The Outward Mindset

Think about:

The People in your life you most like

Your Best Boss

The person who Inspires you to do your best

The acquaintance you most respect

KCPD Swat Team

Taking criminals down hard; no respect for “bad guys”

vs

Think about what others need

Complaints $70k per, 2-3/month

Cutting 100M from budget

Finding a way to keep others from cutting their budgets

vs.

Finding a way to keep others from cutting their budgets

Finding out information that will help you, and potentially others, Share? Or Don't Share?

Inward Mindset

How can this affect a Contract proposal process.

i.e. What do I need to do to win business

vs

What do I need to do to provide value to the warfighter

Inward mindset at work

“Nice” inward mindset

Outward mindset

CFS2 – Debt Collection.

Berate Debtors until they pay

vs

Find help for Clients so that they can pay

San Antonio Spurs 13/20 in 1st place

-Players who have “gotten over themselves”

The Most Important move:

See Others motivations

