What is a paradigm?

- A paradigm is a frame of reference.
- It is the way we perceive, understand and interpret the world.
- A paradigm is like a map in our head.
- We assume that the way we “see” things is the way they really are or the way they should be.
- Does everyone use the same paradigm?

What is a paradigm shift?

- A paradigm shift is a way of looking at something differently.
- We are stepping “outside the box”.
- When we make a paradigm shift we can see, think, feel and behave differently.
- Example:
  - Ptolemy thought the earth was the center of the universe.
  - Copernicus believed the sun was the center of the universe. (a paradigm shift occurred)
Habits
- Habits are consistent, often unconscious patterns
- Habits can be learned and unlearned.
- Habits are defined as the intersection of
  - Knowledge – what to do and why
  - Skill – how to do something
  - Desire – motivation
- Creating a habit requires work in all three dimensions.

Effectiveness
- The seven habits are habits of effectiveness.
- Effectiveness lies in the balance between Production (P) & Production Capability (PC)
  - Ex: The Goose and the Golden Egg

Maturity Continuum
- Dependence – the paradigm of “you”
  - Dependent people need others to get what they want
- Independence – the paradigm of “I”
  - Independent people can get what they want through their own efforts.
- Interdependence – the paradigm of “we”
  - Interdependent people combine their own efforts with the efforts of others to achieve success.
Three Kinds of Assets

- Physical
  - Ex: the goose
  - Ex: the lawn mower
  - Ex: our physical well-being
- Financial – most important is our capacity to earn
- Human – relationships
  - Ex: husband and wife
  - Ex: parent and child

The Habits of Public Victory

- Habit 1: Be Proactive
- Habit 2: Begin With the End in Mind
- Habit 3: Put First Things First
  - The first three habits move a person from Dependence to Independence

- Habit 4: Think Win/Win
- Habit 5: Seek First to Understand, Then to be Understood
- Habit 6: Synergize
  - The habits of public victory take a person from Independence to Interdependence.
Habit 7: Sharpen the Saw

- The habit of self-renewal underlies all of the other six habits.
- Success has two sides: the goose (production capability) and the golden egg (production).
- Sharpening the saw means maintaining the physical, social/emotional, and spiritual aspects of our lives in a balanced way.

According to Thomas Paine:

“That which we obtain too easily, we esteem too lightly. It is dearness only which gives everything its value. Heaven knows how to put a proper price on its goods.”