Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Pd.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Habit 5: Seek First to Understand, Then be Understood

To Recap on the four habits we have already covered this school year include:

* [Habit 1 – Be Proactive](http://www.flippingheck.com/index.asp?view=display&ID=801) – Here we learn to take charge of situations and work towards our desired outcomes
* [Habit 2 – Start with the end in mind](http://www.flippingheck.com/index.asp?view=display&ID=807) – We need to know where we’re going in order to get there, despite roadblocks that may try to knock you off course.
* [Habit 3 – Put First Things First](http://www.flippingheck.com/index.asp?view=display&ID=810) – How to become “personally effective”-Prioritize, set goals, identify time wasters, break out of your comfort zone-move into the courage zone. Identify fears and what is holding you back and people who influence or impact you negatively and positively. Asking yourself “Am I doing what I want to do, or what they want me to do?”
* [The Public Victory Phase](http://www.flippingheck.com/index.asp?view=display&ID=818) – We begin to move from our own private area of influence into the public arena
* Keep your personal mission statement in mind: keep Promises, do small acts of kindness, be loyal, listen, say “you’re sorry, set clear expectations
* [Habit 4 – Think Win/Win](http://www.flippingheck.com/index.asp?view=display&ID=822) – “Life is an All-You-Can-Eat Buffet-We need to reach mutually beneficial outcomes to become more personally effective and build up our “Emotional Bank Account”. There are different cooperative mindsets that include: Win-win, win-lose, lose-win and lose-lose, looking at how different mind sets shape people.
* Habit 5- Seek First to Understand, Then be Understood- This chapter centers around the understanding of the other person – what they want, need and aspire to as well as what their motivations and mindset are. To better understand how we interact with people we must change how we listen to them. We need to not be judgmental and make assumptions. It’s essentially the culmination of the techniques in the first 4 habits. These habits need to be in place and understood for you to be truly able to understand and then be understood.

The author describes 5 “poor” different types of listening styles:

List the 5 “poor” listening styles Describe and provide an example of a listening style

|  |  |
| --- | --- |
| 1. |  |
| 2. |  |
| 3. |  |
| 4. |  |
| 5. |  |
|  |  |

Identify and reflect on the “poor” listening style that you struggle with and why:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

The author explains that there is a higher form of listening, which leads to “real communication” What is one of the examples stated as an example of genuine listening.

Act this out with a partner and demonstrate what this really means.

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What is empathy?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What does this quote mean to you “Seeking to understand requires consideration; seeking to be understood requires courage.”\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Think of a situation where your constructive feedback would really help someone. Share this with your partner now.

Who could benefit from your feedback? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_