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| Name: Addison Babcock | | | Section: E | Due Date: Oct 22 2013 |
| Day: | Unit: | Article Title: The Power of Goals | | |

### What does the phrase “ladders against the wrong wall” mean? How can we avoid setting our ladders against the wrong wall?

It means having a blind devotion to a single goal. Ignoring the costs of achieving the goal. We can avoid it by not being completely consumed by our desires and by always asking “what is this costing me”.

### How do Viktor Frankl’s experiences in a concentration camp demonstrate Covey, Merrill, and Merrill’s explanation that powerful goal setting accesses the “four human endowments”?

The people in concentration camps needed to have:

* Creative imagination – to be able to see themselves free again.
* Independent will – so they would be able to maintain some sense of self.
* Conscience – to realize what was being done to them is wrong and would be righted one day.
* Self-awareness – so they knew what was in their power and what was outside it.

All these helped them build the goal of surviving the camps.

### What is the connection between self-awareness and integrity?

Self-awareness allows us to build our integrity. We need to be self-aware in order to set reasonable achievable goals. Achieving our goals will in turn build confidence and integrity.

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| Day: | Unit: | Article Title: Frederick Douglass | | |

### How does Douglass rationalize setting a goal that violates existing laws?

Because his wages were being stolen from him, he felt he had earned his freedom. He saw his slavery as being unjust because the money he earned was being taken from him.

### Does Douglass’ goal of escaping to the North meet the “SMART” guidelines for goal setting?

* Simple – Yes. Escaping to the north can easily be summed up in one sentence.
* Measurable – Yes. There is a clear destination.
* Accountable – Obviously Douglass is accountable for achieving his own goal.
* Realistic – The goal is realistic because others had done it before him.
* Timely – While Douglass didn’t set a specific timeframe for when he wanted to make it to the north, he did so as quickly as possible.

### Douglass’ vision for the future could be said to be the abolition of slavery for all blacks. For each of the steps or goals that Douglass sets and achieves for himself in this reading, describe how each is a necessary step toward attaining the vision for the larger group.

If Douglass is ever going to help his fellow slaves, he will have to be free himself. The only realistic way for him to be free is to escape to the north. In order to escape, he will need to have some money. In order to have some money, he needed to fool his masters into letting him “hire his time”.