

# 7 Habits of Highly Effective Teens



# Monday, March 21

- ▶ **Column A**
- ▶ **Column B with your Group:**
  - Discuss where time could be saved from Column A and complete column B together
- ▶ **Set a goal based on the group's suggestions and your own input**
  - Record this goal in Column C
- ▶ **What have you learned from this and previous activities from Habit #3? (i.e. Planning the Big Picture)**
  - Did anything surprise you?
  - What did you find most valuable?

# THE PUBLIC VICTORY

- ▶ **What is it like to be in a relationship with YOU?**
  - See page 131 – complete the table in your notebook.
  - In the Private Victory, we were learning how to say: “I am responsible for myself and I can create my own destiny.”
  - The public victory will help you become INTERDEPENDENT: learning to work cooperatively with others.
    - Learning that: “I am a team player, and I have power and influence with people.”

# Habit 4 Think Win-win



**Mutual Benefits.**

**Have an  
“everyone can win”  
attitude.**



**Win-win is like an  
all you can eat buffet.**

# HABIT 4 ~ Think Win-Win

- ▶ After reading Pages 146–54, what do you think this statement means?
  - The PRIVATE VICTORY is the foundation for thinking Win-Win!
  - “Think Win-Win is the foundation for getting along with others.”
    - Why do you think this is so?
      - It only takes one person to think win-win!
- ▶ WIN-WIN thinking gives the best results.
- ▶ What are the effects of Win-Lose, Lose-Win relationships?



# Win-Lose



# HABIT 4 ~ Think Win-Win

## ▶ Win-Lose: The Totem Pole

- What are the characteristics of a Win-Lose attitude? (Page 149)
- What are the effects of these?

## ▶ Lose-Win: The Doormat

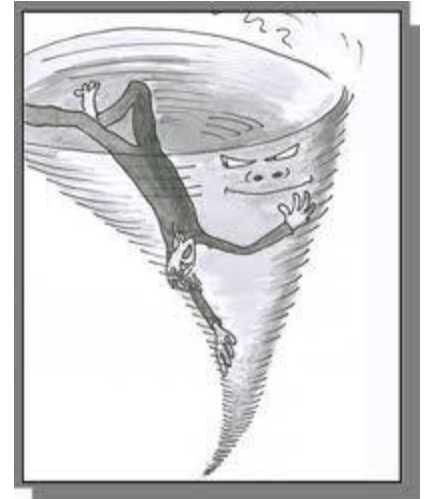
- Hiding your true feelings inside is unhealthy
- 'Let the little things go' but stand up for important things.



# HABIT 4 ~ Think Win-Win

## ► Lose-Lose: The Downward Spiral

- War is 'lose-lose' whoever kills the most people, wins the war.
- Romantic relationships
- Revenge



## ► Win-Win: The All-You-Can-Eat Buffet

- Caring about others and wanting them to succeed, also caring about yourself and wanting yourself to succeed.
- See examples of Win-Win attitudes (Page 153)



# MAKE A FIST

- ▶ **Did any of you ask the other person to simply OPEN his/her hand?**
- ▶ **Why not?**
- ▶ **When the environment feels competitive, we often will automatically play Win-Lose.**
- ▶ **WHEN IS COMPETITION HEALTHY?**
  - **Motivates us to succeed (athletics, business,**
  - **When you compete against yourself, or when it challenges you to reach and stretch and become your best.**



# Comparisons

- ▶ **Similar to competition**
- ▶ **{Read Page 156}**
- ▶ **Do not build your life based on how others are doing.**
- ▶ **Win-Win or No Deal**
  - ▶ **With your group, create a scenario (a short skit, if you will) that depicts either a Win-Win or a No Deal situations and act these out in front of the class.**
- ▶ **Due: Tomorrow**

# Win-Win or No Deal Skits

## ▶ **Win-Win or No Deal**

- ▶ **With your group, create a scenario (a short skit, if you will) that depicts either a Win-Win or a No Deal situations and act these out in front of the class.**
- ▶ **Read and discuss the 'Baby Steps' on Page 162:**
  - ▶ **Complete: #1 and #8 in your notebook.**
  - ▶ **Add this to a journal entry over the weekend:**
    - ▶ **Discuss how you are progressing with your goals, any thoughts or comments regarding the 4<sup>th</sup> Habit we discussed this week (Due Monday)**

# HABIT 5 – Seek First to Understand, Then to Be Understood

- ▶ “GOLDILOCKS” ACTIVITY
- ▶ Tell the story of Goldilocks And the Three Bears with your partner
- ▶ You must alternate each word
  - Was it frustrating when your partner did not know the story?
  - **When we listen to someone sincerely, we listen to that person from his or her frame of reference.**



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"You can stop saying 'uh-huh'! I stopped talking to you an hour ago!"

- One of the greatest frustrations in life is that many people don't feel understood. This is due to most people filling in the blanks unnecessarily when talking to people. Instead, an effective communicator really tries to understand as much information as possible about the situation before providing a solution. Teens will learn that if someone comes to them with a situation, to hear that person out and that it often requires the full story and some questions before the correct plan of action is revealed. This means listening and attempting to see the situation from the speaker's perspective and not just their own.



# Habit 5 Seek First to Understand, Then to be Understood

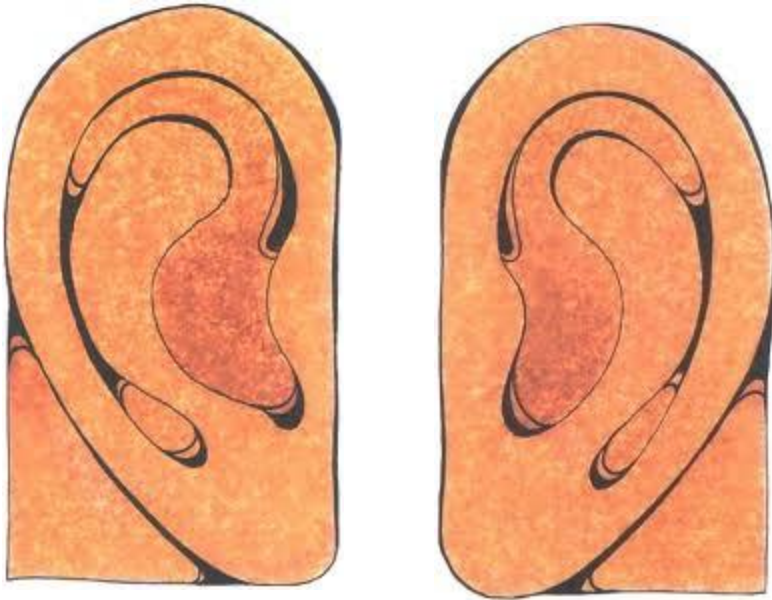
Communication  
solves  
problems.

Listen to  
people  
sincerely.



# HABIT 5

► **YOU HAVE TWO EARS**



**AND ONE MOUTH**



**LISTEN TO PEOPLE SINCERELY**

# HABIT 5

- ▶ **Identify a poor listening style that you have experienced.**
  - ▶ **When you needed or wanted someone to just listen and they didn't.**



# The 5 Poor Listening Styles

1. SPACING OUT – Ignoring what people are saying because we are too focused on our own thoughts.
2. PRETEND LISTENING – “Uh huh”...pretty self-explanatory.
3. SELECTIVE LISTENING – Only paying attention to the information that interests you.
4. WORD LISTENING – Paying attention to someone’s WORDS and not their body language (focusing on WHAT they are saying, not HOW they are saying it).



# The 5 Poor Listening Styles

5. SELF-CENTERED LISTENING – Listening from your own point-of-view. “I know exactly how you feel”...no, you don’t. You know exactly how YOU feel, not the other person.

- JUDGING
- ADVISING
- PROBING

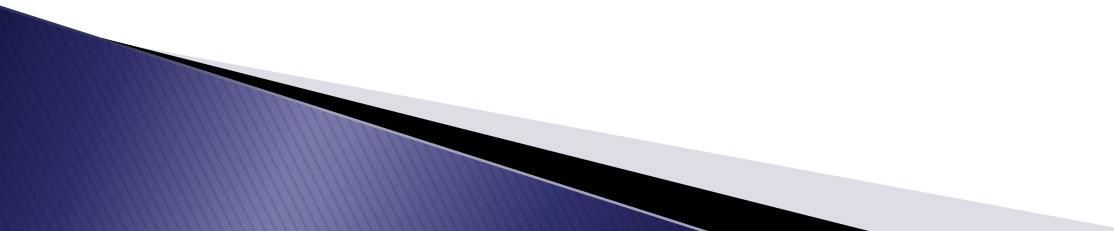


- Which style(S) of listening do you struggle with? Give a specific example(s)
- GOAL FOR THIS WEEK: Which one(s) will you practice un-doing this week?



# The 5 Poor Listening Styles

## 5. SELF-CENTERED LISTENING:

- JUDGING – Jumping to conclusions or adding your own opinion to what someone is saying without really hearing THEIR point of view first.
  - ADVISING – Giving advice based on your own experience and not allowing the person to feel understood before you jump in.
  - PROBING – Asking a lot of questions when people aren't ready to give up the answers.
- 



# BEING A GOOD LISTENER

## 1. LISTEN WITH YOUR EYES

53%



HEART

40%



EARS

7%



**LISTEN TO WHAT PEOPLE *AREN'T* SAYING;  
It's not always what the person is saying, but how  
they are saying it.**

# BEING A GOOD LISTENER

## 2. STAND IN THEIR SHOES:

Try to see the world as they see it and try to feel the way they feel.



## 3. PRACTICE MIRRORING:

Reflect on what the other person is saying: repeat back in your own words what they are saying/feeling.

- Understand the difference between MIRRORING and MIMICKING (copy these from page 173)
  - Practice Mirroring (Phrases P.175)
  - Choose **at least** one 'Good Listening Skill to practice this week

When we listen with the intent to **understand** others, rather than with the intent to **reply**, we begin true communication and relationship building.

Seeking to understand takes *kindness*; seeking to be understood takes *courage*.

Effectiveness lies in balancing the two.

Please read Pages 176 -

## HABIT 5




# Communicating with Parents

1. Have you ever stopped to consider that perhaps \_\_\_\_\_?
2. Parents may have unfulfilled dreams they've had to \_\_\_\_\_ so that you can reach yours.
3. Two incredible things will happen if you take time to listen to your parents; you'll gain greater \_\_\_\_\_ for them and you'll get \_\_\_\_\_ much more often.
4. Parents will be more \_\_\_\_\_ and they'll \_\_\_\_\_ you more.
5. You can better understand your parents by \_\_\_\_\_
6. Name a deposit you can make into your parents' RBA: \_\_\_\_\_ (your own example).

# Seeking to be Understood

7. Seeking first to understand requires \_\_\_\_\_, but seeking to be understood requires \_\_\_\_\_.
8. If you only practice the first part of Habit 5, what kind of situation will you be in? Why?
9. You've got to share \_\_\_\_\_ or they'll \_\_\_\_\_.
10. Giving \_\_\_\_\_ is an important part of seeking to be understood.
11. What two points should you keep in mind when giving feedback?
12. Review the Baby Steps for this Habit (P.180) ~ Complete # 8.  
~ Move on to Habit #6 if you are finished.

# Habit 6 ~ SYNERGIZE ~

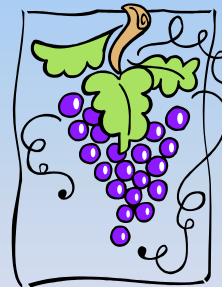
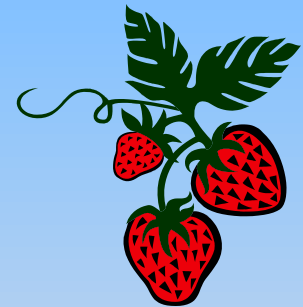
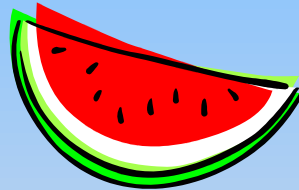
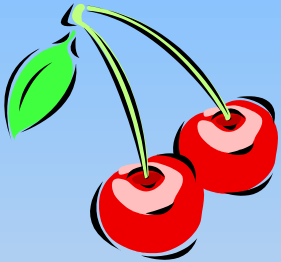
- ▶ Synergy is achieved when two or more people work together to create something better than either could alone.
  - ▶ Through this habit, you can learn that it doesn't have to be "your way" or "my way" but rather a better way, a higher way.
  - ▶ Synergy allows you to value differences and better appreciate others.
- 



# Habit 6 Synergize

Open-mindedness. Teamwork. New ways to do things. Work together to achieve more.

Celebrate differences.



A fruit salad is delicious precisely because each fruit maintains its own flavor.

# HOMEWORK FOR FRIDAY, APRIL 1

- EXAM on Thursday (Habits 1-5) → STUDY ←
  
- Complete a journal entry:
  - Part I: Seek First to Understand and Then to Be Understood
    - Reflecting on your poor listening skills as well as the Good listening skills that you have been practicing over the weekend (Mirroring, Eyes, Heart, Ears, and Standing in Their Shoes)
    - Have you been successful with these new listening techniques? Have you noticed a difference in your relationships with the people you have tried these with?
  - Part II: Synergy
    - Do you agree with the results of the personality survey you completed? Why or why not?
      - APRIL FOOLS about the Exam, but we will have a test on Habits 3-7 the week after next. 😊
  
- \*Please finish reading Habit 6\*



# LISTENING GOALS

- Share your listening goals with a partner
  - WHAT WERE YOUR PARTNER'S LISTENING GOALS?
  - HOW SUCCESSFUL HAVE THEY BEEN?



# CREATING SYNERGY



## ○ SYNERGIZE WITH YOUR GROUP:

- Organize a plan for a school fundraising event
- Follow the guidelines on the handout provided (Steps 1-12) as you come up with a 'plan' .
- Your group will present your plan next period.
  - Other groups will observe each plan, noting:
    - Creativity
    - Completeness
    - Adherence to guidelines
    - Practicality
    - Ease of selling plan to school and staff and parents
    - Evidence that plan is a team effort
    - Presentation

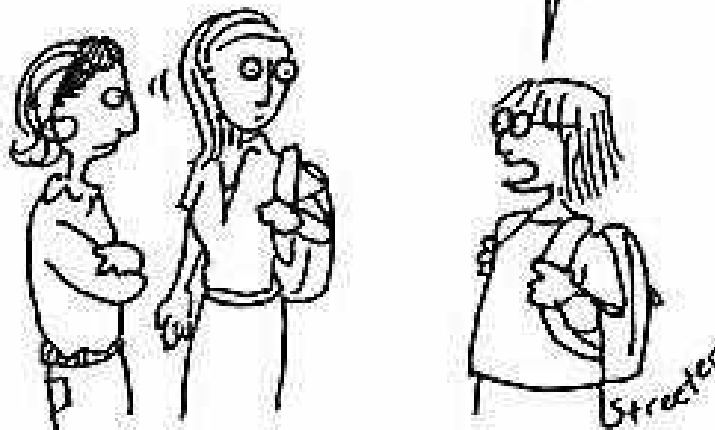


# ROADBLOCKS TO CELEBRATING DIFFERENCES...

- IGNORANCE – Cluelessness – having no idea what others have been through or how they feel.
- CLIQUES – Groups of people who reject those who are not exactly like them.
- PREJUDICE – A prejudgment of someone based on how they look, sound or where they come from

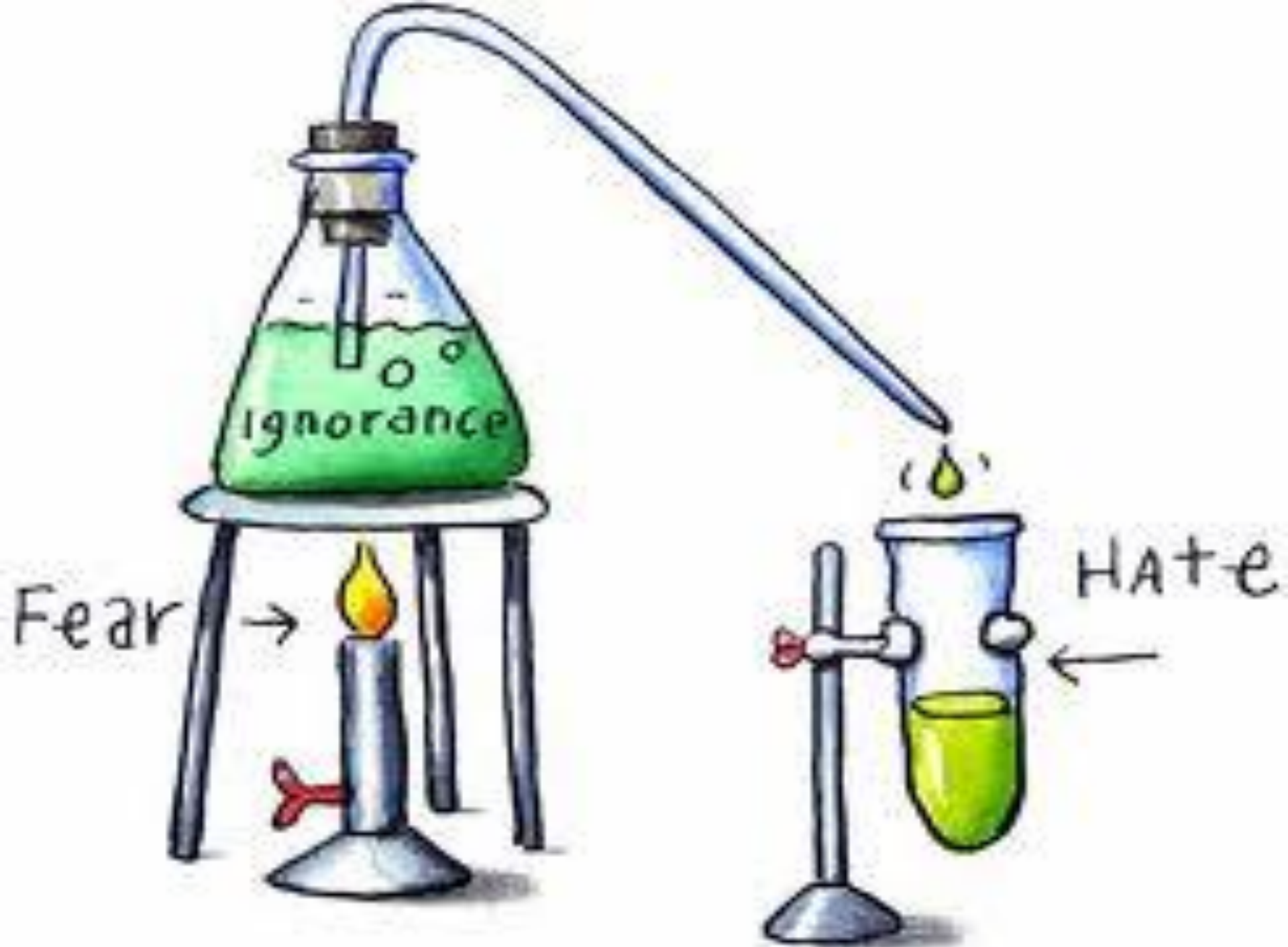


It's simple- you can't have an in-crowd unless you leave somebody out of it- without uncool, there is no cool. So basically, you're nothing without me. HA!



$$\text{IGNORANCE} = \frac{\text{IT}}{\text{WHAT I KNOW ABOUT IT}}$$





# GETTING TO SYNERGY

- Copy the 'Action Plan' on Page 195.
- See 'Teamwork and Synergy'
  - Can you relate to these roles that often appear in groups?
  - Which role do you most closely identify with?
  - Read the 'Baby Steps' on Page 202.
  - Complete #5 and #7
  - Group Activity – Make A Banner for the 7 Habits
    - ~ SYNERGY ~



# HABITS 3-6 TEST – MONDAY, APRIL 11<sup>TH</sup>

## ○ Review:

- Habit 3: The Four Quadrants, Planning (Big Rocks & Pebbles), The two halves of Habit 3 (Time management and overcoming fear/peer pressure)
- Habit 4:
  - The ‘Public’ Victory (what does this mean, what can it help you achieve)
  - The 4 situations (what they are compared to, characteristics of each, their outcomes) Win-Lose, Lose-Win, etc.
  - The ‘Tumor Twins’
- Habit 5:
  - Walking in another’s shoes
  - Poor Listening Styles
  - Genuine Listening: The three ‘good’ listening skills



# HABITS 4-6 TEST – MONDAY, APRIL 11<sup>TH</sup>

- Habit 5 (continued)
  - Communication with parents
- Habit 6:
  - Meaning of Synergy
  - What it is/is not
  - Your ‘fruit’ (characteristics)
  - Roadblocks to celebrating differences
  
  - The two images from class (choose one and respond)

