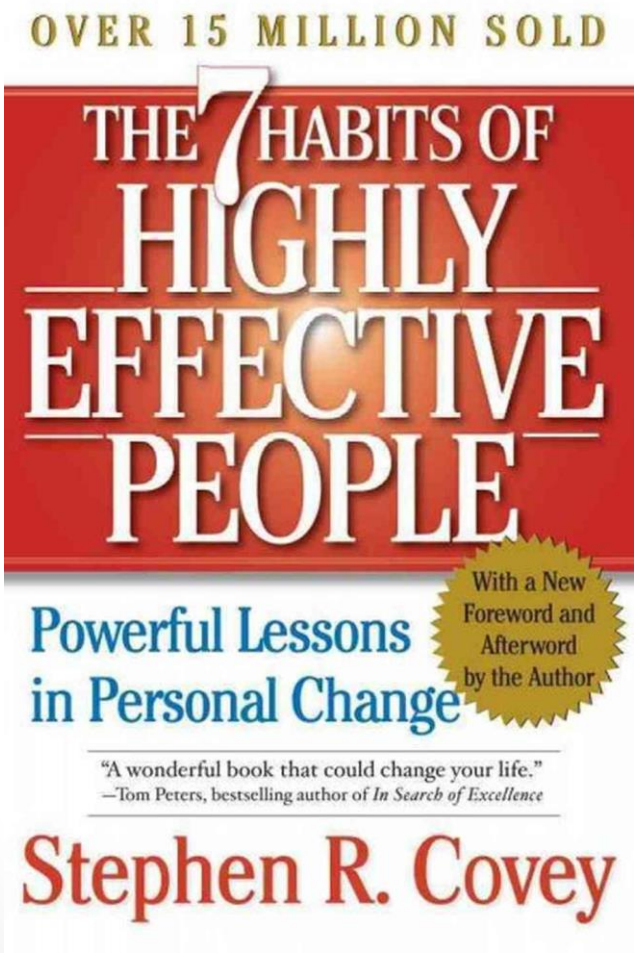
The 7 Habits of Highly Effective People

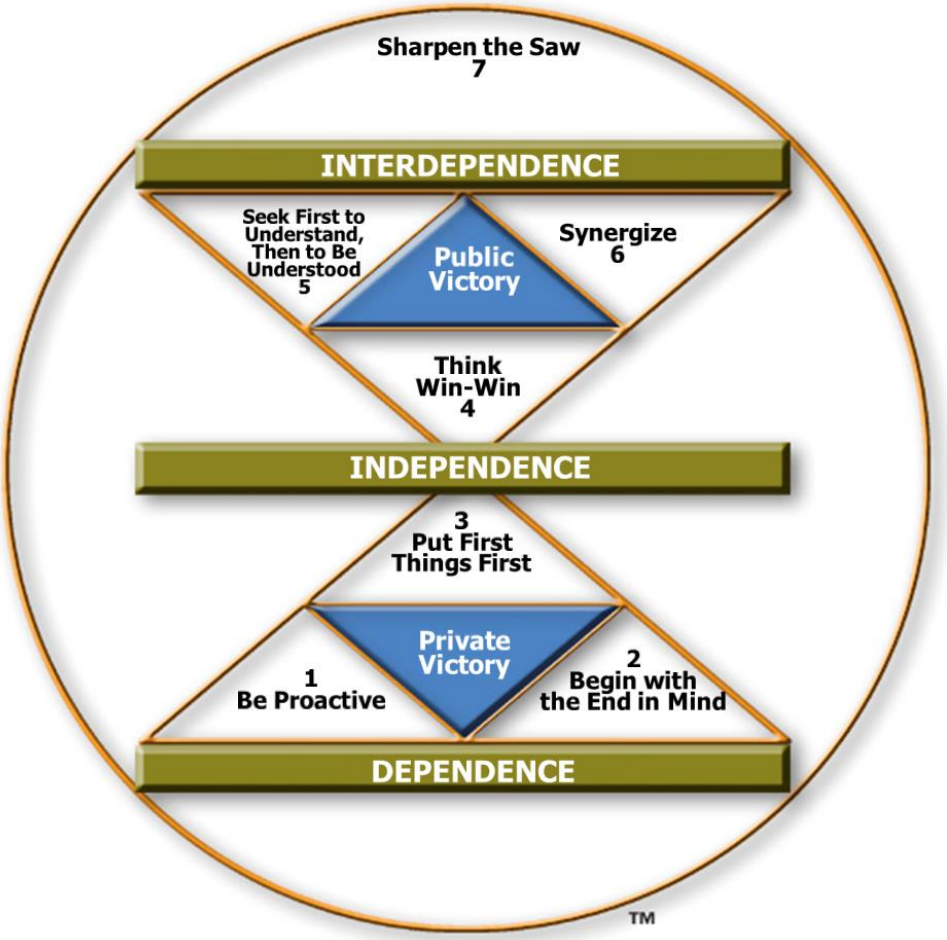
Habit 1: Be Proactive

The Book and Author



- Written by Stephen R. Covey.
- Graduated from Harvard University with an MBA.
- Chairman of the Covey Leadership Center and the Institute for Principle-Centered Leadership
- Meant to help people solve professional and personal dilemmas through principled living.

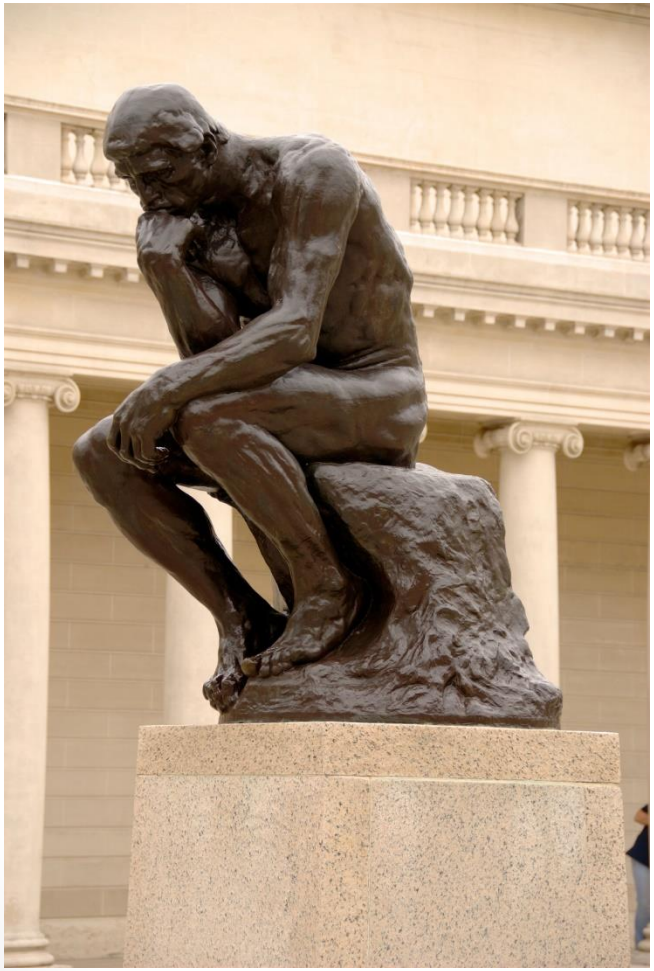
Overview


Sharpen the Saw
7
INTERDEPENDENCE
Seek First to Understand, Then to Be Understood
5
Public Victory
Synergize
6
Think Win-Win
4
INDEPENDENCE
3
Put First Things First
Private Victory
1
Be Proactive
2
Begin with the End in Mind
DEPENDENCE
TM

Determinism

- Determinism - the doctrine that all events, including human action, are ultimately determined by causes external to the will.
  - Some philosophers have taken determinism to imply that individual human beings have no free will and cannot be held morally responsible for their actions.
  - Genetic Determinism – Your grandparents did it to you
  - Psychic Determinism – Your parents did it to you
  - Environmental Determinism – Society did it to you
- Stimulus -> Response
  - Your actions are pre-programmed
- Can you think of an area in your life where you apply this?

Thought Exercise

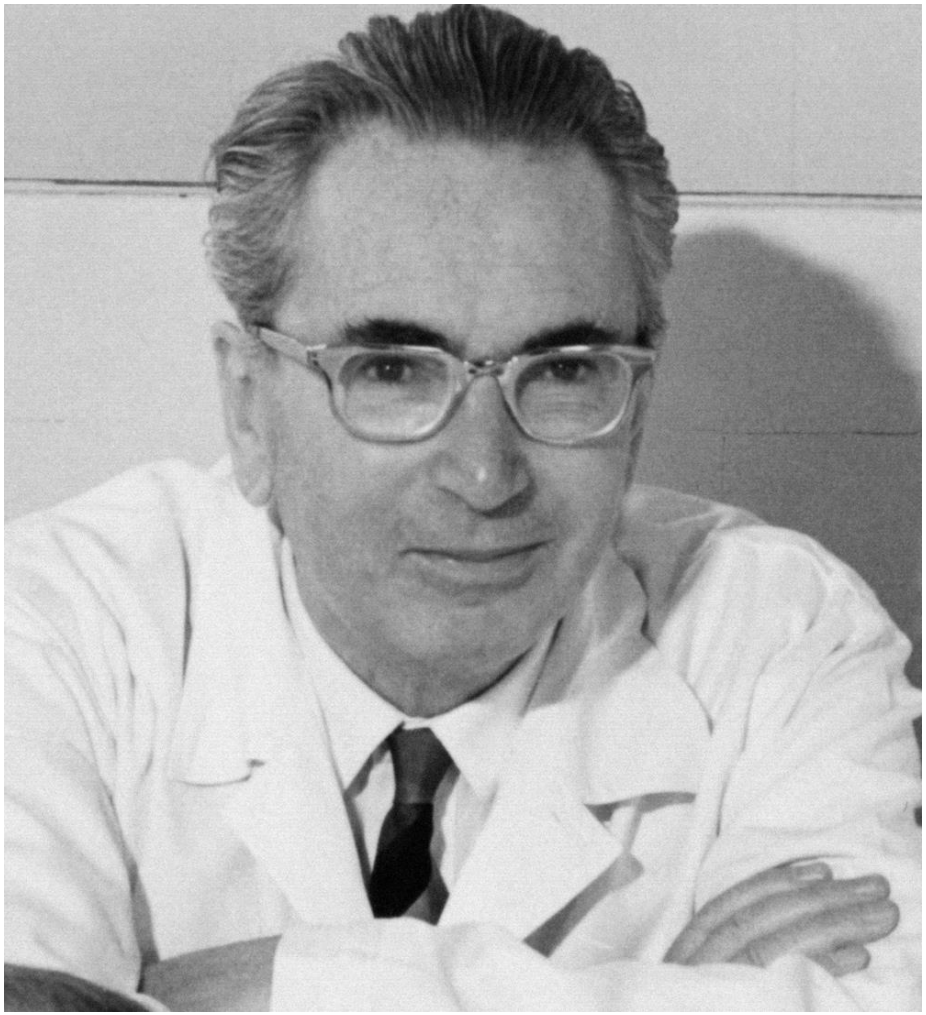


- Take a minute to think about yourself
- Let your mind out of your body
- What are you doing here? Why are you doing it? How do you feel about it?

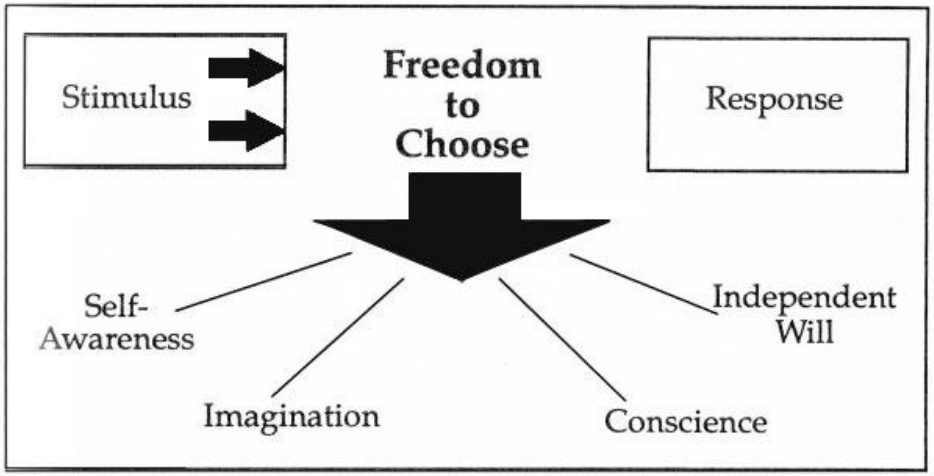
Self-Awareness

- The ability to think about thought itself.
  - Humans have it. Animals don't.
- What does this allow us to do?
  - Imagination – we can create things beyond the present reality
  - Conscience – awareness of the principles that govern right and wrong
  - Independent Will – Freedom to act based on our self awareness alone

Victor Frankl



Free Will



PROACTIVE MODEL

- Determinism is overturned by free will.
- Our self-awareness, imagination, conscience, and independent will allow us to make choices removed from stimulus.
- You choose your response to the world

What is Proactivity?

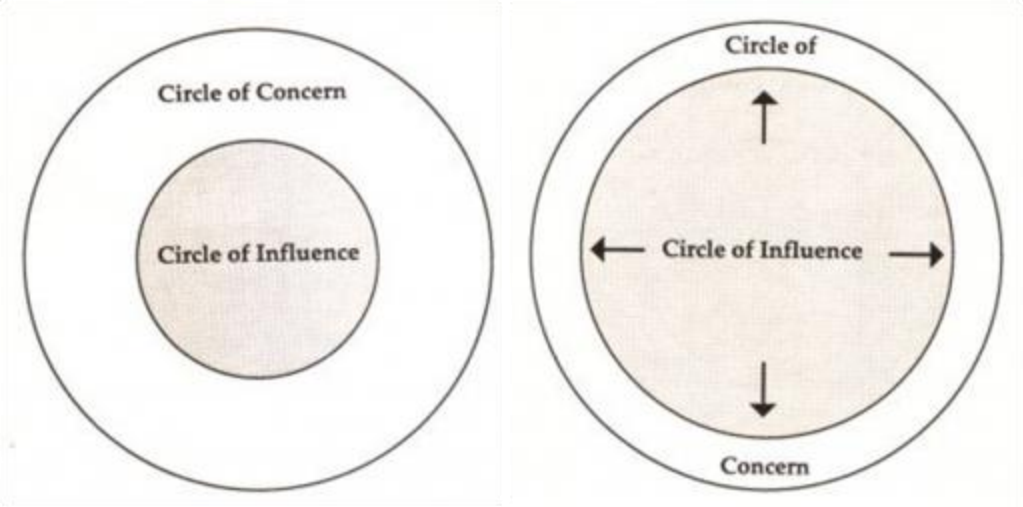
- pro·ac·tive adjective: **proactive**
  - (of a person, policy, or action) creating or controlling a situation by causing something to happen rather than responding to it after it has happened.
- What does that mean?
  - See your world as a product of what you have done to it
  - Act first on your own volition
  - Take responsibility for your actions
- Contrast with **reactive**
- Where do you see this in real life?

Take the Initiative

- You have to undergo a paradigm shift.
  - We want to see the world as acting on us
  - We have to see us as acting on it
- See the circumstances you have for what they are. Then, see what you can do in response.
  - There is always a solution
  - “Solution selling” is one of the most highly valued skills on the market
- Ask yourself what you are doing, not what you have
- Initiative is what forms these habits to begin with.
- Note: This is NOT positive thinking.

Circle of Concern vs Influence

- Circle of Concern – The things that act on us
- Circle of Influence – The things we act on
- Proactivity widens the Circle of Influence. Reactivity shrinks it.
- Where do we want our circles to be?
  - Where are your circles right now?



The Difficulties of Proactivity

- Being proactive is HARD.
- We need to change ourselves to be more proactive, but this REQUIRES proactivity.
- Proactivity means YOU take responsibility
  - Few of us like to admit that we're at fault.
- We will NOT always succeed.
  - Consequences need to be accepted, and failure learned from.
- There are things OUTSIDE our control.
  - Alcoholics Anonymous Prayer: *God, grant me the serenity to accept the things I cannot change, the courage to change the things I can, and the wisdom to know the difference.*

The Reward is IMMENSE.

Credits

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