

The 7 Habits of Highly Effective People

Habit 2: Begin With the End in Mind

C. Kohn, WHS

Based on the book by the same name by Stephen Covey

Your Obituary

- Your obituary is the ultimate end-goal, the story of your life, your ideals and long-term goals.

The New York Times

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September 14, 2009

Norman Borlaug, Plant Scientist Who Fought Famine, Dies at 95

By JUSTIN GILLIS

Norman E. Borlaug, the plant scientist who did more than anyone else in the 20th century to teach the world to feed itself and whose work was credited with saving hundreds of millions of lives, died Saturday night. He was 95 and lived in Dallas.

The cause was complications from cancer, said Kathleen Phillips, a spokeswoman for [Texas A&M University](#), where Dr. Borlaug had served on the faculty since 1984.

Dr. Borlaug's advances in plant breeding led to spectacular success in increasing food production in Latin America and Asia and brought him international acclaim. In 1970, [he was awarded the Nobel Peace Prize](#).

He was widely described as the father of the broad agricultural movement called the Green Revolution, though decidedly reluctant to accept the title. "A miserable term," he said, characteristically shrugging off any air of self-importance.

Yet his work had a far-reaching impact on the lives of millions of people in developing countries. His breeding of high-yielding crop varieties helped to avert mass famines that were widely predicted in the 1960s, altering the course of history.

Your Obituary, Now

- If you write your obituary now, you would have to condense your ambitions into long-term goals.
 - You would have to choose your focus and prioritize your life.
- Every day we write our own obituaries with our actions – our obituaries are being determined every day by the choices we make.
 - What happens at the end of our life is merely the last sentence of our obituary. What you do now is the main component.
 - If you died today, would you be satisfied with your life's story?

If today was your last day...

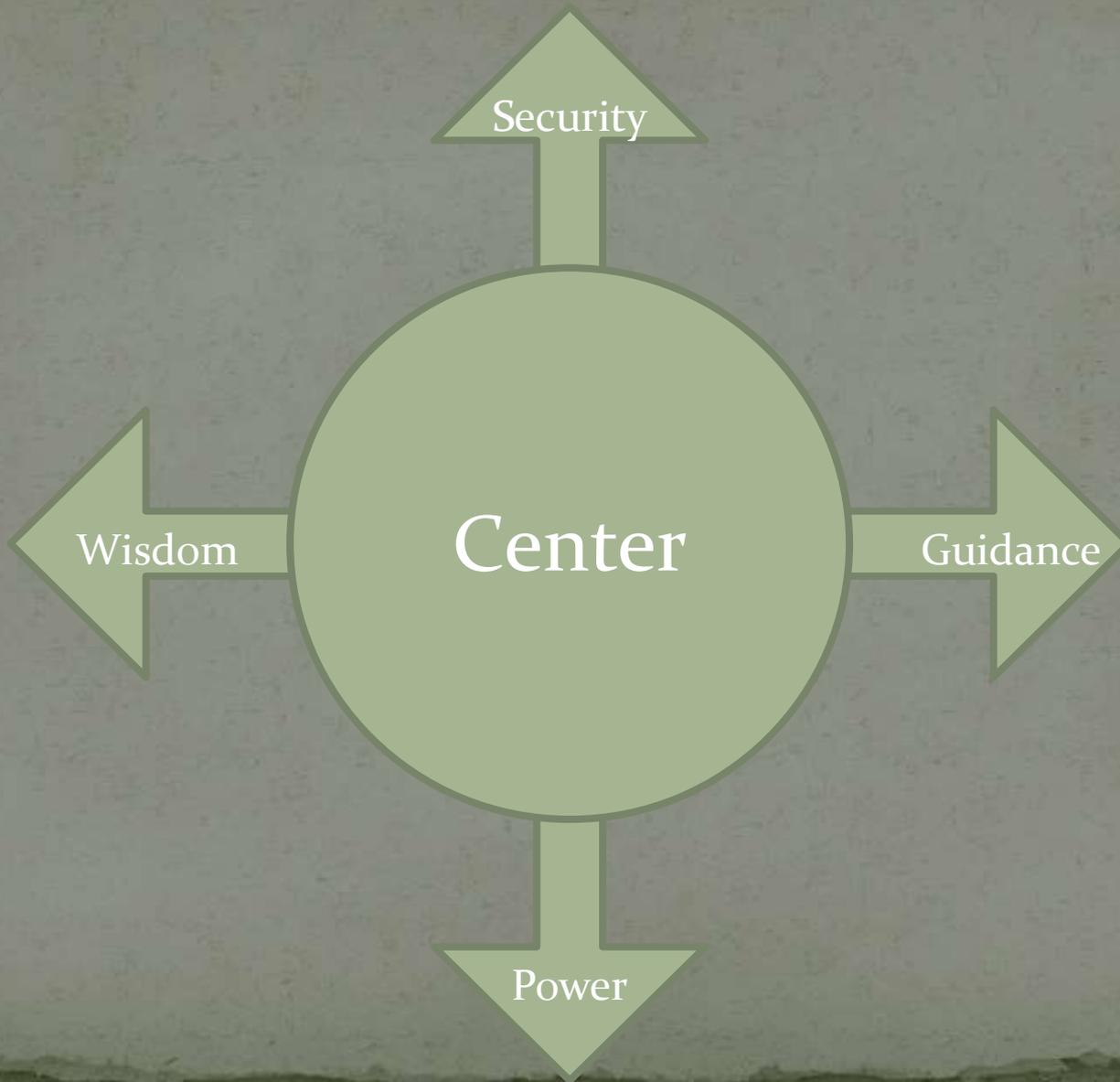
- If you were diagnosed with a terminal disease, and only given a few months to live, what would you change about your life?
 - Think to yourself for 30 seconds, discuss with a partner for 30 seconds, and then prepare to discuss with the class.
 - Key Question: Why aren't you doing this now?
 - Is there anything wrong with this metaphor?

Your Glasses

- It has been said that principles are like glasses – they keep everything else in your life in focus.
- In other words, principles are guidelines for your life.
 - They affect every decision you make
 - They guide every step you take
 - They are the foundation for every action

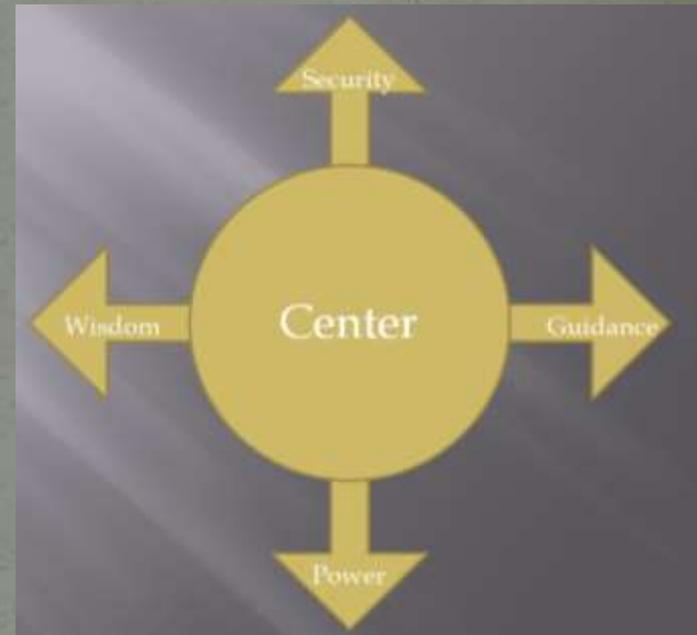
A Principle-Based Life

- A principle-based life is one in which you identify unchanging fundamental truths that regardless of the circumstances remain equally true.
 - For example, a universal fundamental truth to most people is that life is sacred.
 - We don't run people off the road if they drive slow...even if they are an inconvenience, we do not take a life unless it is to save one.



Our Focus and Four Factors

- Whatever is the center of your life, whether it be principles, your job, your grades, your boy/girlfriend, your family, your religion, etc., it gives rise to four factors in your life.



Security

- Security represents your self-esteem
 - This is your identity, your basic personal strength or lack thereof
- For example, some people have a money-centered life.
 - Their personal security and self-esteem comes from how much money they have
 - If they went bankrupt, their lives would be ruined; some actually will commit suicide
 - E.g. during the Great Depression, suicides skyrocketed

Guidance

- Guidance is the direction in your life
 - This would be the principles and standards by which you make decisions
- If you feel strongly about an issue, it is because you have developed a strong sense of guidance relating to the principle affected by that issue
 - E.g. Gun control, abortion, the environment, politics, and religion all are controversial issues that often reveal our inner sense of guidance.
 - If we are ambivalent to these issues, we do not have a strong sense of guidance regarding the issue represented

Wisdom

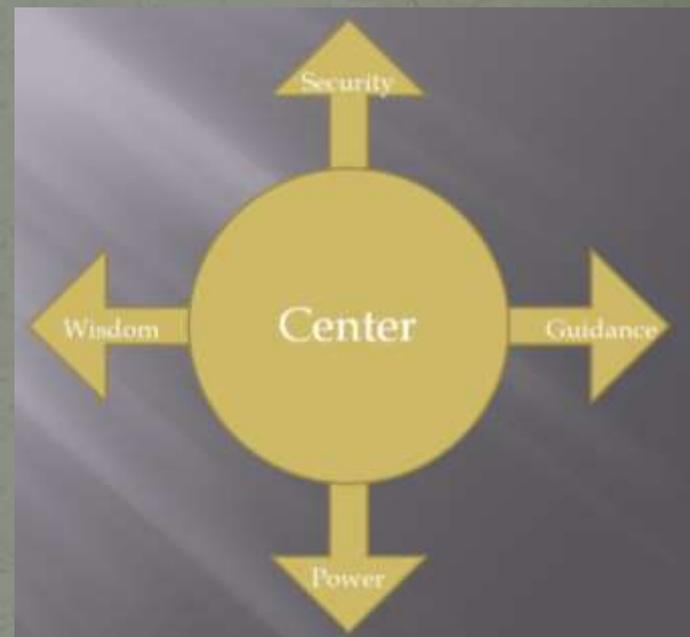
- Wisdom is really just a clear perspective in life
 - It is your sense of balance in life and your understanding of the relationships between different issues.
- Wise people can use previous experience and the experiences of others to better understand current experiences.
 - They see the interconnectedness of the world – they get the Big Picture
 - Their judgment is sound not because they know everything but because they seek to use old information in new ways.

Power

- Power is the capacity to act
 - It is your ability to accomplish something in a given situation
 - It is the ability to create new ideas, solutions, and habits out of old situations and unclear circumstances.
- Power is best measured by a sense of control
 - Those who feel they have no control over their lives probably have a poorly developed sense of power.

Change the Focus, Change the Four

- Our focus in life determines the source of our security, guidance, wisdom, and power.



Money Centered

- The classic example of a money-centered individual is Ebenezer Scrooge
 - Scrooge's sense of power came from his wealth.
- All his decisions were made based on how he could make the most money
 - E.g. shutting down an orphanage was a violation of most people's principals
 - Scrooge's principals, however, centered around money
 - From his standpoint, this made perfect sense

A Money-centered life

- Oh! But he was a tight-fisted hand at the grind- stone, Scrooge! a squeezing, wrenching, grasping, scraping, clutching, covetous, old sinner! Hard and sharp as flint, from which no steel had ever struck out generous fire; secret, and self-contained, and solitary as an oyster. The cold within him froze his old features, nipped his pointed nose, shriveled his cheek, stiffened his gait; made his eyes red, his thin lips blue and spoke out shrewdly in his grating voice. A frosty rime was on his head, and on his eyebrows, and his wiry chin. He carried his own low temperature always about with him; he iced his office in the dogdays; and didn't thaw it one degree at Christmas.

Scrooge, cont.

- Scrooge's guidance came from money making
 - Decisions were simple – those that made money were correct. Those that lost money were incorrect.
- Giving Bob Cratchet coal for his stove was a loss of money...he only allowed just enough to keep Bob employed and, well, alive.
 - Scrooge's security and self-esteem came from counting his money.

Scrooge, 12/25

- In *A Christmas Carol*, Scrooge is shown by three spirits how his life is not principal centered. The most chilling accounts come as he is shown the suffering endured by others because of his money- and self-centeredness.
- He is shown starving children, the grave of Tiny Tim, and lastly his own funeral attended by businessmen who simply wanted to take his possessions for their own.

Other centers

- There are plenty of other centers besides money. These include
 - Possession centered – prestige, happiness, and decision making abilities all come from personal possessions – clothing, vehicles, etc.
 - Pleasure centered – satisfaction is based on individual “highs”. All decisions, money making, and relationships are based on obtaining highs
 - Social centered – these people will become anyone and do anything to be accepted by others
 - Work/School centered – studying or a career are the only things that matter

And the most common...

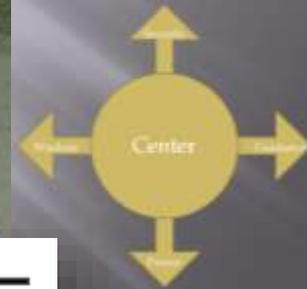
- Self-centered is by far the most common center
 - Security for the self-centered individual comes from always getting your own way
 - Guidance and decision making are based solely on what is in it for you
 - Wisdom is manifested by viewing the world only by how they affect you. If it doesn't affect you personally, it doesn't matter
 - Power is limited – you are dependent on personal gain in all situations

Other Centers

- Other centers include...
 - Spouse/Signfiicant Other – you do everything to keep another person happy. You can't break up/divorce a person because they are the center of your world.
 - Ideology– (not beliefs!) – your life is devoted to your way of thinking; other ideologies must be destroyed in order for your life to make sense
 - Enemy – you would rather leave school/a job than deal with an individual

Center	Security	Guidance	Wisdom	Power
If you are... Money Centered	<ul style="list-style-type: none"> Your personal worth is determined by your net worth. You are vulnerable to anything that threatens your economic security. 	<ul style="list-style-type: none"> Profit is your decision-making criterion. 	<ul style="list-style-type: none"> Money-making is the lens through which life is seen and understood, creating imbalanced judgment. 	<ul style="list-style-type: none"> You are restricted to what you can accomplish with your money and your limited vision.
If you are... Work Centered	<ul style="list-style-type: none"> You tend to define yourself by your occupational role. You are only comfortable when you are working. 	<ul style="list-style-type: none"> You make your decisions based on the needs and expectations of your work. 	<ul style="list-style-type: none"> You tend to be limited to your work role. You see your work as your life. 	<ul style="list-style-type: none"> Your actions are limited by work role models, occupational opportunities, organizational constraints, your boss's perceptions, and your possible inability at some point in your life to do that particular work.
If you are... Possession Centered	<ul style="list-style-type: none"> Your security is based on your reputation, your social status, or the tangible things you possess. You tend to compare what you have to what others have. 	<ul style="list-style-type: none"> You make your decisions based on what will protect, increase, or better display your possessions. 	<ul style="list-style-type: none"> You see the world in terms of comparative economic and social relationships. 	<ul style="list-style-type: none"> You function within the limits of what you can buy or the social prominence you can achieve.
If you are... Pleasure Centered	<ul style="list-style-type: none"> You feel secure only when you're on a pleasure "high." Your security is short-lived, anesthetizing, and dependent on your environment. 	<ul style="list-style-type: none"> You make your decisions based on what will give you the most pleasure. 	<ul style="list-style-type: none"> You see the world in terms of what's in it for you. 	<ul style="list-style-type: none"> Your power is almost negligible.

Principal Centered



Security	Guidance	Wisdom	Power
<ul style="list-style-type: none">• Your security is based on correct principles that do not change, regardless of external conditions or circumstances.• You know that true principles can repeatedly be validated in your own life, through your own experiences.• As a measurement of self-improvement, correct principles function with exactness, consistency, beauty, and strength.• Correct principles help you understand your own development, endowing you with the confidence to learn more, thereby increasing your knowledge and understanding.• Your source of security provides you with an immovable, unchanging, unfailing core enabling you to see change as an exciting adventure and opportunity to make significant contributions.	<ul style="list-style-type: none">• You are guided by a compass which enables you to see where you want to go and how you will get there.• You use accurate data which makes your decisions both implementable and meaningful.• You stand apart from life's situations, emotions, and circumstances, and look at the balanced whole. Your decisions and actions reflect both short- and long-term considerations and implications.• In every situation, you consciously, proactively determine the best alternative, basing decisions on conscience educated by principles.	<ul style="list-style-type: none">• Your judgment encompasses a broad spectrum of long-term consequences and reflects a wise balance and quiet assurance.• You see things differently and thus you think and act differently from the largely reactive world.• You view the world through a fundamental paradigm for effective, provident living.• You see the world in terms of what you can do for the world and its people.• You adopt a proactive lifestyle, seeking to serve and build others.• You interpret all of life's experiences in terms of opportunities for learning and contribution.	<ul style="list-style-type: none">• Your power is limited only by your understanding and observance of natural law and correct principles and by the natural consequences of the principles themselves.• You become a self-aware, knowledgeable, proactive individual, largely unrestricted by the attitudes, behaviors, or actions of others.• Your ability to act reaches far beyond your own resources and encourages highly developed levels of interdependency.• Your decisions and actions are not driven by your current financial or circumstantial limitations. You experience an interdependent freedom.

Conclusion

- Begin with the end in mind.
- What is your center and where are you being taken?
- What would you see if the Spirit of Christmases Yet to Come showed you your life 5, 10, 15, 50 years from now?
- Are you principal centered, or is your center focused on something that will never bring satisfaction or true happiness?