



# 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**
  - 19 video tutorials from Al Pittampalli
  - 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**
  - Video: Introduction and Welcome to the Course from Al

- Video: What is Persuadability?
- Activity: How Persuadable Are You? Quiz
- Video: Why Persuadability is Different than Traditional Leadership
- Video: Advantage of Persuadability #1: Accuracy
- Video: Accuracy in Action
- Video: Advantage of Persuadability #2: Agility
- Video: Advantage of Persuadability #3: Growth
- Activity: Introduce Yourself to the Course Community
- Activity: Assess Your Knowledge
  
- **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.