## **CONTENTS**

INTRODUCTION	ix
SECTION 1: WHY BLINDSPOTS MATTER	
CHAPTER 1: THE DANGERS AND REWARDS OF BEING BLIND	3
CHAPTER 2: HOW TO SPOT BLINDSPOTS IN YOURSELF AND OTHERS	17
CHAPTER 3: THE COMMON BLINDSPOTS HOLDING LEADERS BACK	35
CHAPTER 4: WHY BLINDSPOTS ARE AN EVER-PRESENT CHALLENGE	55
SECTION 2: HOW TO SURFACE AND OVERCOME BLINDSPOTS	
CHAPTER 5: SEEDT FOR YOURSELF: CUSTOMERS, COLLEAGUES, AND OUTSIDERS	71
CHAPTER 6: SEEK OUT THAT WHICH DISCONFIRMS WHAT YOU BELIEVE	91
CHAPTER 7: DEVELOP PERIPHERAL VISION AND SEE WHAT OTHERS MISS	117
CHAPTER 8: BUILD A NETWORK OF TRUSTED ADVISORS IN CRITICAL AREAS	131

THE VITAL FEW PRIORITIES	145
CONCLUSION	163
SECTION 3: ADDITIONAL RESOURCES	
RESOURCE A: BLINDSPOT Q&A	173
RESOURCE B: LEADERSHIP BLINDSPOT SURVEY: SELF-ASSESSMENT	177
RESOURCE C: COMMON LEADERSHIP BLINDSPOTS: FEEDBACK WORKSHEET	183
RESOURCE D: READINGS ON LEADERSHIP BUNDSPOTS	187
NOTES	189
ACKNOWLEDGMENTS	205
ABOUT THE AUTHOR	207
INDEX	209

The *Leadership Blindspots Self-Assessment Survey* is available online at www.wiley.com/go/leadershipblindspots.

The survey contains ten questions in each of the four potential blindspot areas (self, team, company and markets). The results indicate a leader's likelihood of having blindspots in each of these four areas and in total.