sustaining Excellence Through Leadership Development Learning Leadership in a Changing World: Virtue and Effective Leadership in the 21st Century Leadership: Leader Skills For Communication, Influence People and Business Coaching (Leadership, Influence People, Leader, Business Skills) Jesus on Leadership: Timeless Wisdom on Servant Leadership What Successful People Know about Leadership: Advice from America's #1 Leadership Authority The Leadership Pipeline: How to Build the Leadership Powered Company The Leadership Capital Index: Realizing the Market Value of Leadership

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