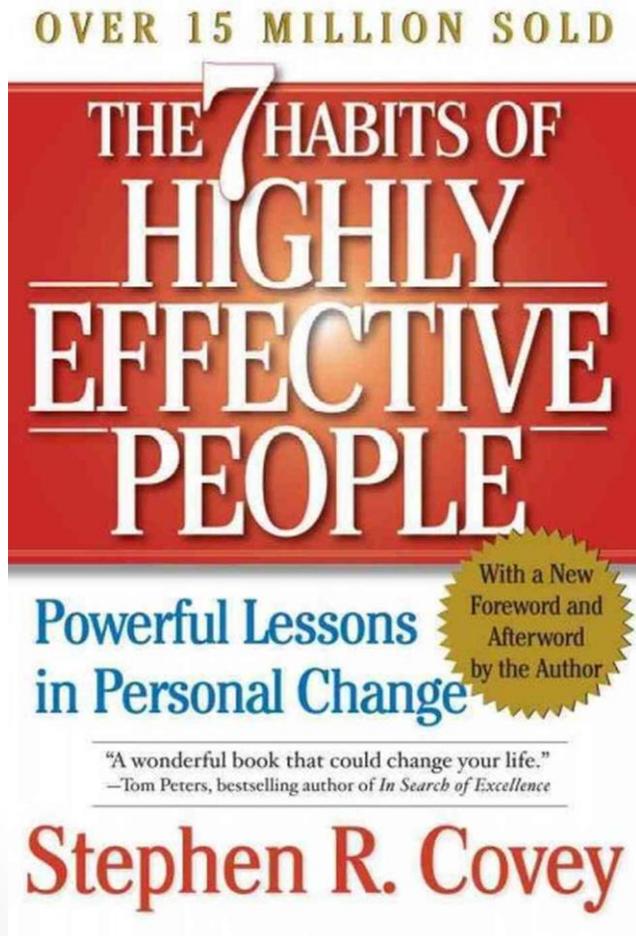


The 7 Habits of Highly Effective People

Introduction

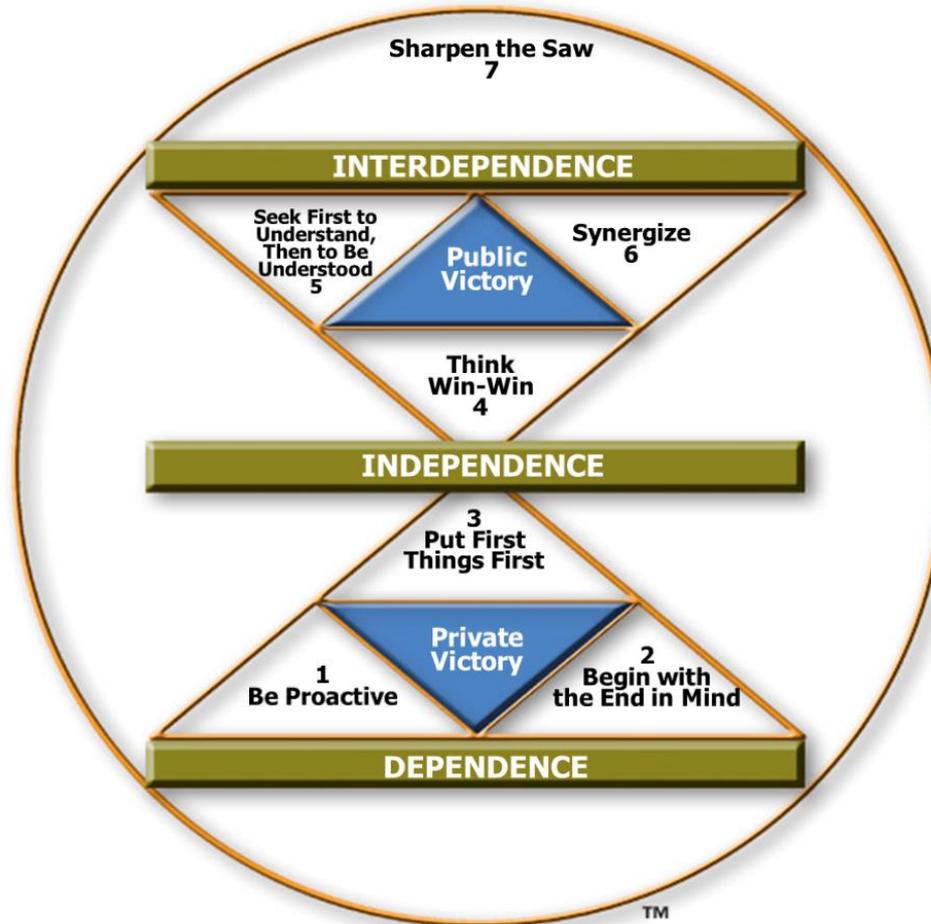
Inside Out

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



What Is Success?

- What do we define success as?
 - Wealth? Power? Happiness? Fame?
 - Do we even know?
- How do we act when we don't get it?
 - Who do we blame? Ourselves or others?
- What's the cause of our failure?
 - Is it in our control or outside of it?
- Do we demand the same of others that we demand of ourselves?
- Are we determined to see success as only defined by others?
 - Are we valuing people for who they are or for who we want them to be?

Character vs Personality

- Character Ethic
 - Focuses on how we live.
 - Integrates fundamental principles into our lifestyles
 - Our adherence to these principles determines our success
- Personality Ethic
 - Focuses on public perception of our life.
 - Stresses need for positive thought.
 - Applies techniques to human interaction to get the highest positive results.
- One gives us genuine life change and results while the other is a mask for inner problems that never get addressed.
- Which one have you encountered most?

Paradigm Shift

- Paradigm: A way of seeing things
- Balance of Ideals and Realities
 - Ideal: How we want things to be
 - Reality: How things are
- Shifting Paradigms can be very powerful
 - Copernican Revolution
 - Allows us to see problems in a new light
- But to see things different, you must first be different
 - Our perception is formed based on who we are
 - You can't tell yourself to see something differently

Understanding Principles

- Principles form guiding laws by which to live
 - They are universal and unchangeable
- They aren't practices
 - You do not *do* a principle
- They aren't values
 - We don't choose them; they are independent of us
- Principles enable us to grow and change
 - Not an instant process
 - Requires patience and understanding, also towards others
- Change starts with oneself and grows outward
 - We cannot change others before changing ourselves
 - Every time you see a problem, look inwardly first

Forming Habits

- The way we act which we repeat continuously and often subconsciously.
- Intersection of Knowledge, Skill, and Desire:
 - Knowledge: What we are doing
 - Skill: How we do it
 - Desire: What we want from it
- Far harder to break than it is to form
- They are expressive of our character to others
 - The most successful judge by action, not words
- Good habits produce happiness
 - Desiring the right things and being able to attain them will lead to success

The Stages of Dependence

- Starts at birth; is a process of maturing
- Dependence:
 - Childhood
 - We require others to help us get what we want, tell us how to think, provide for our needs.
- Independence:
 - Adolescence
 - We journey outward, finding our own desires, thinking on our own, finding ways to free ourselves from past dependencies.
- Interdependence:
 - Adulthood
 - We understand that the best route comes from sharing our talent and our resources, building trust, and forming relationships.
- The last is the most optimal for ensuring success, but many of us get stuck on the first two.

Production vs Capacity

- Goose That Laid the Golden Egg
- Life is a balance of Production and Capacity
 - Production: What we make
 - Capacity: Our ability to make
- Other people only see Production; bias if we rely on approval
- How much we produce depends on our capacity
 - It will dry up if we don't maintain it
- Shifting too far impairs our success
 - Focus on capacity and we waste our life
 - Focus on production and we burn out
- Applies to Organizations as much as it does People
- What places do you see this in your life?

In Context

- Success begins on the inside
- How we see the problem is often the problem
- We cannot see differently unless we change ourselves
- Identify principles to live by
- Build habits off of these principles
- These principles allow us to mature
- Principles and good habits allow us to balance Production and Capacity
- A balance generates success in all that we do

Credits

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- <http://blog.adesa.com/wp-content/uploads/2013/04/7-habits-of-highly-effective-people.jpg>