



MINDSET DRIVES BEHAVIOR

October 2019

HPI Message



BEHAVIOR DRIVES RESULTS



Current Results

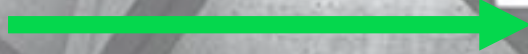
Behaviors

Mindset informs which behaviors a person chooses *and* the effectiveness of those behaviors

Current Results

Target Results

Trying to push behavior change
without changing mindset



Target Behaviors

Current Mindset

BY THE AUTHORS OF THE INTERNATIONAL BESTSELLER
Leadership and Self-Deception

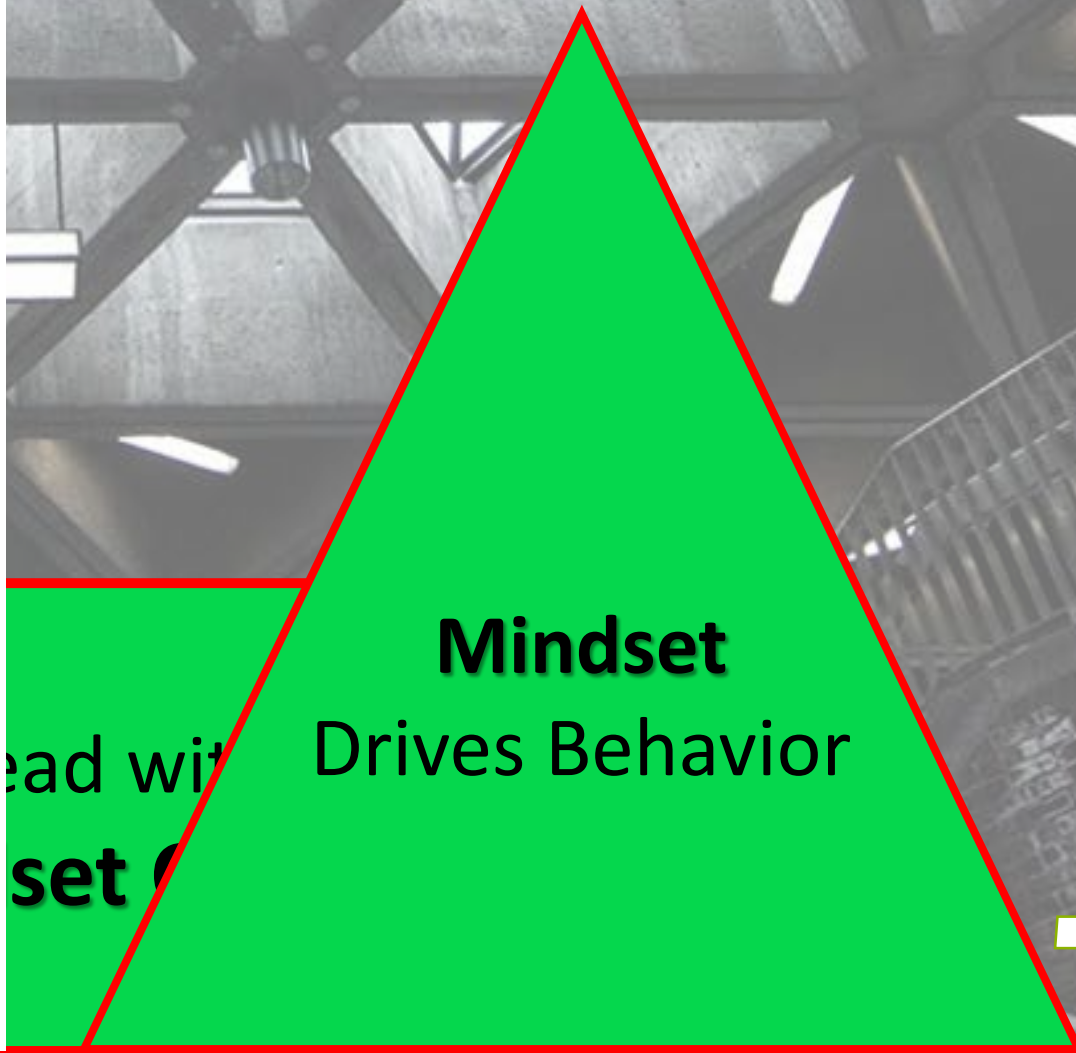
THE OUTWARD MINDSET

seeing beyond ourselves



The Arbinger Institute

Target
Results



Lead with
Mindset

Mindset
Drives Behavior