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- To try to change outward attitude and behaviors does very little good in the long run if we fail to examine the basic paradigms from which those attitudes and behaviors flow.

The 7 Habits of Highly Effective People

Stephen R. Covey

➤ What we are communicates for more eloquently than anything we *say or do*.

➤ Powerful conditioning affects our perceptions, our paradigms.

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- Each of us tends to think we see things as they are, that we are objective. But this is not the case. We see the world, not as it is, but as we are – or, as we are conditioned to see it.

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Habit

- Be Proactive
- Begin with the End in Mind
- Put First Things First
- Think Win/Win
- Seek First to Understand, Then to Be Understood
- Synergize
- Sharpen the Saw

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