

What raises performance beyond what's currently considered possible?



Better Discussions. New Answers. Extraordinary Results.

THE MINDSET **DIFFERENCE**

Results can be ordinary or extraordinary

Ordinary results...

...confirm what's currently thought possible.

...come in on or below expectations.

...makes employees feel they've done what's necessary.

...limit possibilities about what comes next.

Extraordinary ones...

...confound this thinking.

...exceed expectations.

...make them feel proud.

...reframe future possibilities.

Extraordinary results are forged from new answers to often persistent challenges

Answers to business challenges can be familiar or new



Familiar answers...


- ...instruct people on how to behave.
- ...are grounded in the past and what seems logical and measurable.
- ...seek conformance and control.
- ...succeed temporarily.

New ones...

- ...transform behaviour from the inside out.
- ...emerge from clarity and creativity based on what's real now.
- ...create commitment and purpose.
- ...succeed sustainably.

New answers emerge from discussions that aren't typical

Typical discussions...

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- ...get caught up in what's familiar
 - ...allow differences to become threats
 - ...can avoid challenging issues
 - ...are overly critical and lacking goodwill
 - ...get people into entrenched positions
 - ...cause people to disengage and wander
 - ...inhibit what people feel willing to talk about
 - ...create only partial commitment to actions
 - ...obscure understanding of what's really going on in a situation

Better discussions...

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- ...explore whatever is needed
 - ...see divergence as a spur to innovation
 - ...challenge and support people
 - ...turns feedback into constructive action
 - ...explore what makes people feel entrenched
 - ...make people feel curious and interested
 - ...encourage people to speak up
 - ...make committing to decisions easier
 - ...get to the bottom of issues and then action

About The Mindset Difference

We help leaders achieve results that exceed expectations.

Our tailor-made programmes are built around a specific, and often persistent business challenge that needs to be resolved.

They are for leaders and teams wanting to raise their game to the next level,
recover from a difficult period or set off on a sound footing soon after they've formed.

We help people understand how their often unnoticed mindsets work.

This helps them uncover new answers that remove what once felt like recurring blocks to higher levels of performance.

We make it easier to overcome obstacles that lessen commitment to new ways forward.
During implementation, we support leaders as they deepen learning and sustain breakthroughs.

There are many development approaches aimed at improving or refining leaders' skills. Others offer ready-made solutions to your challenges.

Ours is different.

We help leaders and teams realise for themselves the difference their mindset makes as they work on getting whatever needs doing done well.

This has four important benefits:

- It ensures existing skills get deployed more effectively and, if needed, new ones acquired more easily.
- It helps leaders uncover new answers and reach their own solutions.
- It increases levels of engagement and commitment to agreed actions.
- It develops leaders and teams more quickly.

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