

THE  
OUTWARD  
MINDSET  
*seeing beyond ourselves*



The Arbinger Institute  
FIGURES AND CHARTS



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Diagram 1. **The Behavioral Model**

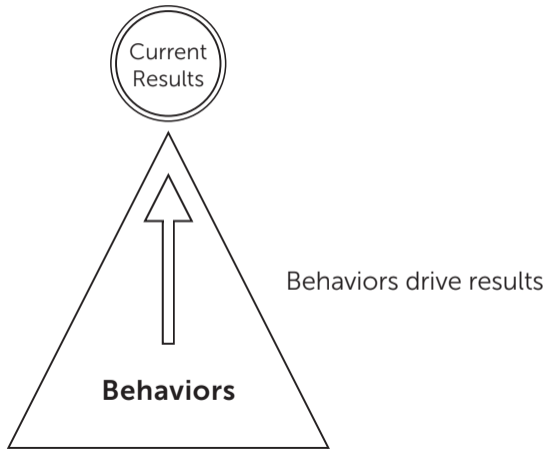
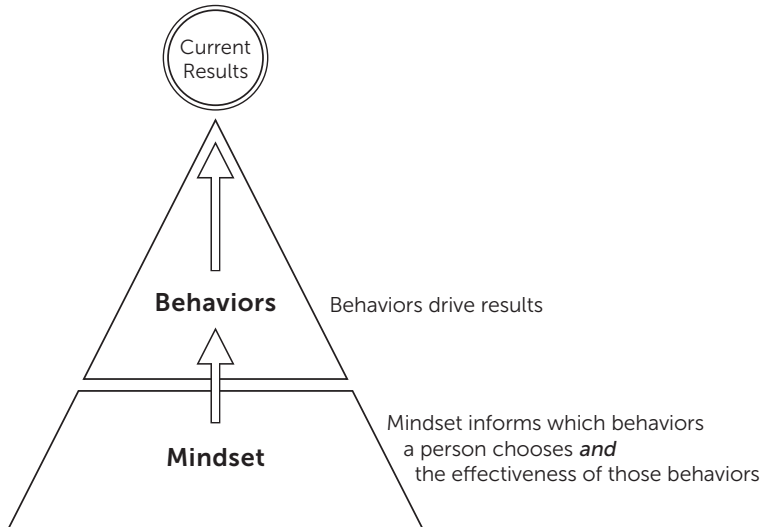
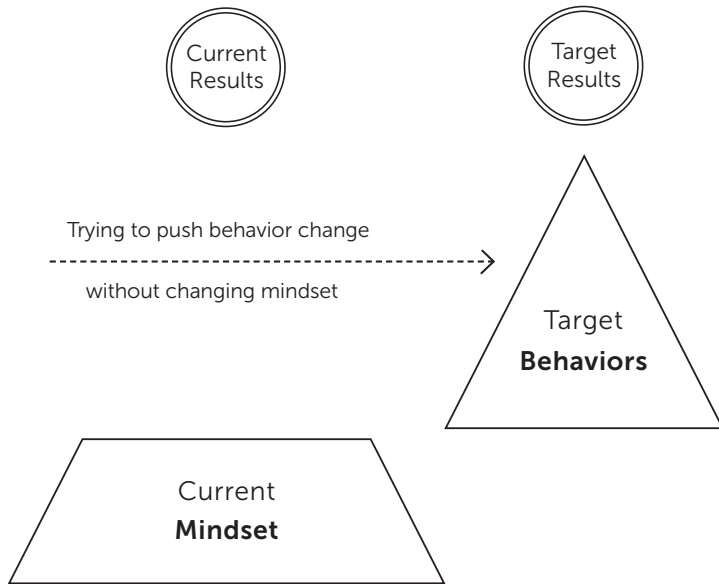


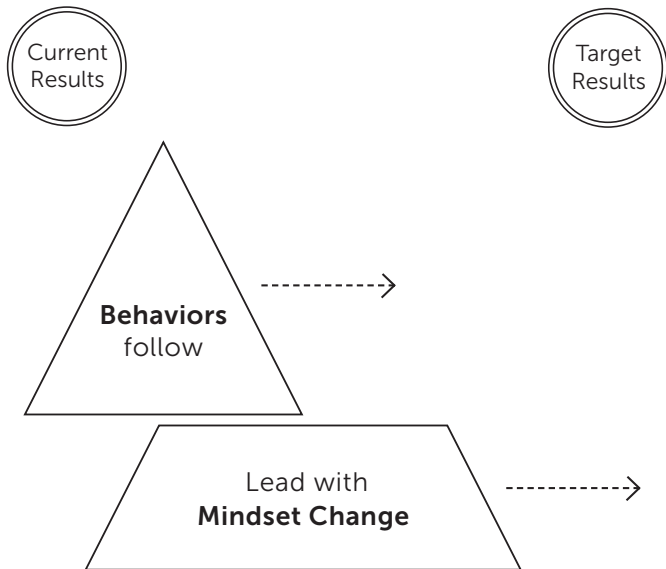
Diagram 2. **The Mindset Model**



### Diagram 3. **The Behavior-Push Approach**



## Diagram 4. The Leading-with-Mindset Approach



## Diagram 5. Louise's Team

*Team members before*

*Team members after*

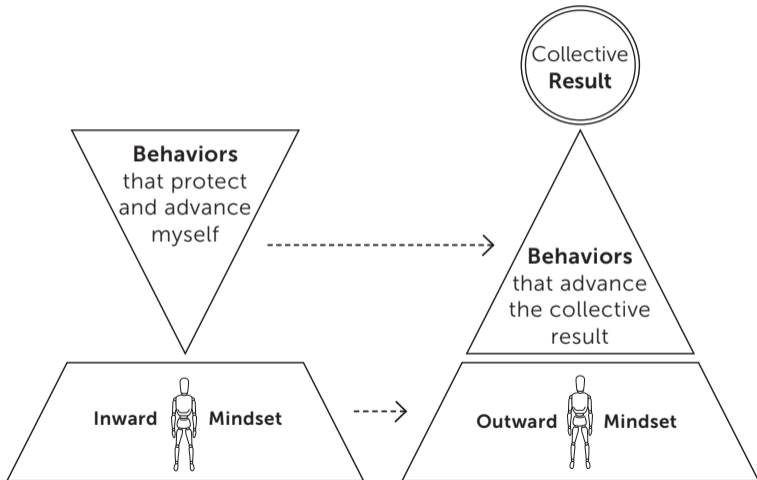


Diagram 6. **The Mindset Continuum**

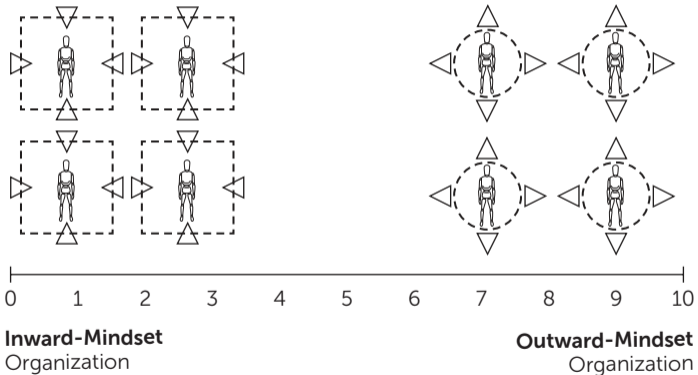


Diagram 7. **The Outward Mindset and Others**

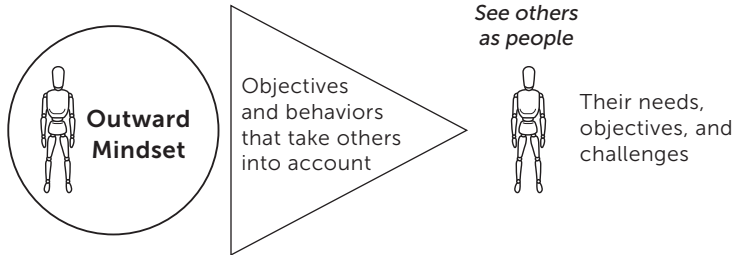


Diagram 8. **The Inward Mindset and Others**

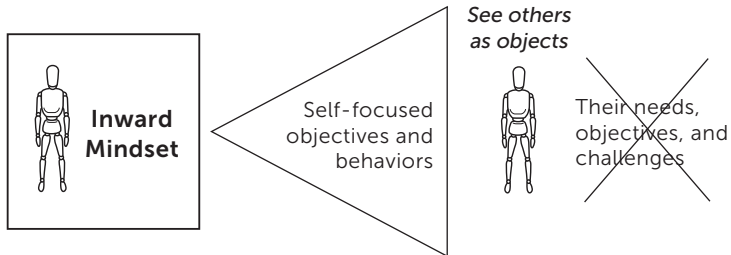




Diagram 9. **The Inward Mindset at Work**

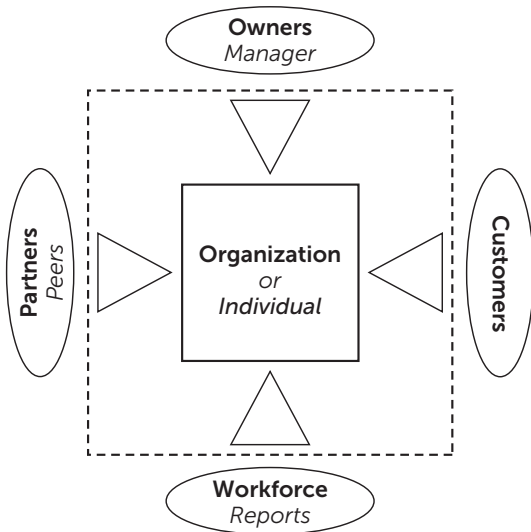


Diagram 10. The "Outwardly Nice" Inward-Mindset Style

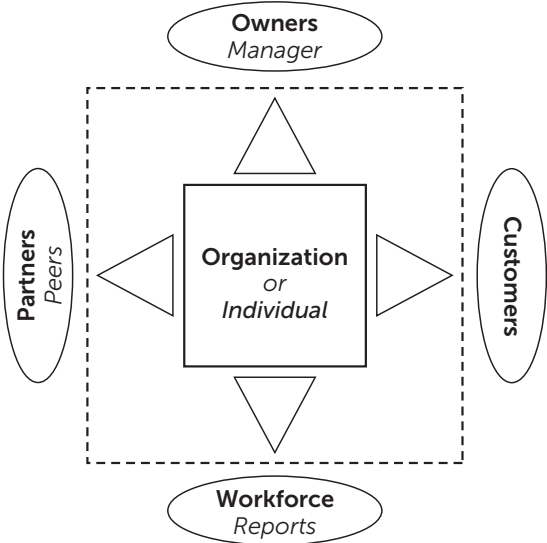


Diagram 11. **The Outward Mindset at Work**

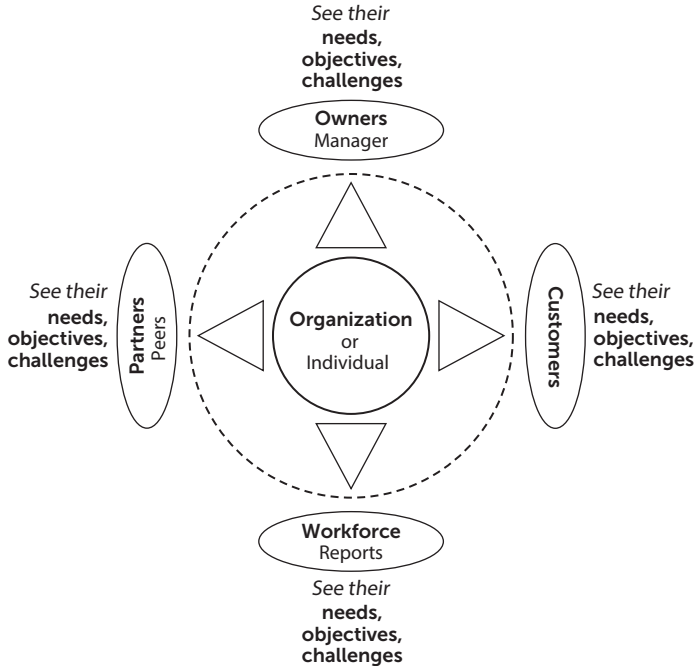


Diagram 12. **The Outward-Mindset Pattern**

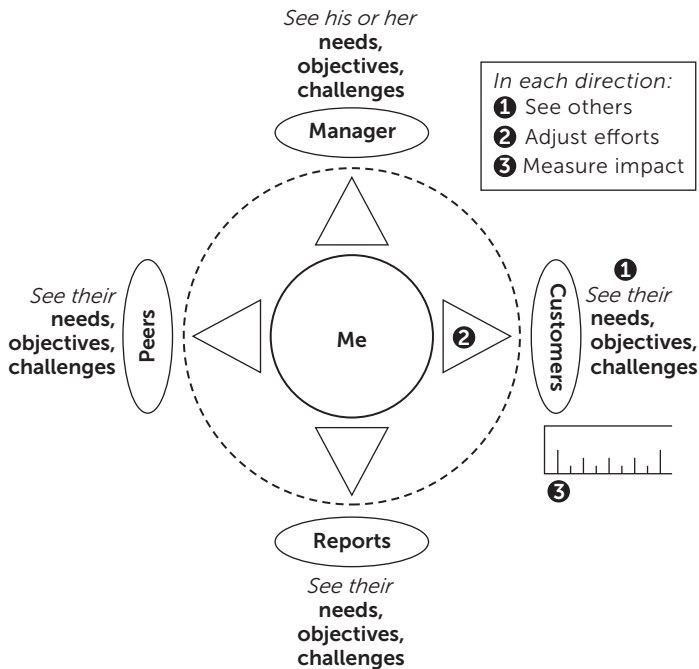
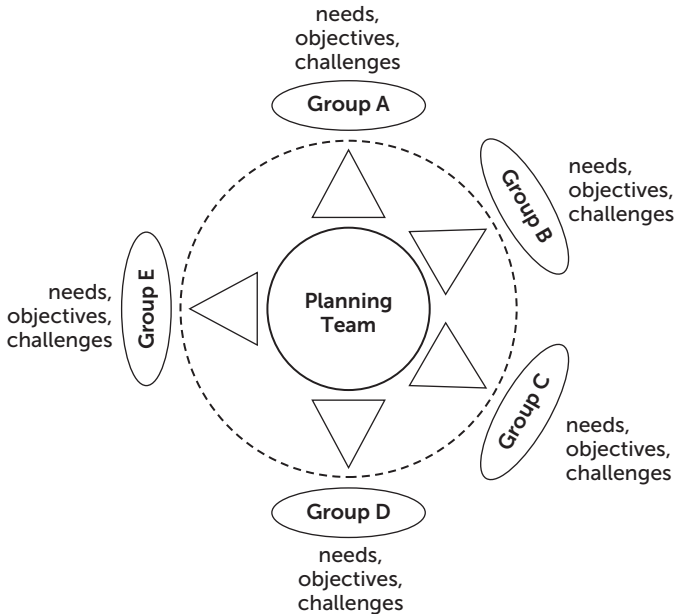


Diagram 13. **The Outward-Mindset Project**



# Diagram 14. The Most Important Move

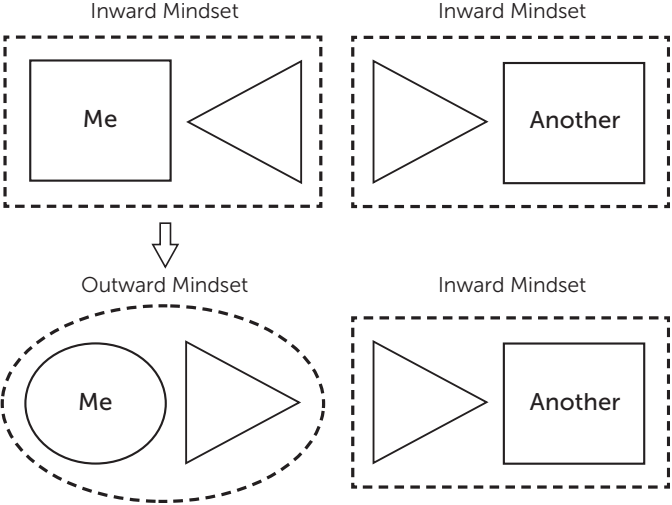


Diagram 15. **The Outward Mindset at Work**

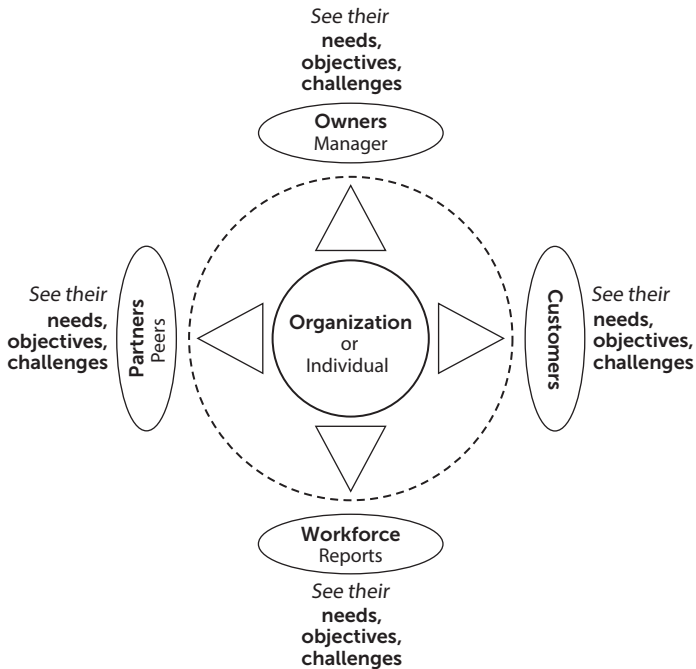


Diagram 16. **The Outward-Mindset Pattern for an Individual**

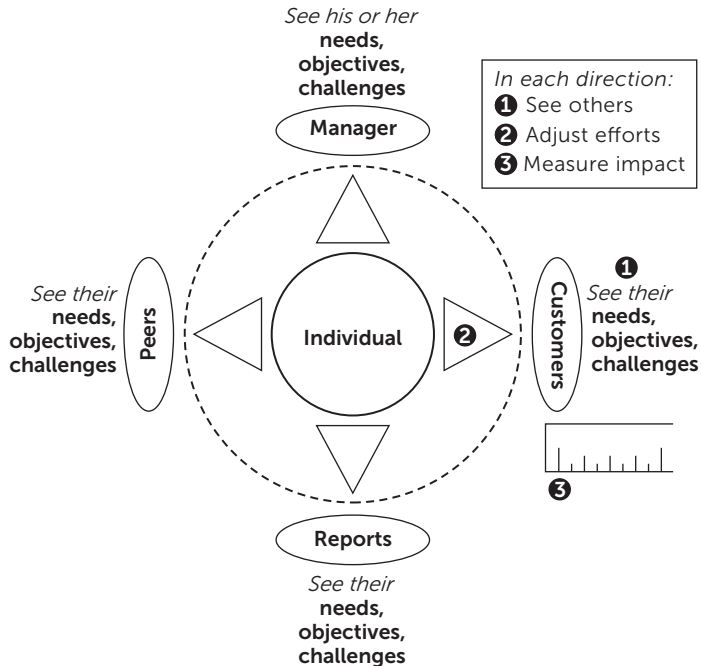




Diagram 17. The Outward-Mindset Pattern for an Organization

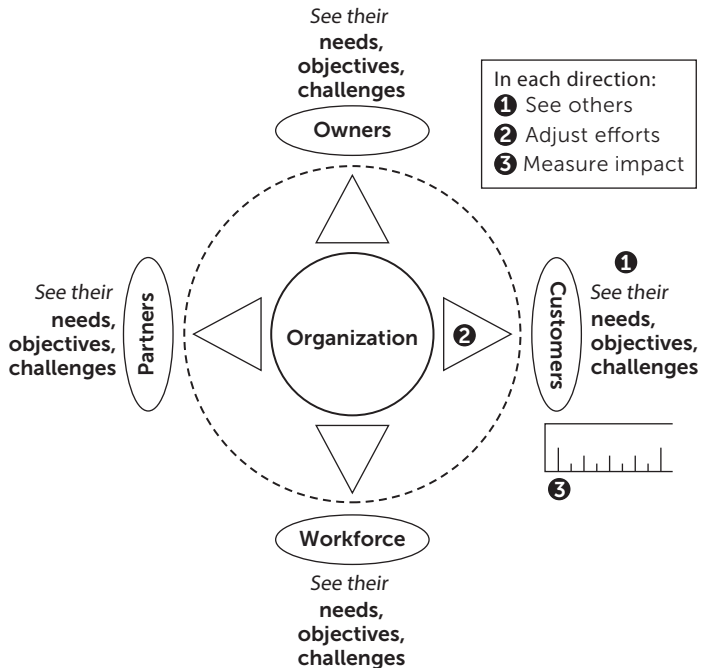


Diagram 18. **Inward-Mindset Systems and Processes**

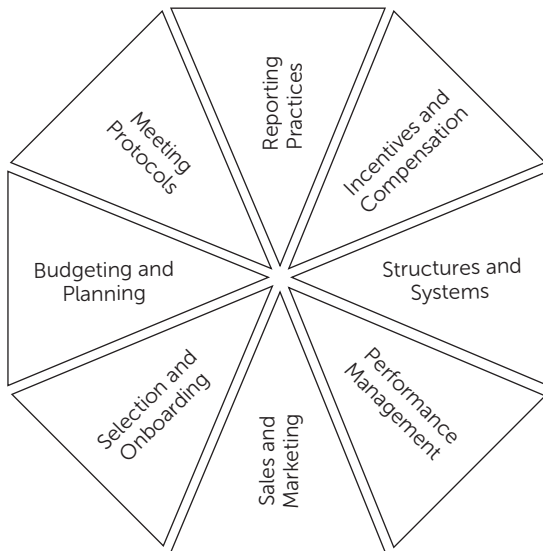


Diagram 19. **Outward-Mindset Systems and Processes**

