

## **7 HABIT OF EFFECTIVE PEOPLE**



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The 7 Habits of Highly Effective People, first published in 1989, is a business and self-help book written by Stephen Covey. Covey presents an approach to being effective in attaining goals by aligning oneself to what he calls "true north" principles based on a character ethic that he presents as universal and timeless.. Covey defines effectiveness as the balance of obtaining desirable results

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Recognized as one of Time magazine s twenty-five most influential Americans, Stephen R. Covey (1932 2012) was an internationally respected leadership authority, family expert, teacher, organizational consultant, and author. His books have sold more than twenty-five million copies in thirty-eight languages, and The 7 Habits of Highly Effective People was named the #1 Most Influential

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The Fifth habit of Stephen Covey s The 7 Habits of Highly Effective People , Seek first to understand, then to be understood , is also the first step in the process of last weeks 4 th habit: Think Win/Win . It involves asking ourselves not only what we want from a given situation but also what the other party wants.

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More precisely, success is the synergy of multiple habits. And, highly effective people have several habits in common. And, best of all, by adopting a small set of these habits, you can improve your personal effectiveness in exponential ways. In his book, *The 7 Habits of Highly Effective People*

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4. Spend more time in your values. This habit is like two-for-the-price-of-one. Not only does it help you find your motivation, it also helps you live the good life.

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