

## The 7 habits of highly effective people – Stephen Covey

This book is by no means perfect, and neither is its author, however the habits described are very powerful if one reflects on them and parks the more esoteric elements of the book. Personally I like the idea of dependence leading to independence and the aspiration being interdependence and the route map through the habits makes an awful lot of sense.

The problem is that it is a very American book and the franchise has been over exploited to the point where I think its power has been diluted.

Any author purporting to write about the “abundance mentality” which they promptly copyright should be asked serious questions! It still sells around 100,000 copies a month and I love the 7 habits diagram; often the obvious is not so clear and if you can dig your way through the book and pick what you read, give it a go.

### *So in a nut shell*

1. Be proactive. (Take initiative, be responsible.)
2. Begin with the end in mind. (Develop a mental image of how projects, including your life, will turn out.)
3. Put first things first. (Use discipline to put off today's pleasures for greater future pleasures.)
4. Think win/win. (There's plenty for all - unless you're a Terrorist when Covey says "You have to hunt them down and kill them. It's win-win or no deal. In this case, it's no deal.")
5. Seek first to understand, then to be understood. (Listen more, speak less.)
6. Synergize. (The whole is greater than the parts.)
7. Sharpen the saw. (Improve physically, mentally, emotionally and spiritually.)
8. Find your voice, and inspire others to find theirs. (Don't ignore that longing to make a difference.)

I know there is 8 – like I said, bit of a franchise.