



Resources for Developing an Outward Mindset

Deep Learning

BOOKS

- [*Success Mindsets* by Ryan Gottfredson](#)
- [*Bonds that Make Us Free* by Terry Warner \(warning: this book will change your life\)](#)
- [*Leadership and Self-Deception* by The Arbinger Institute](#)
- [*Anatomy of Peace* by The Arbinger Institute](#)
- [*The Outward Mindset* by The Arbinger Institute](#)
- [*The Shift* by Kimberly White](#)
- [*Everybody Matters* by Bob Chapman and Raj Sisodia](#)

ARTICLES

- [Unlocking Greater Success by Developing an Outward Mindset](#)
- [When I Read This... It Immediately Changed My Life](#)
- [Research-Backed Benefits of Possessing an Outward Mindset](#)
- [What is Inclusive Leadership & Why is it Important?](#)
- [Why Leaders Must Develop An Outward Mindset](#)
- [Cultivate An Outward Mindset](#)

Videos

- [Heartwarming Thai Commercial \(3:08\)](#)
- [The Transformative Power of Classical Music - Benjamin Zander \(1:38\)](#)
- [Most Leaders Don't Even Know the Game They're In - Simon Sinek \(35:08\)](#)
- ["Are People Doing The Best They Can?" - Brené Brown & Russell Brand \(7:11\)](#)
- [Why I \[Wish I Could\] Hate Arbinger - Jo Schaeffer \(10:06\)](#)
- [Compassion and the True Meaning of Empathy - Joan Halifax \(13:18\)](#)
- [Two Mindsets \(3:28\)](#)



Writing Exercises

- Identify a time when you had an outward mindset. What did it feel like? What was the impact that you had on others?
- Identify a time when you had an inward mindset. What did it feel like? What was the impact that you had on others?
- Identify a time when you shifted from an inward mindset to an outward mindset. What difference did it make?
- Identify a time when you shifted from an outward mindset to an inward mindset. Why did that shift occur? What could you have done differently?
- Describe the self-deception cycle and identify a time you found yourself stuck in such a cycle.
- Identify people you are going to interact with today. How can you better see them as people?
- Who are you being that their eyes are not shining?
- Do you see others as doing the best that they can? Why or Why not?

Discussion

MINDSET MASTERY

- Try to describe to someone the difference between an inward and an outward mindset
- Try to describe why having an outward mindset is so beneficial and why having an inward mindset can be so detrimental.

MINDSET AWAKENING

- Do we see each other people or as objects?
- When do we tend to see each other as people/objects?
- What are ways we can ensure we see others more as people?
- When have you felt like an object? What affect did that have on you? Why did this happen? How can we prevent it again in the future?
- When do you feel like a person? What affect does this have on you? How can we ensure it happens more frequently?
- Do we see others as doing the best that they can?



- Do we have the capacity to ask ourselves: “Who am I being that their eyes are not shining?”
- How do we see the self-deception cycle play out in our group?
- Is there any evidence that we have any of the following fears?
 - » Fear of:
 - ▷ Missing out
 - ▷ Getting passed up
 - ▷ Being unseen
 - ▷ Being unloved
 - ▷ Not being respected
 - ▷ Trusting others
 - ▷ Being let down
 - » While these fears may be protecting us in some way, how are they holding us back?

Self-Talk

- Am I being inward or outward?
- Am I seeing others as people or as objects?
- Am I seeing them as doing the best they can?
- Who am I being that their eyes are not shining?
- If I were them, how would I like to be seen?
- How do I want them to feel after I interact with them?
- What would my best self do in this situation?