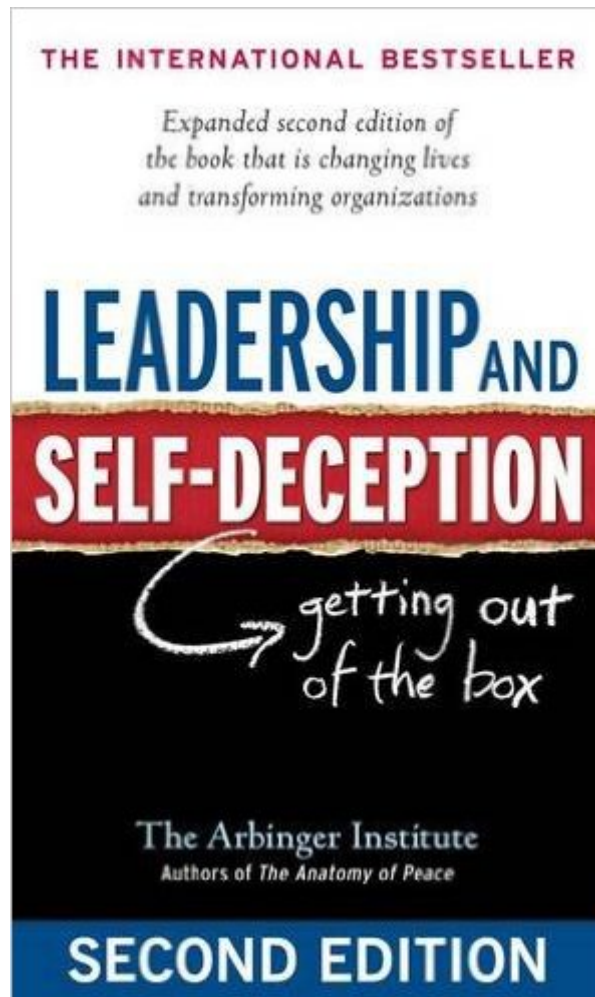


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# Leadership And Self-Deception: Getting Out Of The Box



## Synopsis

**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.

## Book Information

Paperback: 240 pages

Publisher: Berrett-Koehler Publishers; 2 edition (April 30, 2015)

Language: English

ISBN-10: 1576759776

ISBN-13: 978-1576759776

Product Dimensions: 5.4 x 0.7 x 8.4 inches

Shipping Weight: 10.4 ounces (View shipping rates and policies)

Average Customer Review: 4.5 out of 5 stars [See all reviews](#) (1,163 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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