

## Foundations

### What Does It Mean to Be Effective?

Effectiveness means getting the results you want today in a way that allows you to get even better results in the future.

#### ***The 7 Habits Promise***

By living *The 7 Habits*, you will become profoundly more effective in the things that matter most to you in your work and personal life.

### Paradigms

Paradigms are the mental maps we use to interpret the world. They're like a pair of glasses that affect how we see things. But these glasses often become so familiar to us that we forget we're even wearing them.

Our paradigms are formed through our identity, our personal experiences, our cultural influences, and our social environment.

Paradigms shape how we perceive both ourselves and the people around us. But paradigms can change, if we're open and willing to see things differently.

### What Shifts a Paradigm?

Paradigms can shift for all kinds of reasons. It may be that something dramatic happens to us that changes everything. It may be that we work hard over a long period of time to try to see the world differently. Sometimes all we need to have a paradigm shift is new information or a different perspective.

We don't have to wait for life to happen to change the way we see things. We can choose to change our paradigms. In fact, changing our paradigms is key to becoming more effective.

## See-Do-Get

How we see the world affects what we do, and what we do determines the results we get.

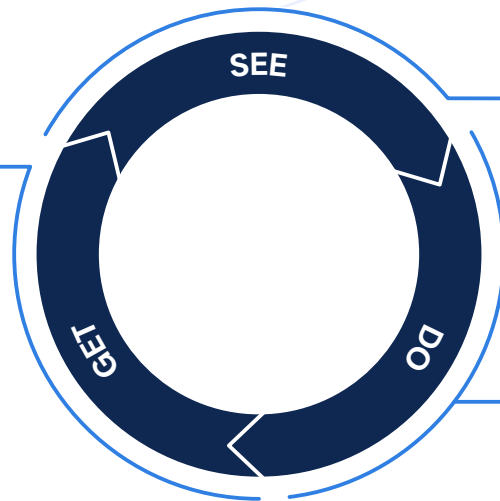
It starts with paradigms—how we see the world. So much of what we do and get in our personal and professional lives is a result of the paradigms we hold.

### Get

The outcome we get from seeing the world in a certain way and acting based on that perspective.

Here's a result you might get from having this paradigm and acting on it:

"My team members tend to stay with the organization for several years, and many of them have earned promotions."



### See

The way we see the world.

Here's an example of a paradigm that might impact how you see your workplace:

"I believe that people do their best work when they feel supported and challenged."

### Do

Our practices and habits, shaped by how we see the world. Here's a practice that might follow from holding that paradigm:

"I have weekly 1-on-1 meetings with the members of my team to talk about any challenges they're facing and to ensure that they're finding their work engaging. "

## Principles

There are many principles at play but we're spotlighting one for each habit:

- Habit 1: Choice
- Habit 2: Purpose
- Habit 3: Focus
- Habit 4: Abundance
- Habit 5: Respect
- Habit 6: Creative Collaboration
- Habit 7: Renewal

## Maturity Continuum®

The *Maturity Continuum* is the framework for the 7 Habits. It shows how our effectiveness will grow as we practice the habits and move from dependence—relying on other people to do things for us—to interdependence—working with others to create something new and better.

