



# BlindSpot Zone™ Workshops – CPE Information

BlindSpot Zone programs combine concepts from across a wide spectrum of disciplines such as Unconscious Bias, Cognitive Behavioral Psychology (CBT), Emotional Intelligence, DISC Personality & Behavioral sciences, Positive Psychology, and Philosophy. The content is synthesized to distance it from academia and deliver it in lay terms in a fun, engaging style. The majority of the participants will easily relate to the material.

Each workshop will be tailored for the desired focus and outcomes such as Leadership, Management, Teamwork, Safety, Diversity & Inclusion, Behavioral Ethics. Some programs are tailored to focus on mission specific outcomes such as sales, client acquisition & retention, entrepreneurship and more.

The workshops are interactive and designed to help participants better understand the blind spots that influence and impact their perceptions, mindsets, decisions and behaviors as well as the behaviors of others. Participants will experience personal, reflective exercises, pair-ups and table discussions as well as group discussions to aid in learning.

The core CPE competencies of all Blind Spots programs fall under Behavioral Ethics. Depending on the length of the program, other CPE categories include: Ethics and Professional Conduct; Ethical Practice in Business; Personal Ethics; Ethical Decision-Making; and, Corporate Ethics under the Behavioral Ethics section of NASBA subject matters, and Public Interest and Responsibilities; and, SEC Oversight under the Regulatory Ethics section. For additional information, see “Regarding CPE credit hours” at [KevinMcCarthy.com](http://KevinMcCarthy.com).

Some of the concepts discussed depending on the length of the program are (not necessarily in order):

1. Blind spots defined
2. **Worldview Framework**
3. **Illusion of Control**
4. Multitasking myth
5. Net outcome bias
6. Confirmation bias
7. Availability bias
8. Selective perception
9. Reactionary devaluation
10. Vulnerability scale
11. Expert fallacy
12. Johari Window
13. Authenticity façade
14. The Virtuous Person
15. Character Counts
16. Values-based Decision Matrix
17. Implicit associations
18. Stereotypes
19. Self-awareness
20. Thinking errors
21. Choice supportive bias
22. Bandwagon effect
23. What makes people tick?
24. Five core dimensions of the whole person
  - a. Personality & behavior styles
  - b. Individual motivators
  - c. Emotional intelligence
  - d. Critical thinking styles
    - i. STP-CAP (critical thinking model)
  - e. Learning styles
25. Ethical Decisions Framework
26. Mindfulness
27. Mindset Challenge