

7 HABITS OF HIGHLY EFFECTIVE PEOPLE

COMMUNITY OF PRACTICE, SESSION #3

HABIT 2: BEGIN WITH THE END IN MIND

DATE: DECEMBER 17TH, 2014

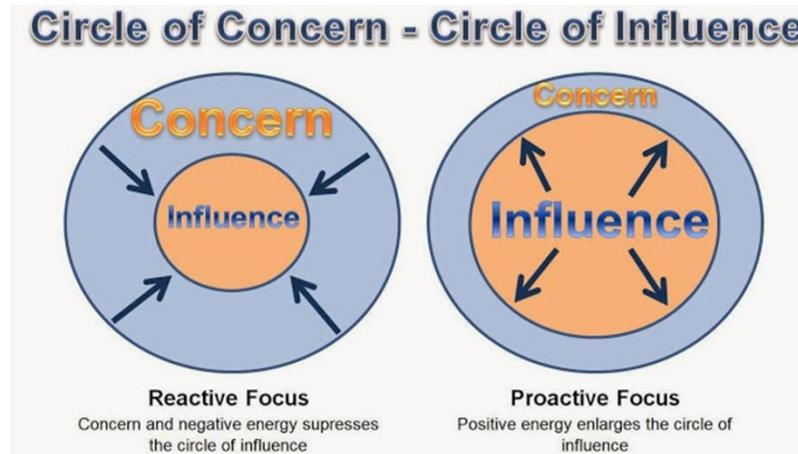
FACILITATOR: BRYNN SHADER

CIRCLE OF INFLUENCE

HOMEWORK: CONTROL

ACTIVITY

- What Circle was your personal/professional problem located in: Direct/Indirect/No Control?
- Write on your sticky:
 - 1) The Challenge
 - 2) Setbacks and/or Successes
- Place your card in the appropriate circle



HABIT 2: BEGIN WITH THE END IN MIND

Agenda

- **Circle of Influence Homework Review: Control Activity**
- **Describing - You Are the Programmer**
- **The Center**
 - Exploration and Activity
- **Principle Centered Approach**
 - Exploration and Activity
- **Brain Dominance Theory, Visualization and Affirmations**
- **Roles and Goals → Your Mission Statement**
 - Exploration and Activity
- **Wrap Up**

ALL THINGS ARE CREATED TWICE

All Things are Created First...

- Mentally (right brain)

And Then...

- Physically (left brain)



“There is a first creation to every part of our lives- we are the second creation of our proactive design, or other people’s agenda, circumstances or past habits.”

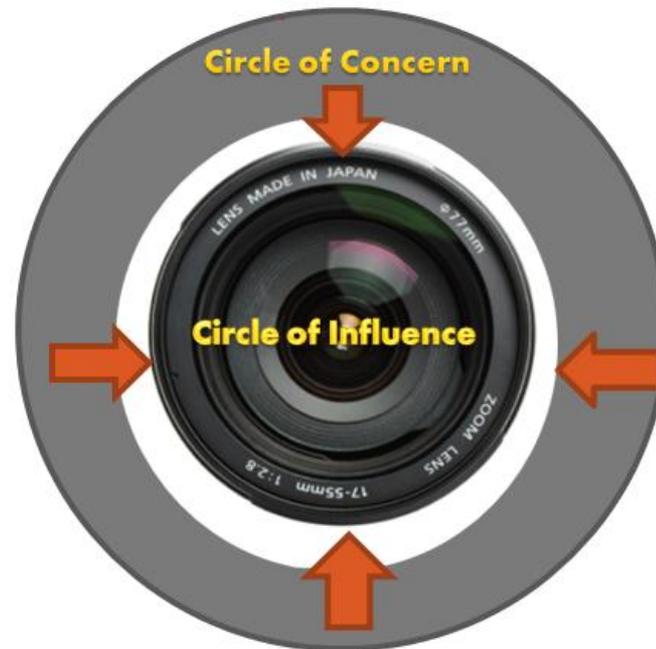
RESCRIPTING: YOU ARE THE PROGRAMMER

- **Habit 2 is based on principles of Personal Leadership**
 - **Rescripting-** Building on proactivity (Habit 1), we now utilize *imagination* and *conscience* to exercise personal leadership and write our own script
- **Habit 1 = You are the programmer**
- **Habit 2 = Now you write the program**
 - Example- Anwar Sadat



THE CENTER

- **The Center** – Our lens at the center of our Circle of Influence
 - Our Vision and Values
 - Our Mission Statement



ALTERNATE CENTERS (NOT PRINCIPLE CENTERED)

- Spouse-centered
- Family-centered
- Money-centered
- Work-centered
- Possession-centered
- Pleasure-centered
- Friend-centered
- Enemy-centered
- Church-centered
- Self-centered

CENTERS ACTIVITY: PART I

Scenario

The IT Director at Sunshine University has just received notice from the Vice President of IT that due to a recent outage, patches must be run to fix several system critical issues on both Saturday and Sunday of the coming weekend. As a result, the Manager must choose four employees to work the patch, as well as supervise the operation to ensure resolution.

Roles

Vice President

Director

Manager

Employee

Questions

- What issues would you have to confront?
- What questions would you ask yourself?
- What decision would your character make in the scenario?
- What Center would that decision come from?



PRINCIPLE-CENTERED

- A **principle-centered approach** would have your character:
 - Stand apart from the emotion of a situation
 - Look at the balanced whole
 - Evaluate the possible implications of the various alternative decisions
 - Come up with the best solution, taking all factors into consideration
- **Did your role think and act from a Principled-Center?**

THE 5 QUALITIES OF A PRINCIPLE CENTERED APPROACH

The 5 qualities of a principle-centered decision making process:

- 1) **Proactive**
- 2) **Long-term Thinking**
- 3) **Derived from my Values**
- 4) **Relationship-Based**
- 5) **Comforting**

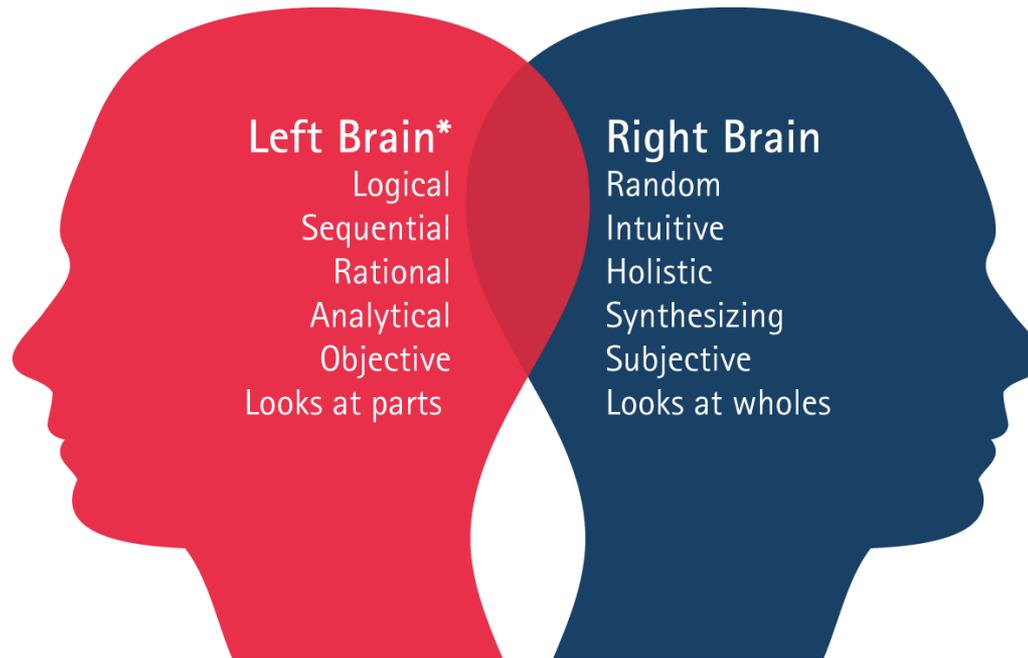


CENTERS ACTIVITY: PART II

- **Imagine if your role was making decisions and taking actions from a Principle-Centered approach**
 - What would be different?
 - What questions may you ask yourself coming from a Principle-Centered approach?
- **List 10-15 questions, and choose your top 3 to share**



BRAIN DOMINANCE THEORY



*Source: Funderstanding.com, Inc., New Jersey

VISUALIZATION AND AFFIRMATION

- Literally beginning with the end in mind
- Right brain power → Visualization → Affirmations → RESULTS
- World-class athletes are visualizers: They see it, they feel it, they EXPERIENCE it before it actually happens (Dr. Charles Garfield)
- American freestyle ski Olympian Emily Cook

http://www.nytimes.com/2014/02/23/sports/olympics/olympians-use-imagery-as-mental-training.html?_r=0



ROLES AND GOALS: THE BUILDING BLOCKS

Identify Your Roles and Goals → Mission Statement → RESULTS

- Goals focus on results rather than activities- Zoom Out

Role Examples

- Daughter
- Friend
- Sister
- Colleague
- Facilitator/Trainer
- Yoga Student

ROLES AND GOALS: ACTIVITY

- **Identify the roles in your lives**
- **Set a goal around each role**
 - What matters to you most in life?
 - What are your values?
 - What is your glass ball?
 - What changes would you like to make in each specific area of your life?
 - What results would you like to see?



WRAP UP

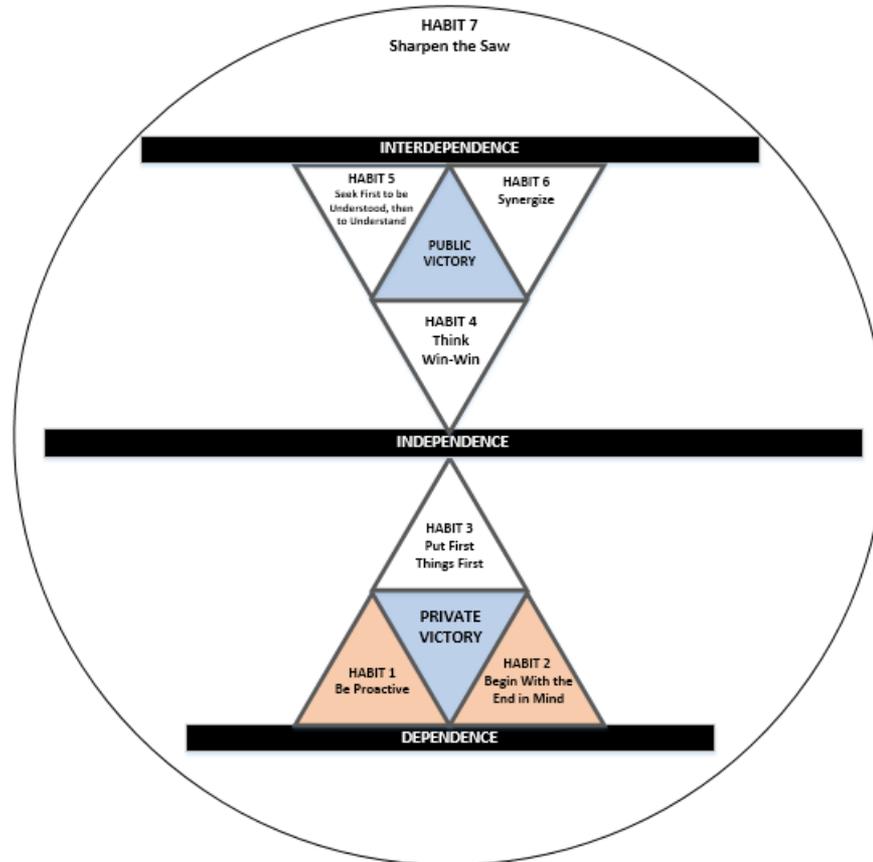
4 Concepts Covered Today:

- **All Things are Created Twice/Rescripting/Programmer**
- **The Center (Alternate Centers, Principle-Centered)**
- **Brain Dominance Theory/Visualization/Affirmation**
- **Roles and Goals → Mission Statement**

What new tool can you use?



BIG PICTURE REMINDER



HOMework

1. **Build your Mission Statement through the website**
<http://www.franklincovey.com/msb/>

Must be completed in one sitting, will discuss in 4th session on January 21st

2. **Read Habit 3: Put First Things First**