The FRAME

**The Seven Habits of Highly Effective People**

**Habit 5: Seek First to Understand**

Name: Hour Date: Why late? Score: + ✓ -  
 If your project was late, describe why

KU-CRL

So What? (What’s important to understand about this?)

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| --- | --- | --- | --- |
| Main Idea | Main Idea | Main Idea | Main Idea |

Essential details Essential details Essential details Essential details

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Summarize this chapter in 20 words or less.