

Conscious Business

Fred Kofman

SESSION ONE

The Learner and the Knower

Introduction
The dangers of unconsciousness
From product to process
The human infrastructure
Learning experiences
Closing the gap
The Learner and the Knower
Blaming the challenge

SESSION TWO

The Victim and the Player

Introduction
The Knower as Victim
The Learner as Player
Righteous indignation
Taking responsibility
The Challenger disaster
Happiness beyond results
Giving your best

SESSION THREE

How to speak your truth

Introduction
Beyond surface thought
Terminal courtesy
What could have been different?
Finding your deeper truth
Manipulative goals
Fact versus opinion
Moving forward

SESSION FOUR

How to discover someone else's truth

Introduction
Eliciting and expressing truth
Responsibility has a price
Presenting the source
Skillful inquiry
Defining conflict
Mutual understanding
The golden question
Authority

SESSION FIVE

Organizational schizophrenia

Introduction
The theory of the double bind
Contradictions in corporate life
Staying centered in yourself
Looking at the dilemma
Other binds
Commitment to truth

SESSION SIX

The dilemma of change

Introduction
Elements of change
A thought experiment
Conflict between two values
Working with others
From desire to request
Using these tools on your own
Praise

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Conscious Business *continued*

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SESSION SEVEN

Commitment conversations

Introduction
Beyond technique
Defining commitment
Integrity
Honoring promises
Making effective requests
Defining standards

SESSION EIGHT

The five possible responses to commitment conversations

Introduction
The five possible responses to commitment conversations
Keeping promises
Conscious complaining
The book borrowing example
Preserving the relationship

SESSION NINE

Dealing with the eight basic emotions

Introduction
Exploring emotionality
The eight basic emotions
Fear, anger, and guilt
The pleasure emotions
How to manage emotions
The “check in” process
Using the breath

SESSION TEN

Values and virtues for ethical business

Introduction
Ultimate values
Virtuous behavior
Process over product
Freedom exercise
Responsibility, autonomy, and excellence
Honesty, humility, respect, and compassion
Kindness, integrity, equanimity, and discipline
Impeccability and integration

SESSION ELEVEN

Mental models and stages of consciousness

Introduction
The consequences of our models
Picasso and perspective
Unknowable losses and personal history
Unconscious beliefs
Evolutionary objects
From conformity to an integral model

SESSION TWELVE

Identity and spiritual optimism

Introduction
Who we believe we are
Discovering our true nature
A thought experiment
The story of myself
Illusions of consciousness
A larger identity
Coming back to market with helping hands

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