Al Pittampalli on Open-Mindedness
Gain the most hidden skill in modern leadership

What You’ll Learn:

• Understand why persuadability is critical for modern leaders
• Become a more accurate decision maker by building tiny habits.
• Identify the 3 distinct advantages persuadable leaders possess
• Apply 5 specific “power practices” to become more persuadable in your own work and life
• Learn why persuadability can be a critical element of social change
• Change your mind to change the world

Description

The traditional leadership paradigm that prioritizes confidence, consistency and conviction might no longer work in today’s fast-moving world. In this course, business consultant Al Pittampalli will walk you through 5 specific “power practices” that you can adopt to become a more agile leader. He’ll draw on evidence from social science and cognitive psychology to show you how humility and radical open-mindedness can be powerful leadership assets. You’ll walk away with actionable insights to become a more results-oriented leader who moves quickly to let the best ideas prevail.

Format: Video-Based Course

Curriculum

• LEARNING TOOLS
  o 19 video tutorials from Al Pittampalli
  o A Persuadability Toolkit to help you apply these leadership practices to your own life through a series of exercises and reflections

• SECTION 1: Why Persuadability is the Most Under-Appreciated Skill in Modern Leadership
  o Video: Introduction and Welcome to the Course from Al

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• **SECTION 2**: Power Practices of Persuadable Leaders
  - Video: The Roadblocks to Changing Your Mind
  - Video: Power Practice #1: Consider the Opposite
  - Video: Power Practice #2: Update Your Beliefs Incrementally
  - Video: Power Practice #3: How Do We Kill Our Darlings?
  - Video: Power Practice #4: Tiny Habits to Incorporate Perspective Taking
  - Video: Power Practice #5: The Decisiveness/Persuadability Spectrum
  - Resource: Persuadability Toolkit
  - Activity: Assess Your Knowledge

• **SECTION 3**: How Persuadable Leaders Who Change their Mind Change the World
  - Video: Why Changing Your Mind Can Change the World
  - Video: A Story of a Leader Who Changed His Mind to Change the World
  - Video: The Power of Social Contagion
  - Video: Let the Best Idea Prevail
  - Activity: Assess Your Knowledge
  - Activity: Final Reflection

**About the Course Partner**

AL PITTAMPALLI is the author of *Persuadable: How Great Leaders Change Their Minds to Change the World* and *Read This Before Our Next Meeting: The Modern Meeting Standard for Successful Organizations*, two books...
that combine research and storytelling to help individuals and organizations adapt to a fast changing world. Today, AI helps organizations like NASA and Hewlett Packard, and Abbot Labs transform their organizational cultures.