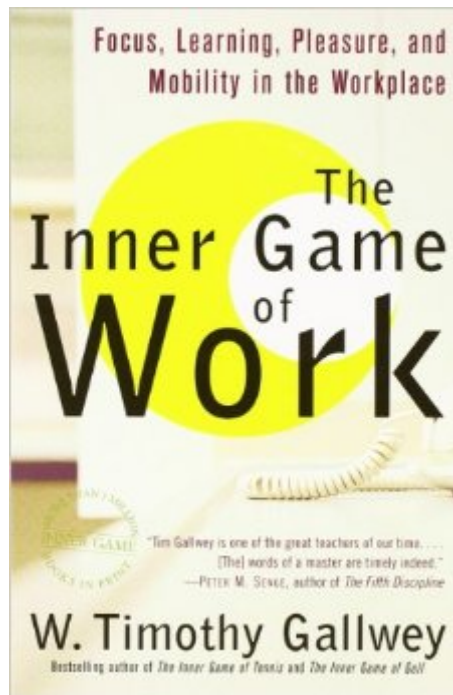


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# The Inner Game Of Work: Focus, Learning, Pleasure, And Mobility In The Workplace



## Synopsis

Do you think it's possible to truly enjoy your job? No matter what it is or where you are? Timothy Gallwey does, and in this groundbreaking book he tells you how to overcome the inner obstacles that sabotage your efforts to be your best on the job. Timothy Gallwey burst upon the scene twenty years ago with his revolutionary approach to excellence in sports. His bestselling books *The Inner Game of Tennis* and *The Inner Game of Golf*, with over one million copies in print, changed the way we think about learning and coaching. But the Inner Game that Gallwey discovered on the tennis court is about more than learning a better backhand; it is about learning how to learn, a critical skill that, in this case, separates the productive, satisfied employee from the rest of the pack. For the past twenty years Gallwey has taken his Inner Game expertise to many of America's top companies, including AT&T, Coca-Cola, Apple, and IBM, to teach their managers and employees how to gain better access to their own internal resources. What inner obstacles is Gallwey talking about? Fear of failure, resistance to change, procrastination, stagnation, doubt, and boredom, to name a few. Gallwey shows you how to tap into your natural potential for learning, performance, and enjoyment so that any job, no matter how long you've been doing it or how little you think there is to learn about it, can become an opportunity to sharpen skills, increase pleasure, and heighten awareness. And if your work environment has been turned on its ear by Internet technology, reorganization, and rapidly accelerating change, this book offers a way to steer a confident course while navigating your way toward personal and professional goals. *The Inner Game of Work* teaches you the difference between a rote performance and a rewarding one. It teaches you how to stop working in the conformity mode and start working in the mobility mode. It shows how having a great coach can make as much difference in the boardroom as on the basketball court-- and Gallwey teaches you how to find that coach and, equally important, how to become one. *The Inner Game of Work* challenges you to reexamine your fundamental motivations for going to work in the morning and your definitions of work once you're there. It will ask you to reassess the way you make changes and teach you to look at work in a radically new way. "Ever since *The Inner Game of Tennis*, I've been fascinated and have personally benefitted by the incredibly empowering insights flowing out of Gallwey's self-one/self-two analysis. This latest book applies this liberating analogy to work inspiring all of us to relax and trust our true self."--Stephen R. Covey, author of *7 Habits of Highly Effective People*

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## Customer Reviews

This book presents a fundamentally different view on working and learning. This other view leads to more pleasure, better performance and more effective learning in work. The ideas in this book are so powerful and relevant and Gallwey describes them so clearly that it seems virtually impossible not to apply them. Gallwey's core message is: the traditional way in which we try to improve ourselves and our performance -through (self-)instruction and supervision- blocks what we try to achieve. To be more specific: an instructive, controlling approach to performance improvement does not lead to better but to worse performance! After Gallwey finished his English study at Harvard University in the nineteen seventies, he went to work as a tennis coach. Doing that, he discovered that nearly all his pupils tried very hard to improve one aspect of their play that they did not like, for instance their backhand. They expected Gallwey to give them the remedy for their problem. First, this was exactly what he did: "hold your racket like this, stand there, hit the ball then", etc. He instructed pupils but noticed that they showed resistance to his instructions and that their learning did not go well. Then he noticed, to his surprise, that the performance suddenly was better when pupils stopped trying so hard to correct their mistakes but instead just played tennis for fun. Based on this observation that the 'forced mode' of learning was less effective than the 'natural' mode Gallwey built his approach. His book 'The Inner Game of Tennis' became a bestseller. Gallwey proposed that the ineffective, instructive dialogue between coach and pupil also existed within the head of the pupil.

This book deserves more than five stars, because it explains how you can be most effective in learning, gaining experience, and achieving higher performance. The principles are based on Mr.

Gallwey's earlier successful coaching experiences and books about the inner games of tennis and golf. That may sound like an unlikely way to approach becoming more effective at work, but it is unusually effective for those who have ever played tennis or golf by providing a visceral point of reference. I could immediately relate to the book's ideas, because both my tennis and golf performances are hindered by the critical stream of commentary that flows in my head as I play these sports. Occasionally, I quiet the criticism and I play much better. To me, the explanation of how to help someone improve their tennis or golf games, or do their work better was a real eye opener. If you encourage someone to simply notice what is going on during the performance of the act (where they strike the ball relative to their feet in tennis, the lie of the ball in golf, or the important circumstances of the work environment), the person will quickly and easily find their own solutions to becoming more effective. That made sense to me because I have been operating without taking golf lessons for about a year and a half now, and many parts of the game have improved in major ways. I have taken charge of making my own diagnoses of what I need to do differently, and have learned a lot that I did not grasp from taking lessons. That experience validated the author's approach for me.

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