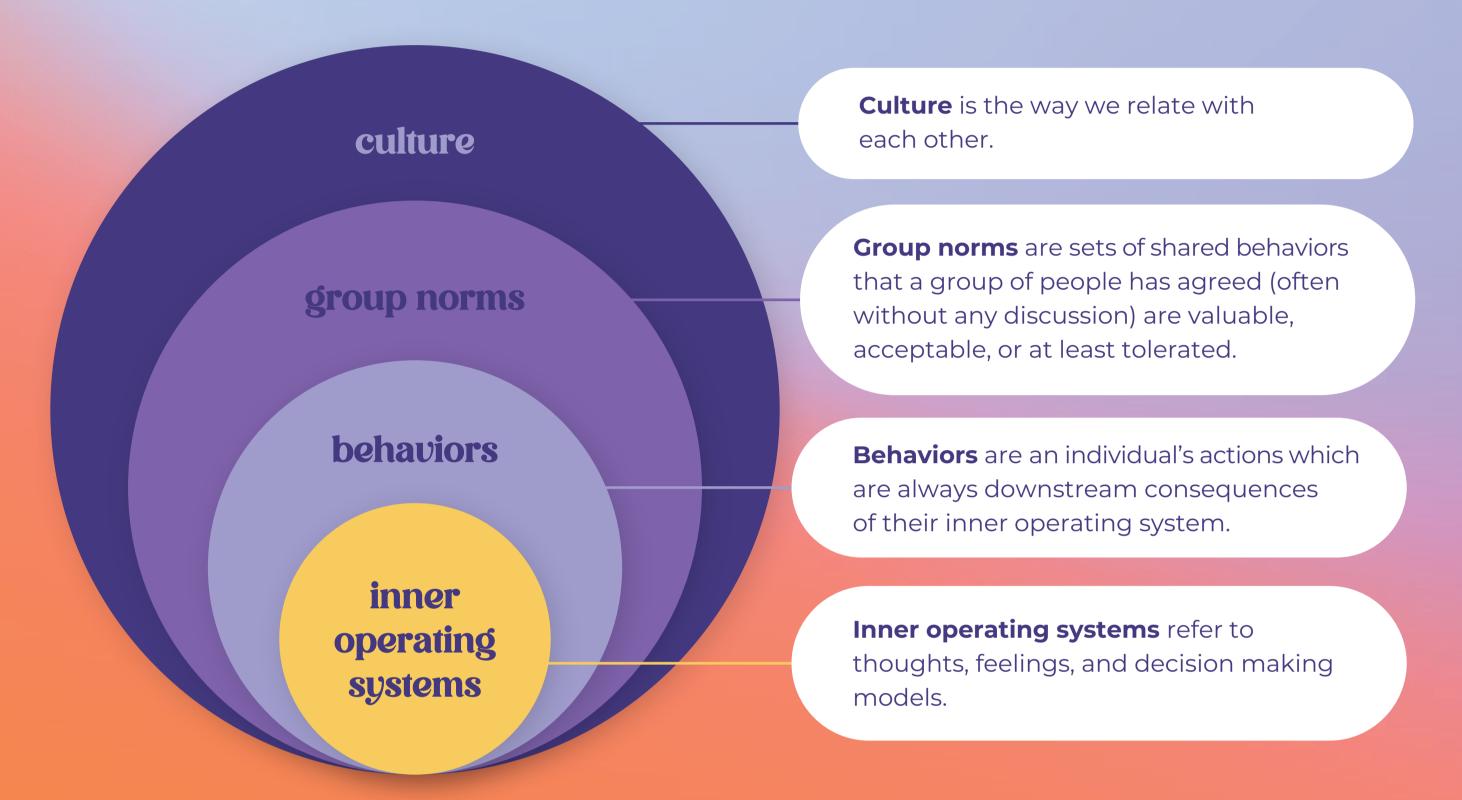
## What is culture, and how do we change it?

culture is **10x** more important than compensation in determining whether employees will stay or leave.



Cultures only change when group norms change. Group norms change when people behave differently. But humans only change their behaviors lastingly when they have changed the way they think, feel, and make decisions.

we call this doing our

## me work & we work

The personal work of updating my inner operating system that only I can do for me.

The interpersonal work work work work that we must do in connection with each other.

Both Me Work and We Work involve a shift from reactivity to responsiveness.

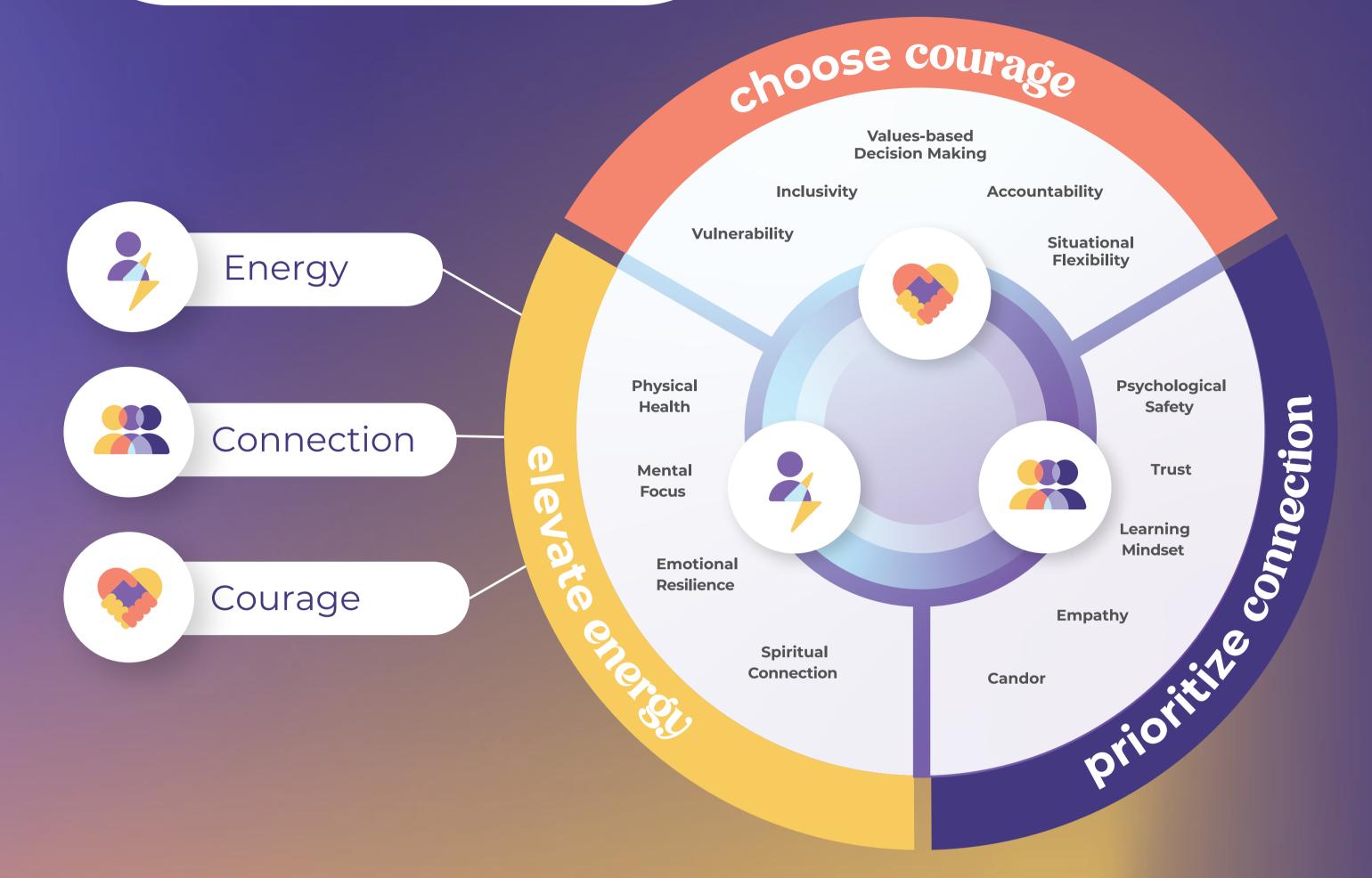
Habitual
Automatic
Lead with Ego
Mindless
Remain Curious

While Me Work and We Work are valuable in many ways, one of the biggest benefits to the organization is that they enable people to better address **system issues** and help the organization fulfill its mission.

responsive



what are we focusing on while we're doing this me, we, and systems work?



who is responsible for culture change? everyone!

Culture is everyone's business. And...



The formal leader of the team has the **greatest impact on culture** because of their positional power. Leaders influence culture by what they demonstrate, reward, and discourage.

