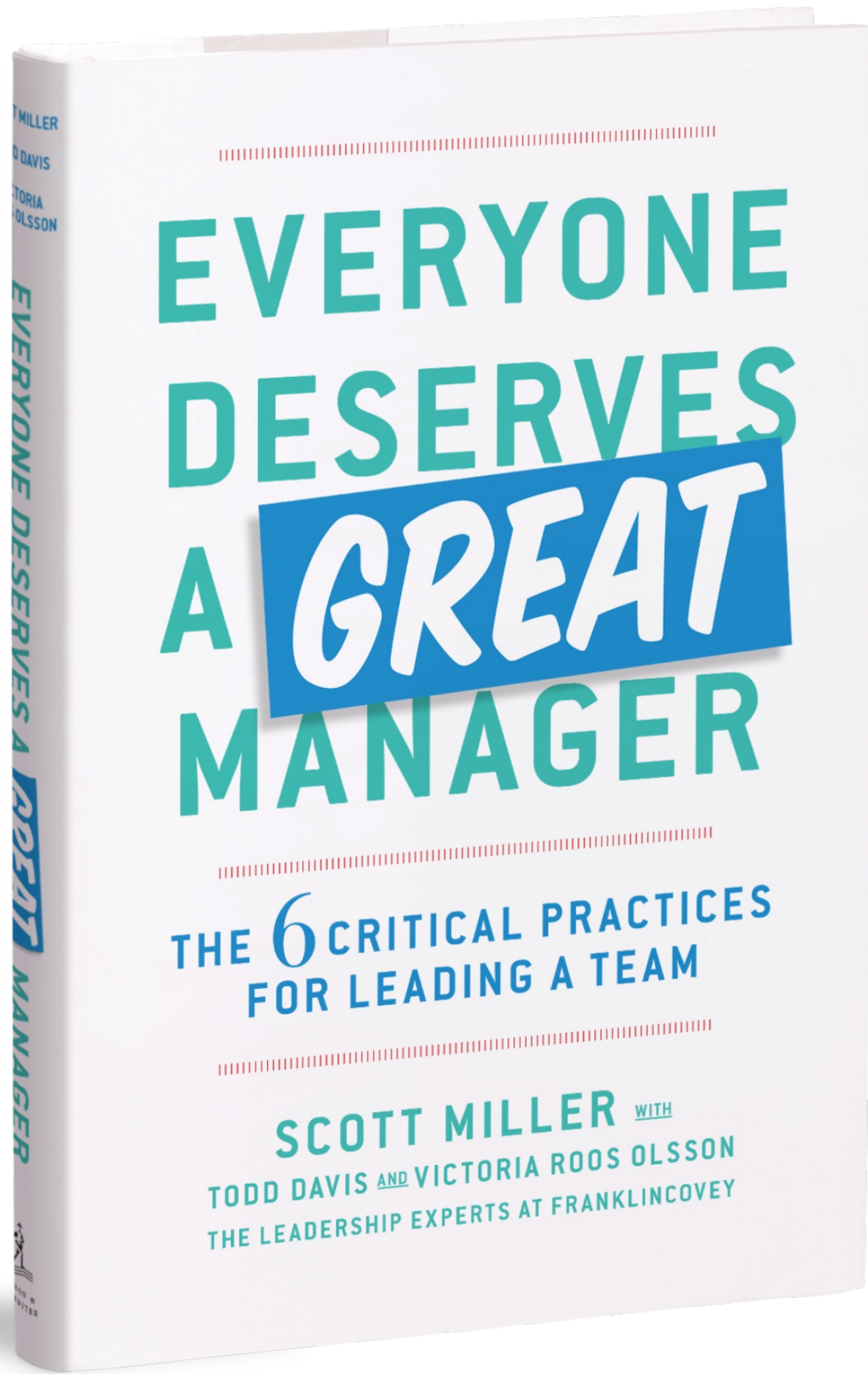




The 7 Habits

of Highly
Effective People®



Victoria Roos Olsson



Which Statements Resonate With You?

Which Statements Resonate With You?

I know I'm capable of something great.

I want to shape my future.

There's so much to do. There's never enough time.

People around me seem more successful and happier than I do.

I want to build more meaningful relationships.

We're stuck doing things the old way.

I'd like to live a balanced and healthy life.



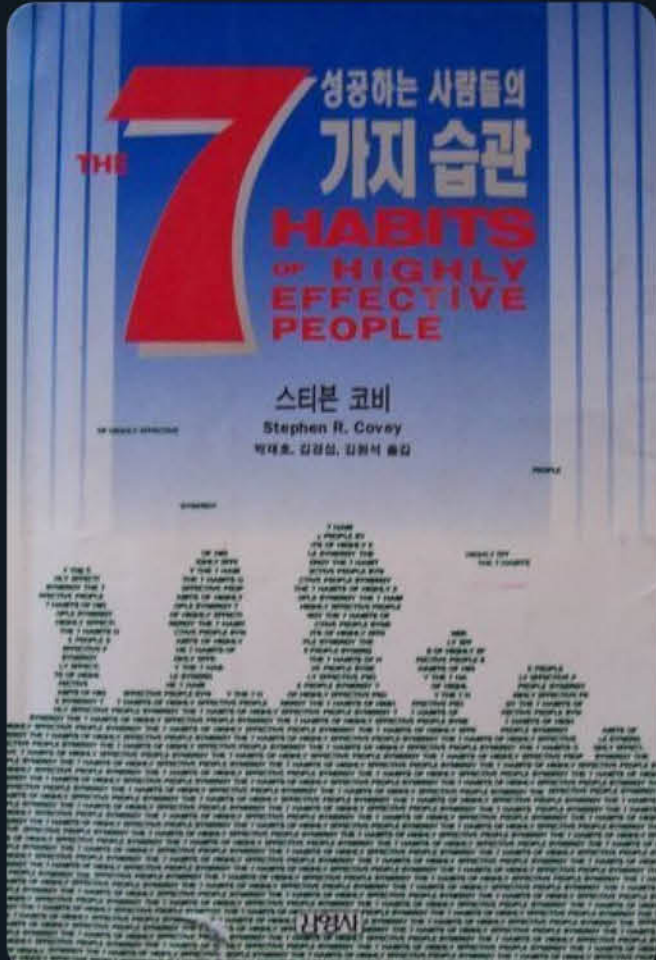
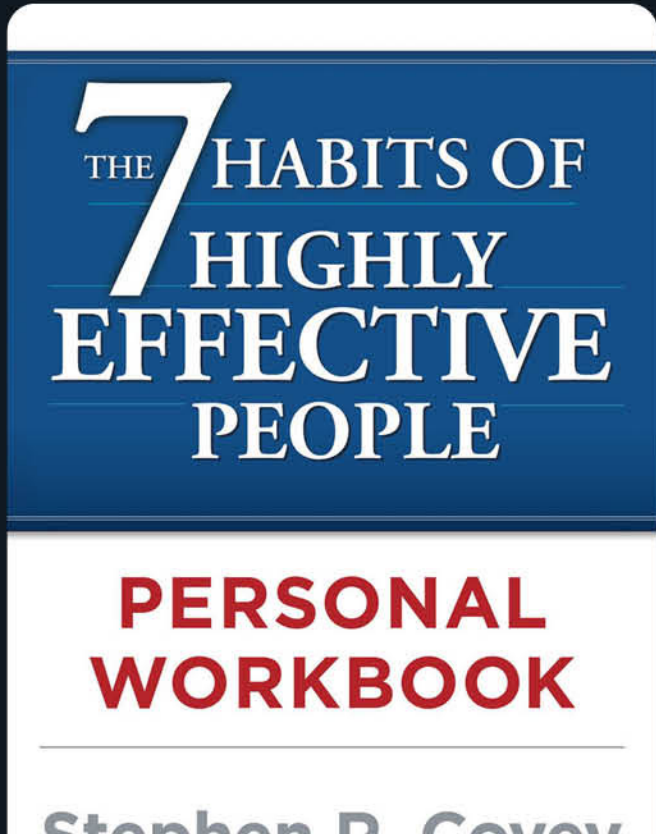
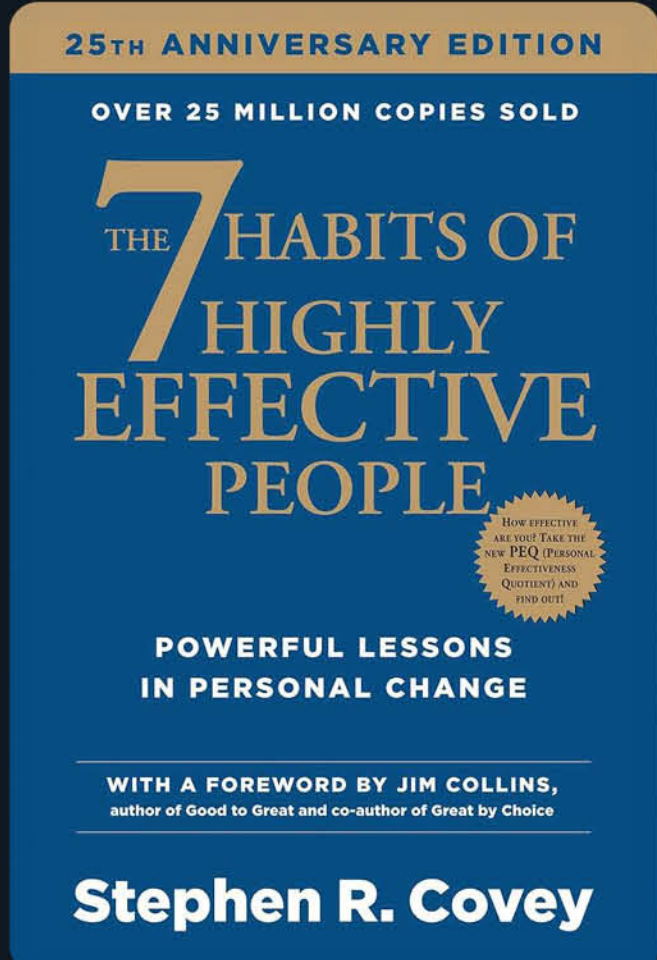
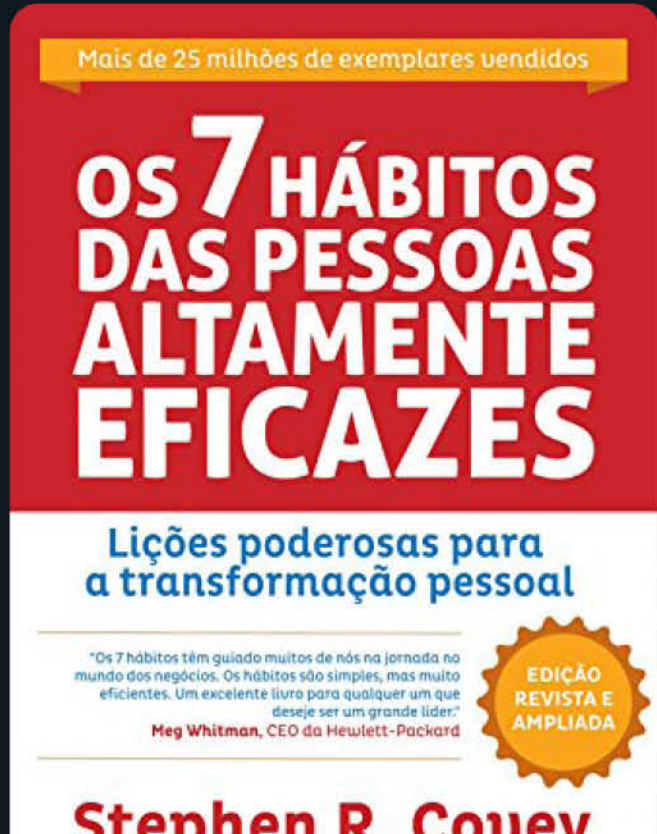
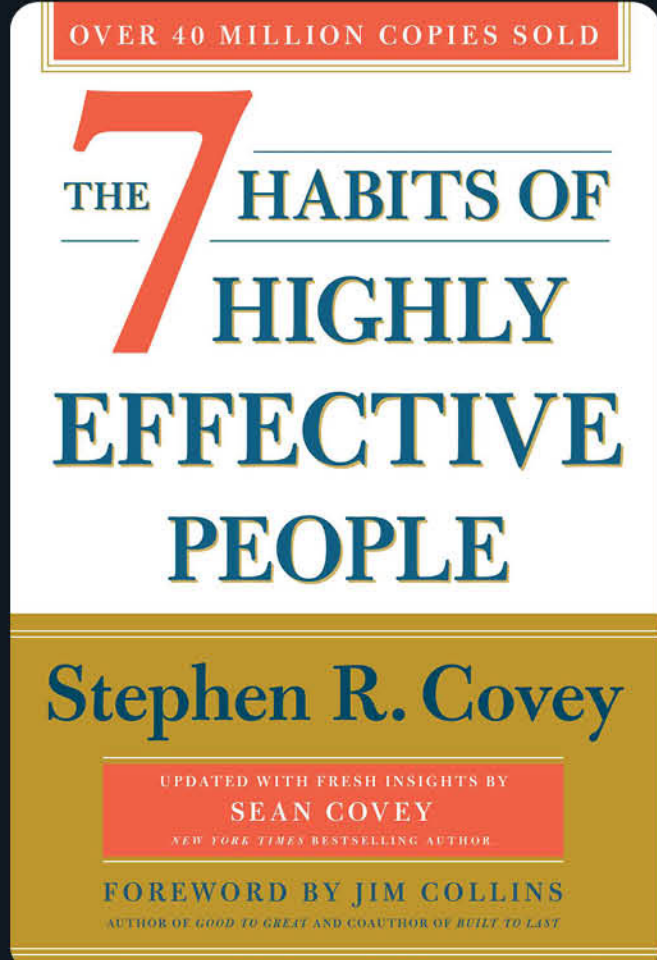
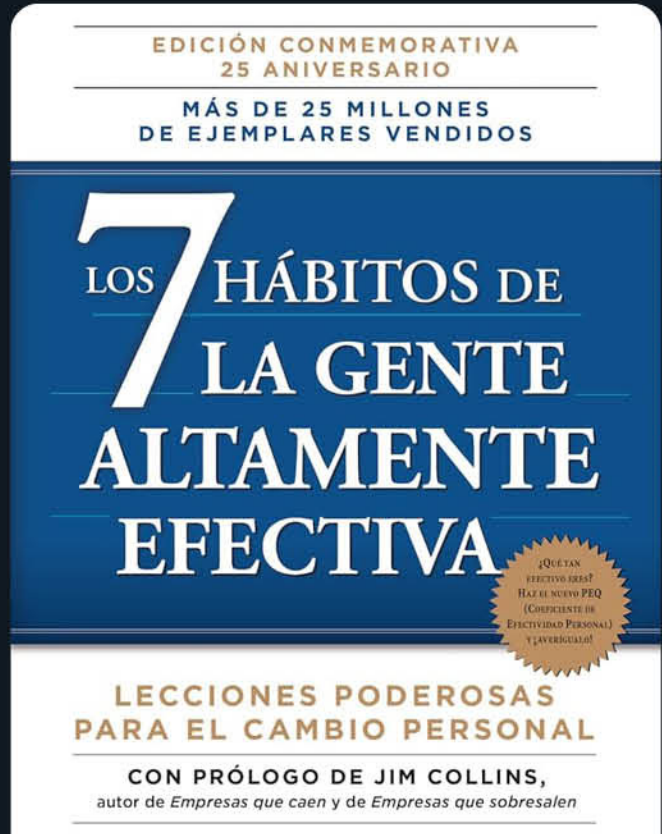
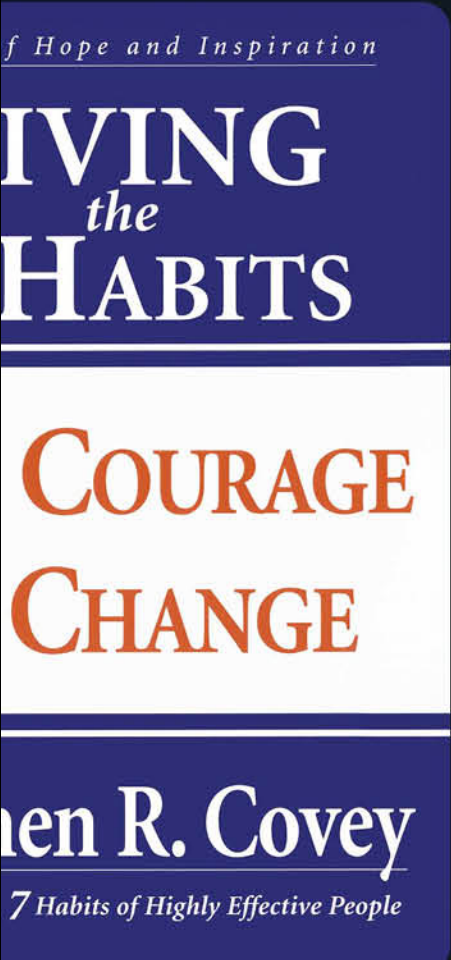
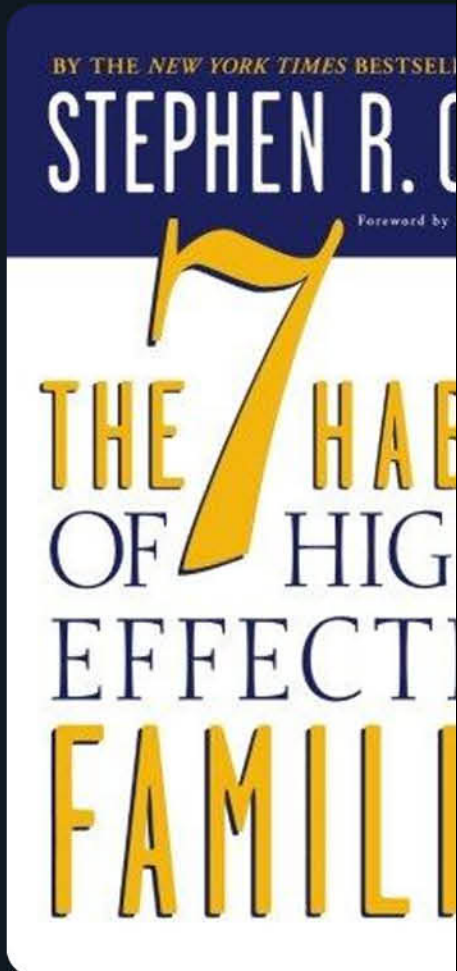
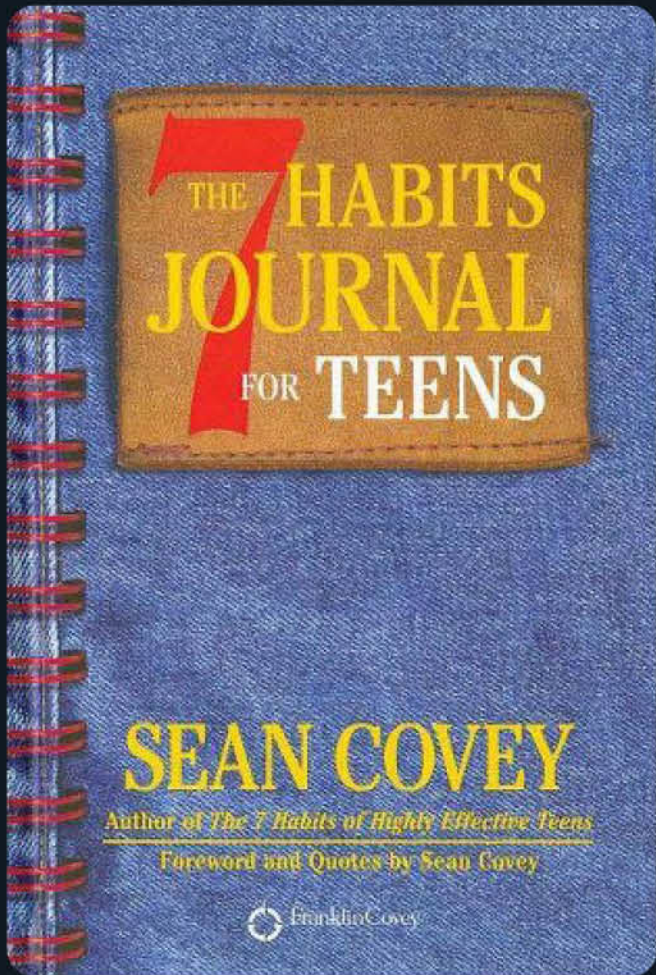
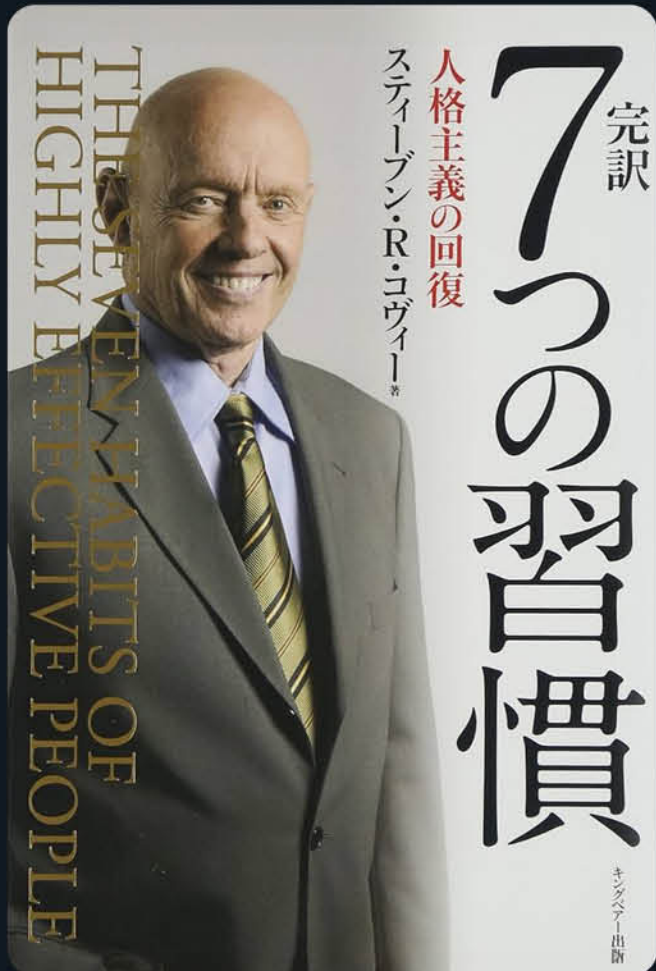
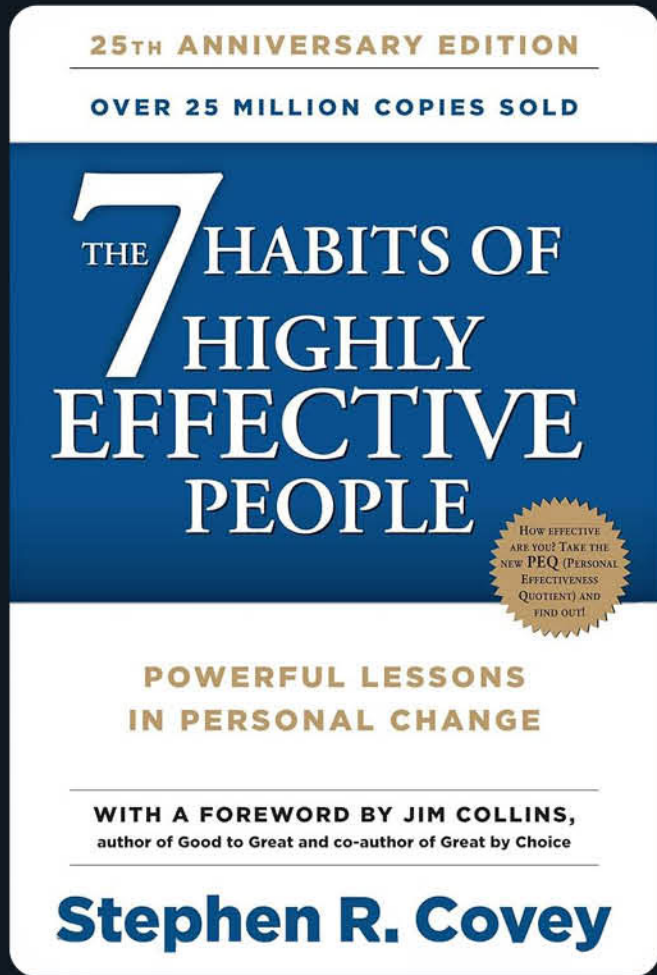
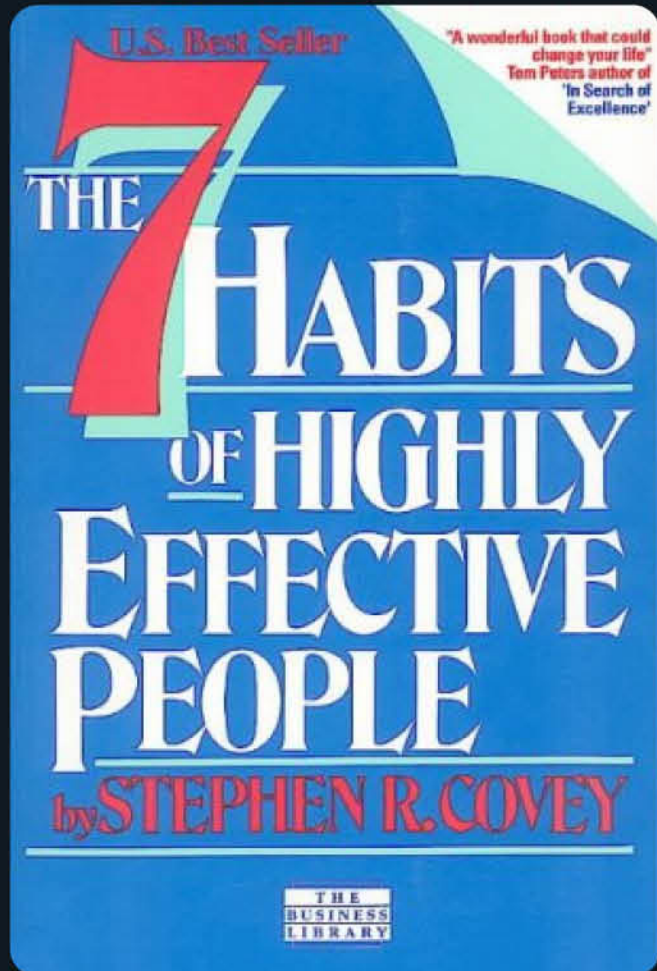
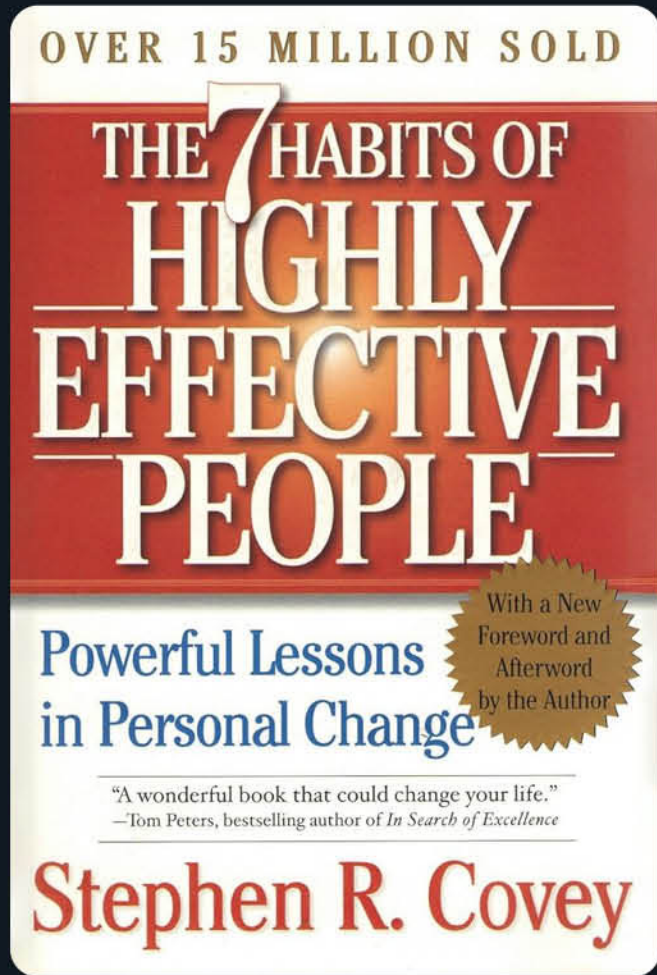
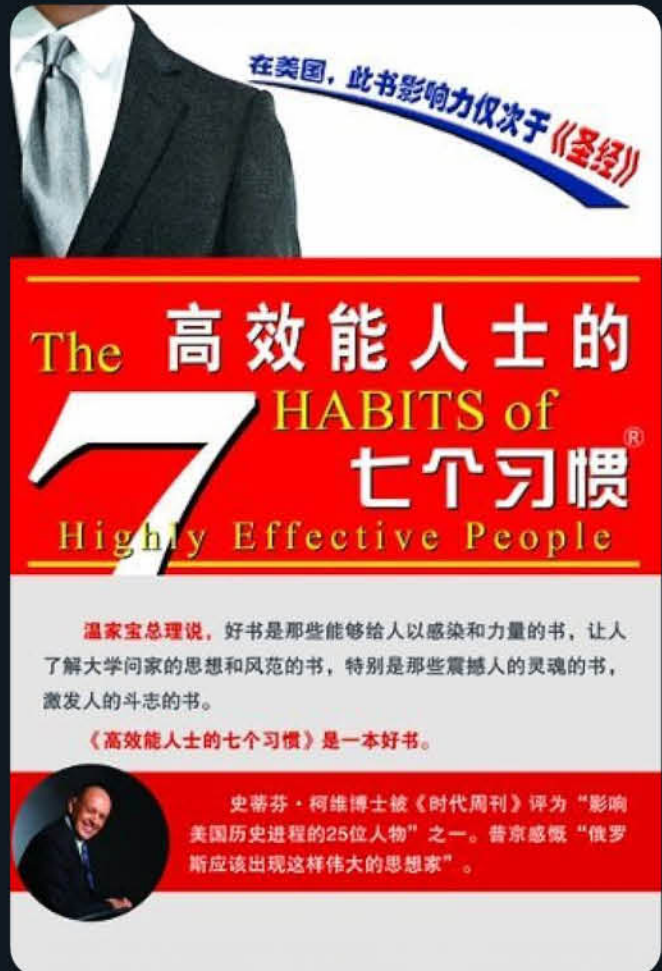
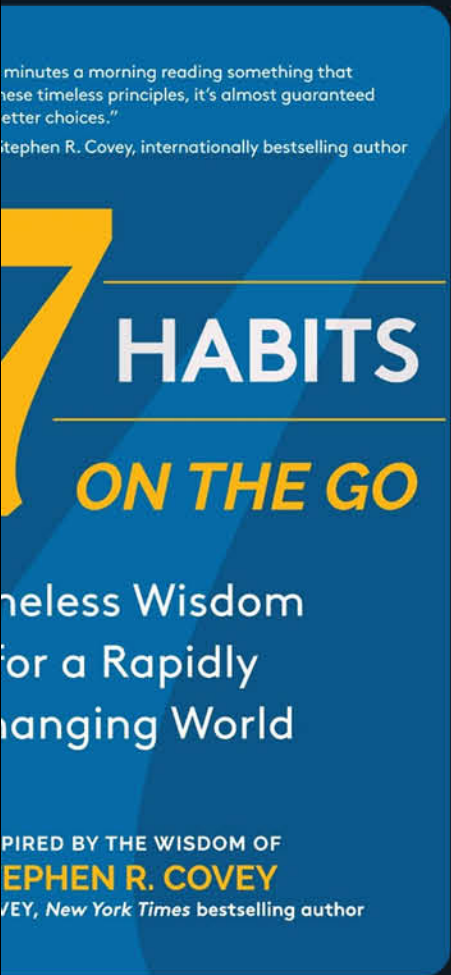
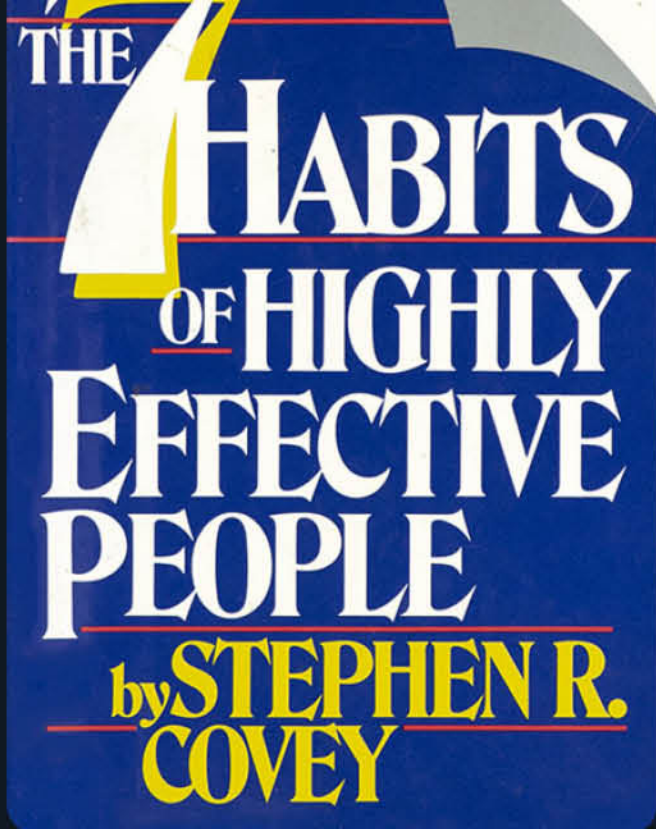
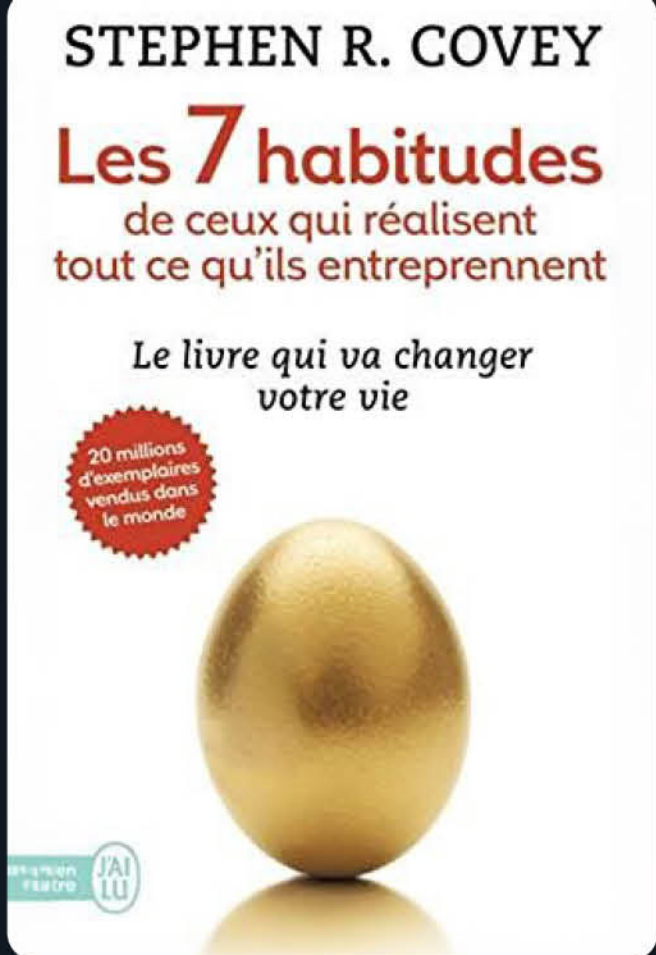
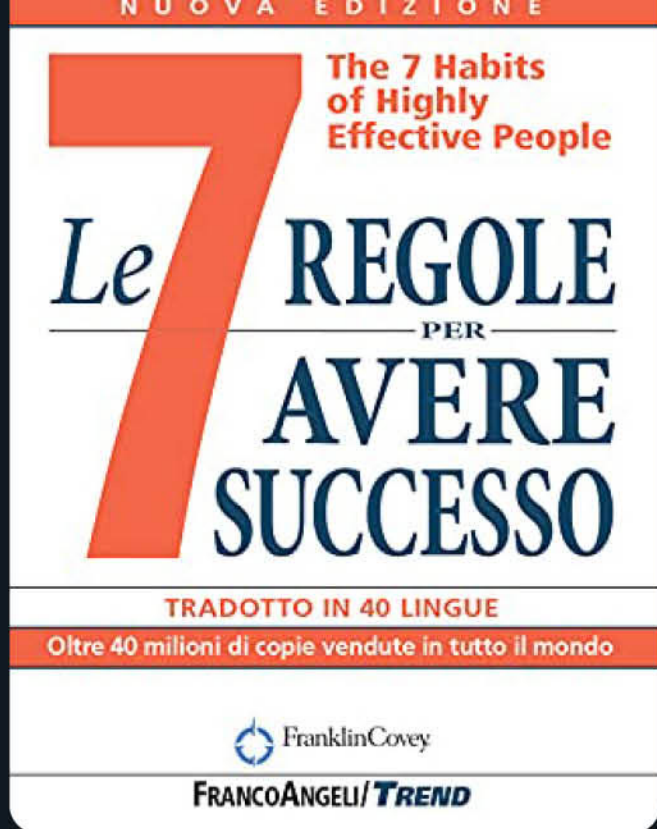
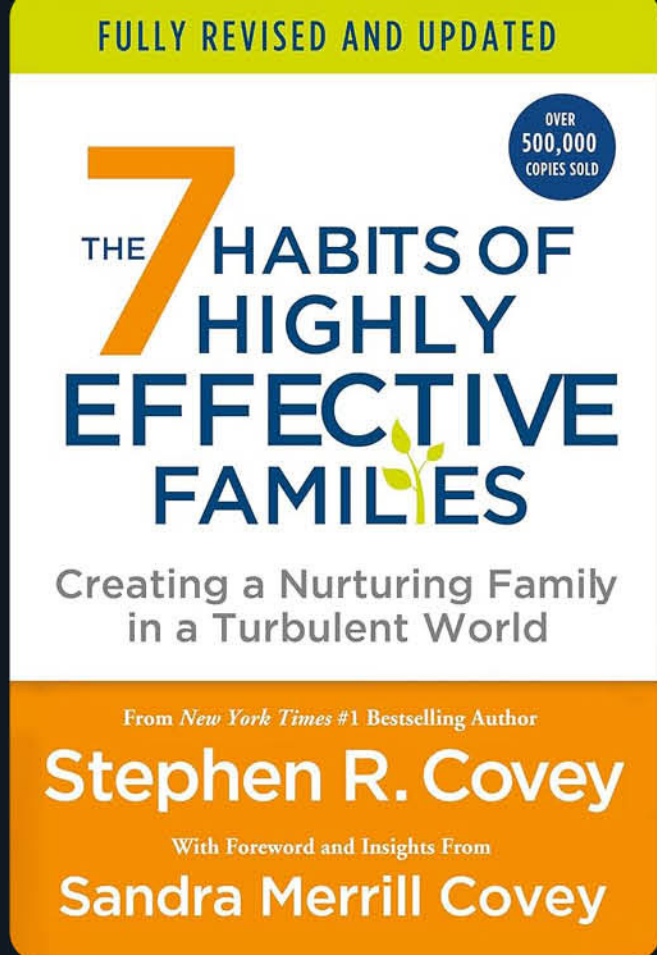
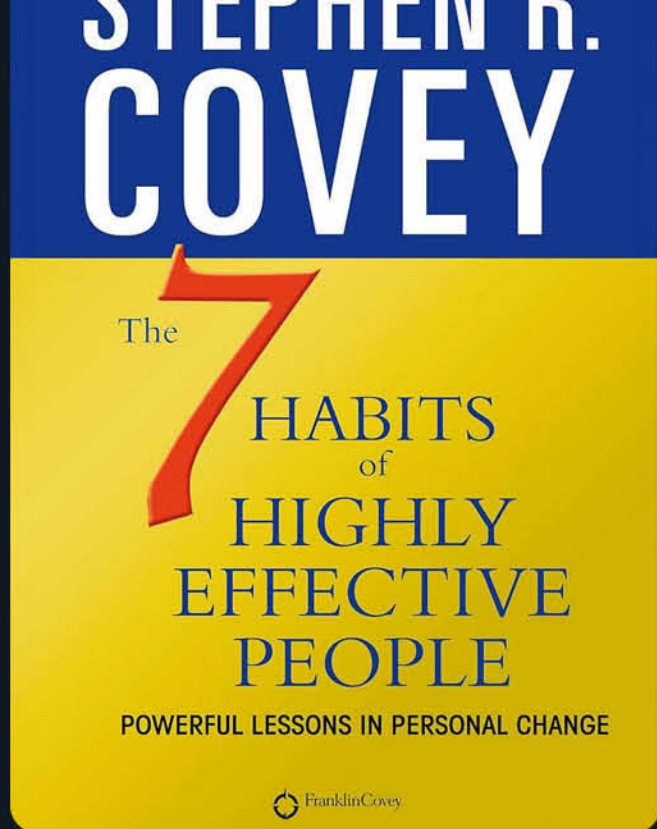
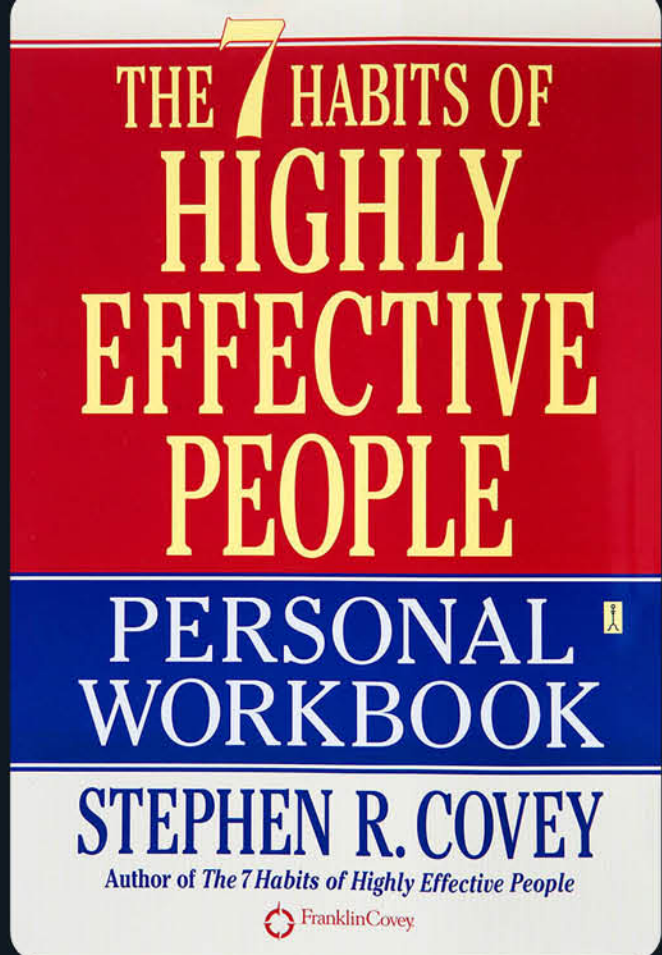
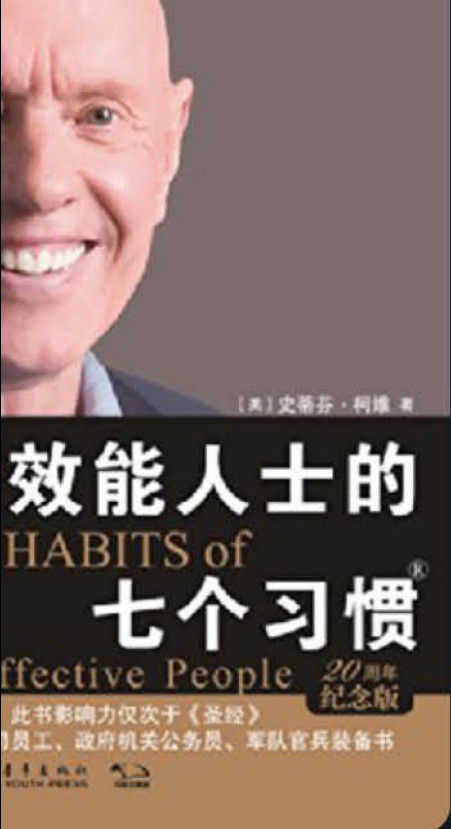
Effectiveness

To get the results you want today in a way that allows you to get even better results in the future.



***The 7 Habits* Promise**

By living *The 7 Habits*, you will become profoundly more effective in the things that matter most to you in your work and personal life.





Paradigms

The mental maps we use
to interpret the world.

Effectiveness

Paradigms

See-Do-Get

Maturity Continuum

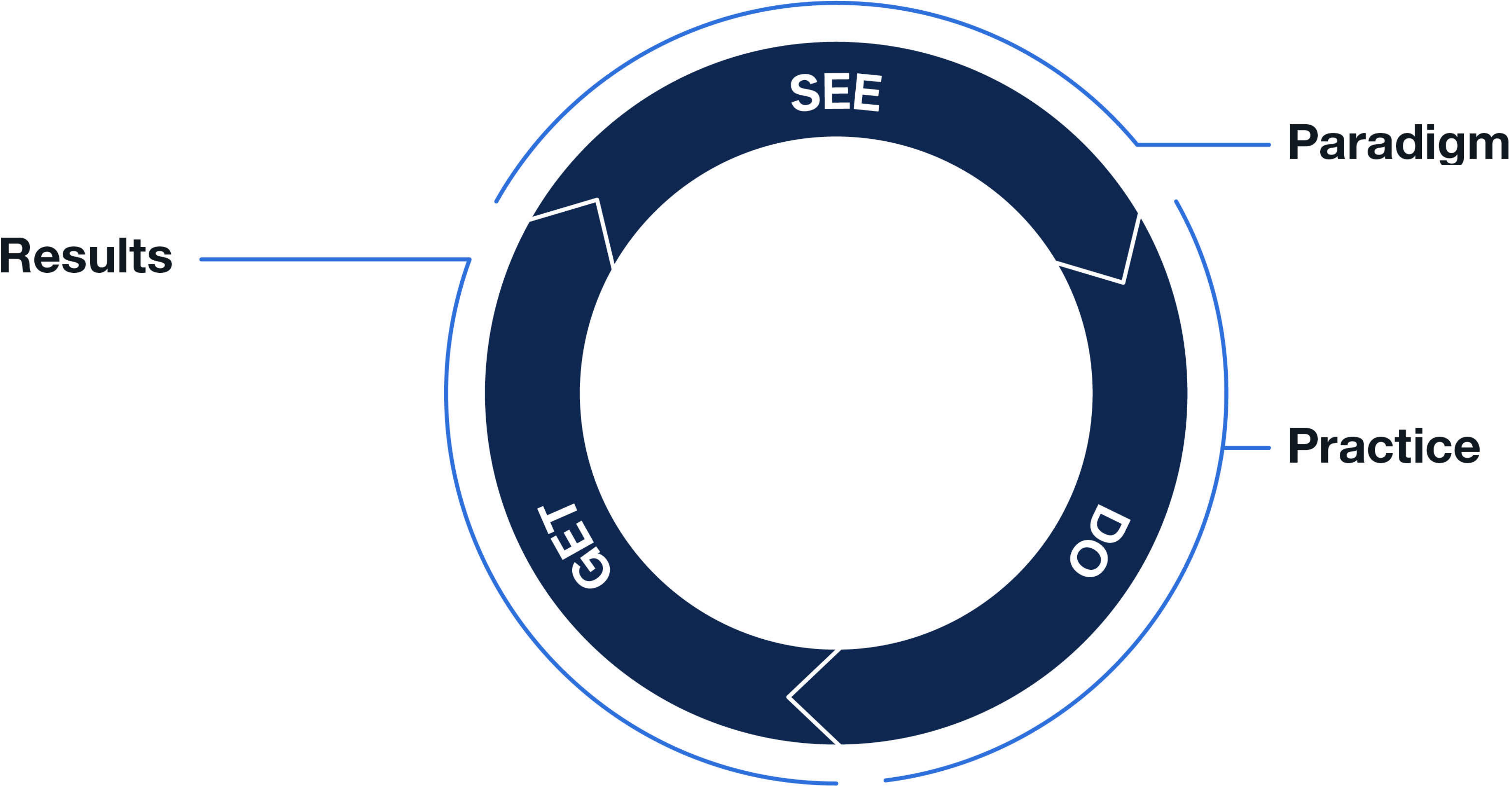
▶ VIDEO

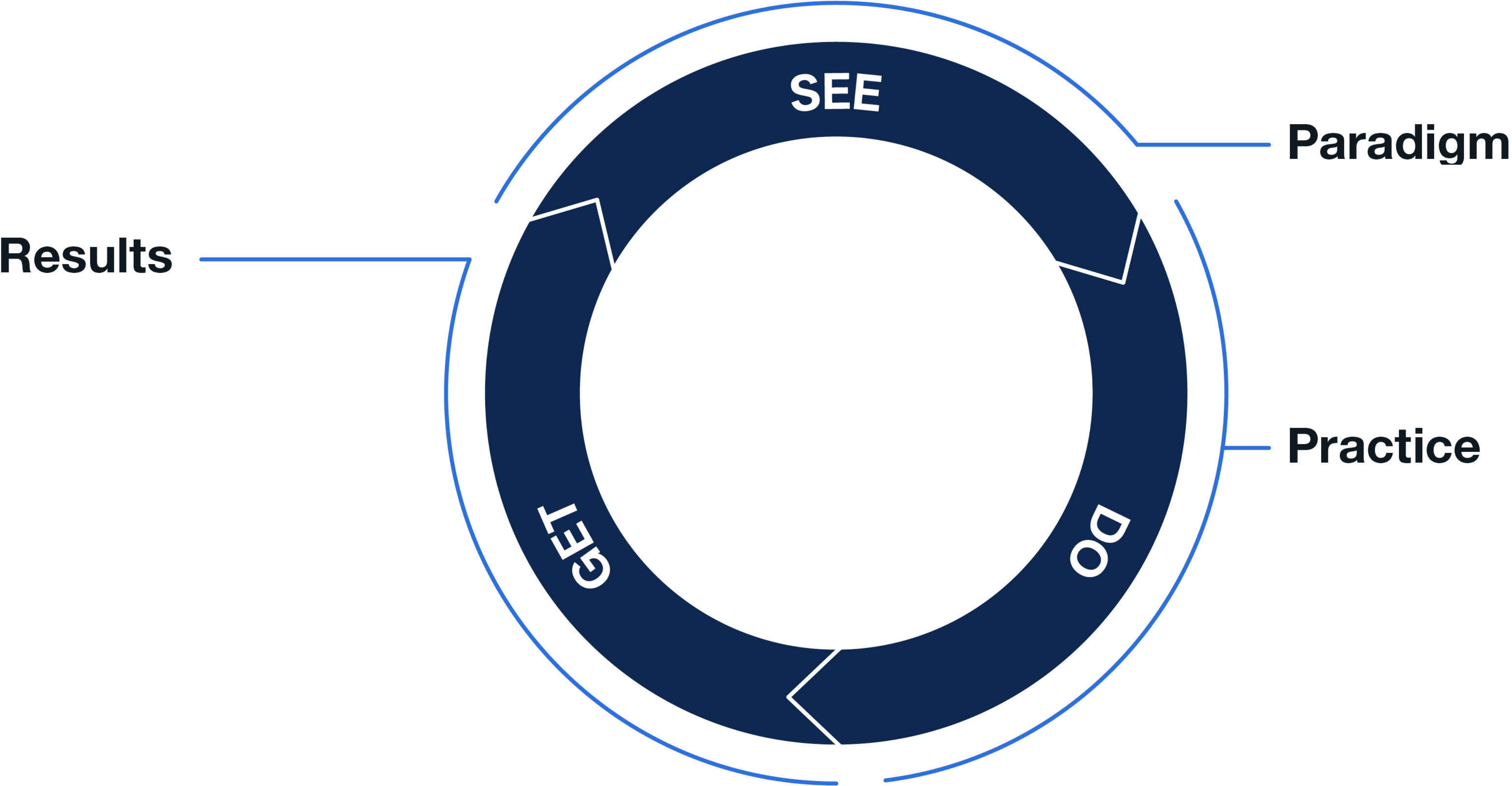
Paradigms

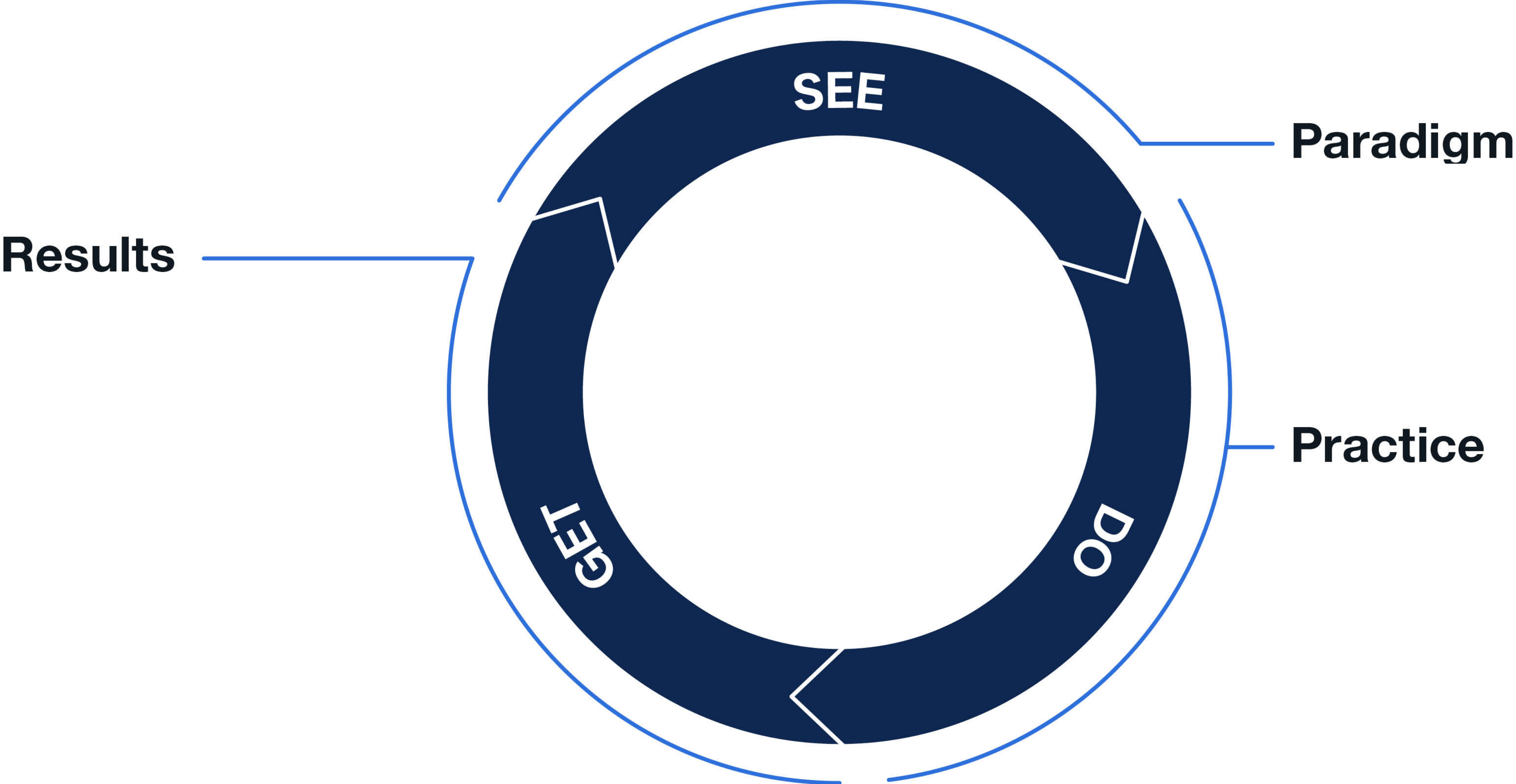




Have you had an
experience like this?



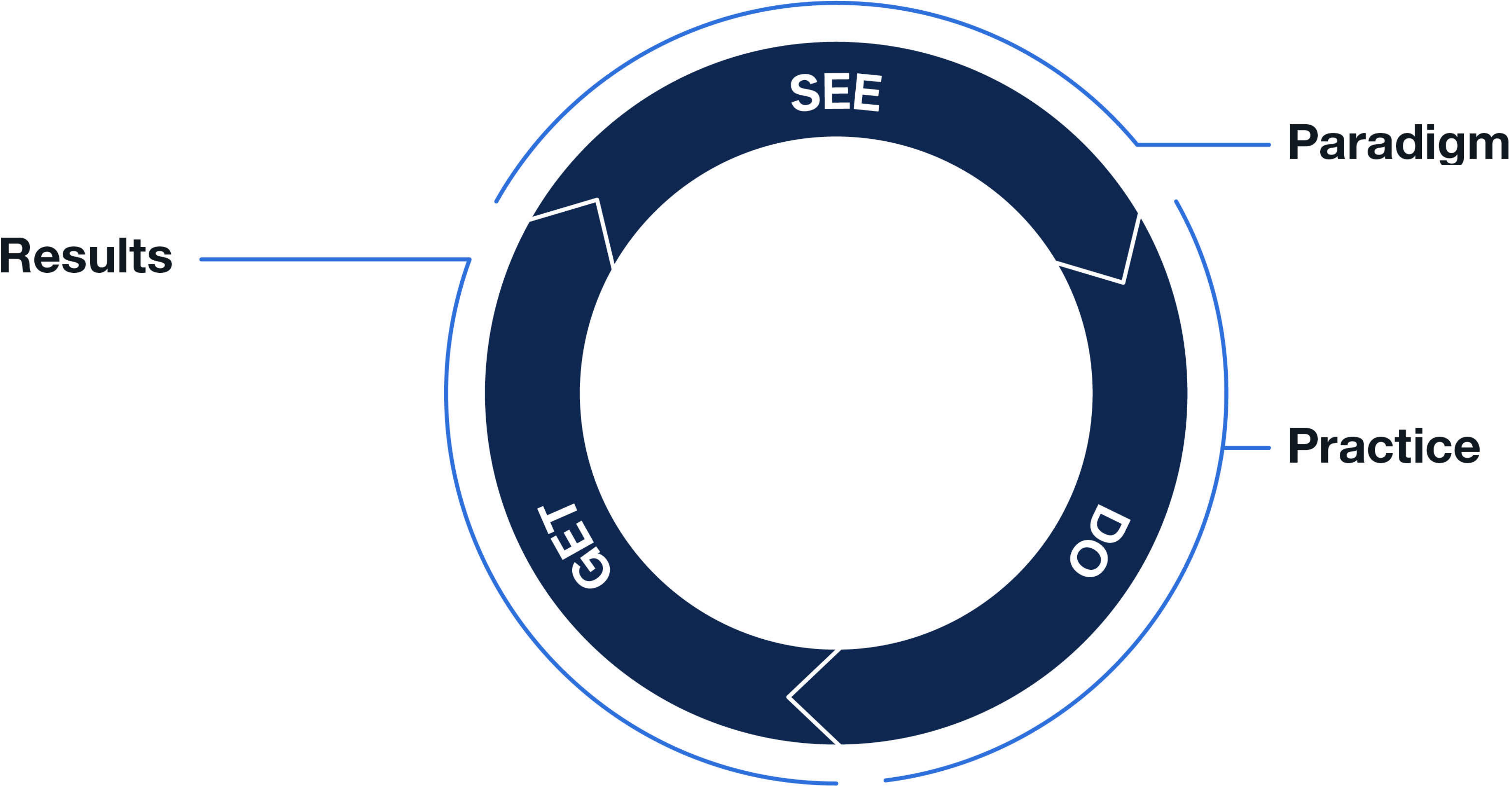




INDIVIDUAL ACTIVITY

Your Paradigms

1. Fill in the blanks to identify the paradigms and practices that are driving your current results.
2. How do those paradigms need to shift if you want to become more effective?



GROUP ACTIVITY

Share Your Paradigms

1. Take turns sharing your paradigms and how they are affecting your current results.
2. Discuss:
 - How would your paradigms need to shift to get a new result?
 - How will your practices or habits need to change to get a new result?
 - Why might it be difficult to change that paradigm?



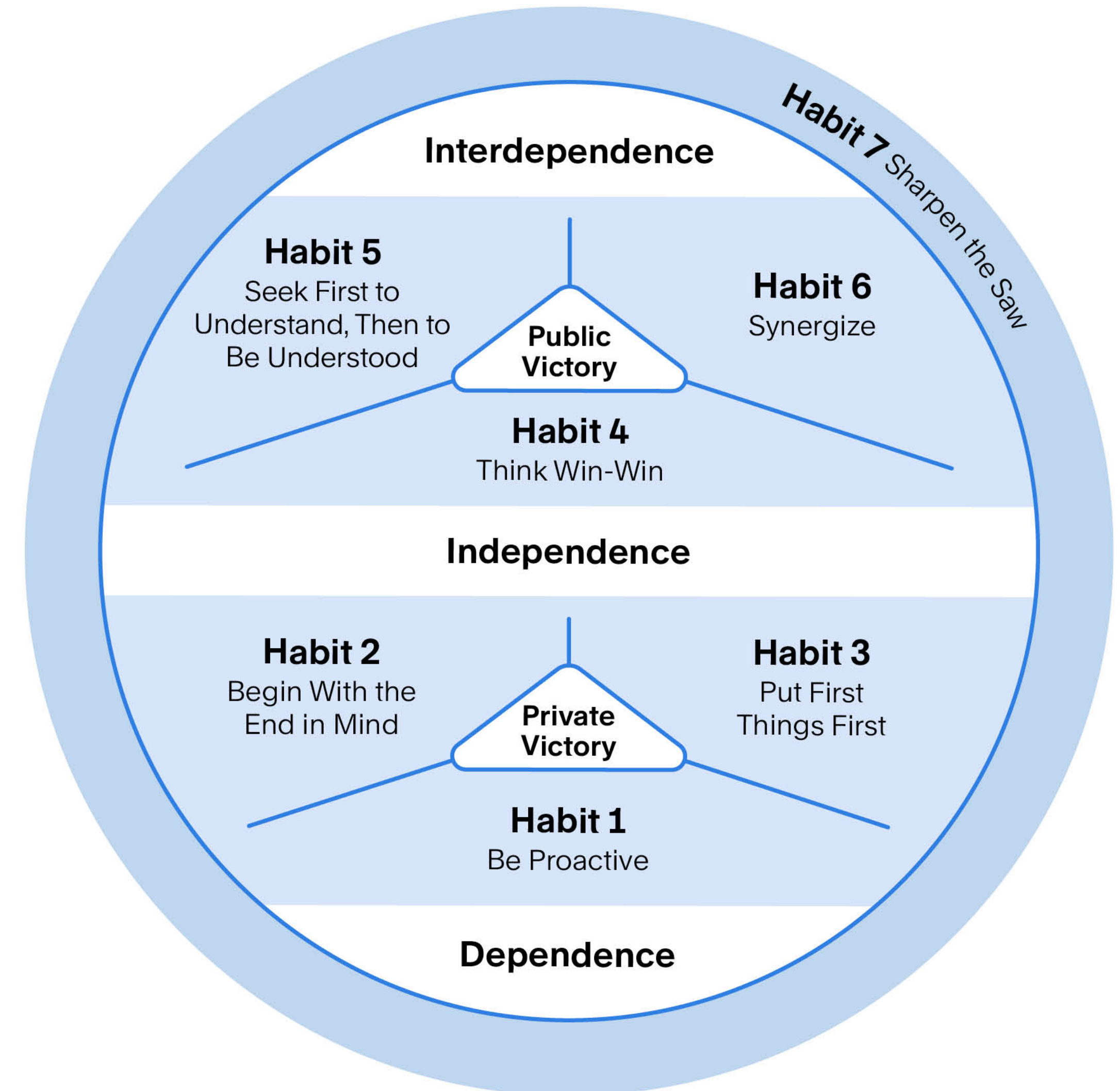
What paradigm shift do you need
to make to get a new result?

▶ VIDEO

The Maturity Continuum



The 7 Habits Maturity Continuum





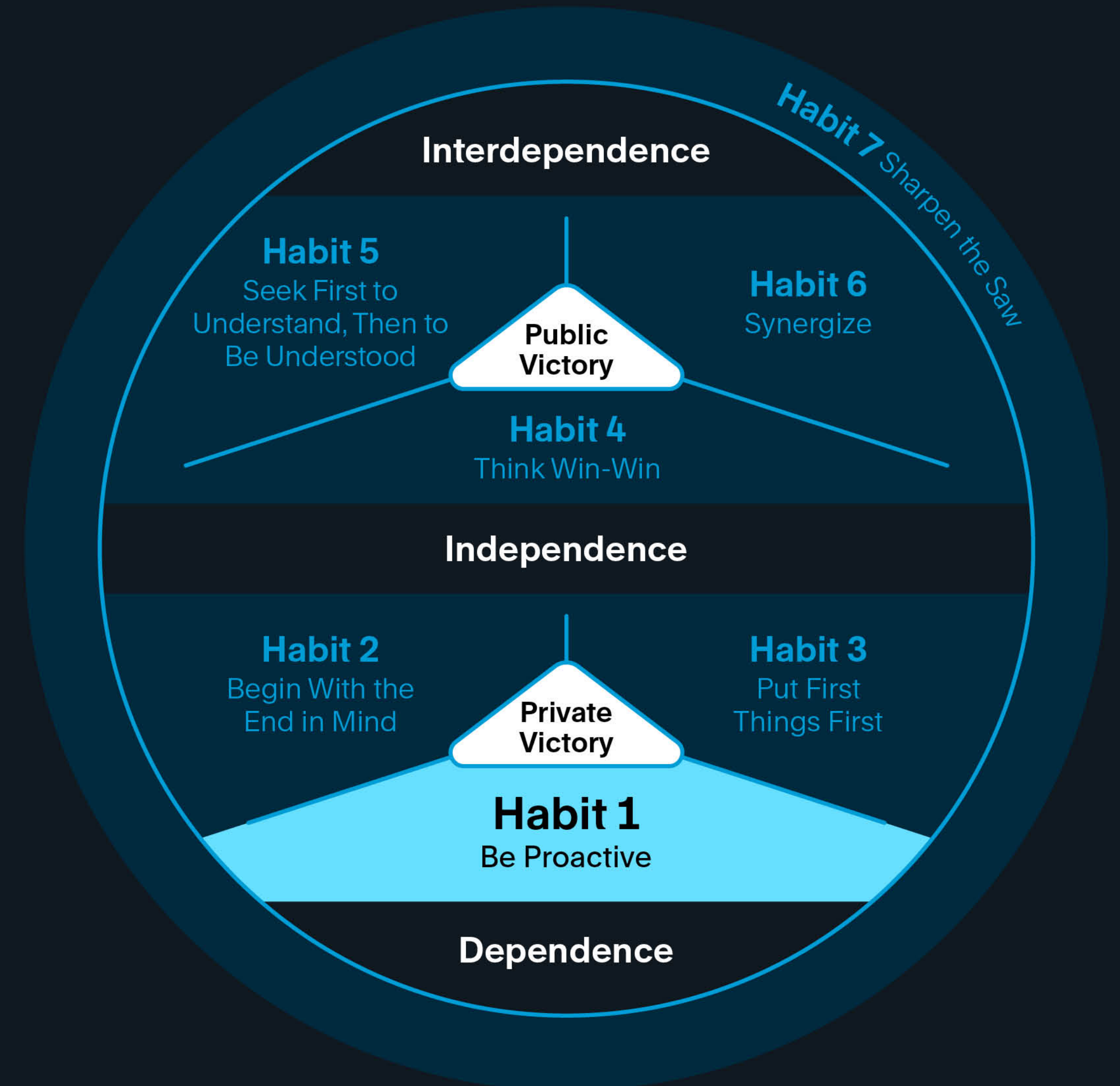
HABIT 1

Be Proactive[®]

The Principle of **Choice**

Habit 1

Be Proactive



Common Paradigm

This is just the way things
are and there's not much
I can do about it.

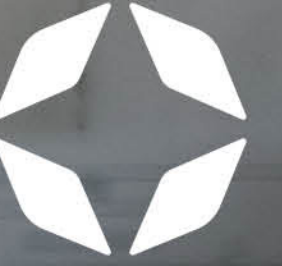
Common Paradigm

This is just the way things
are and there's not much
I can do about it.

+

Highly Effective Paradigm

I have the power to
choose my response.



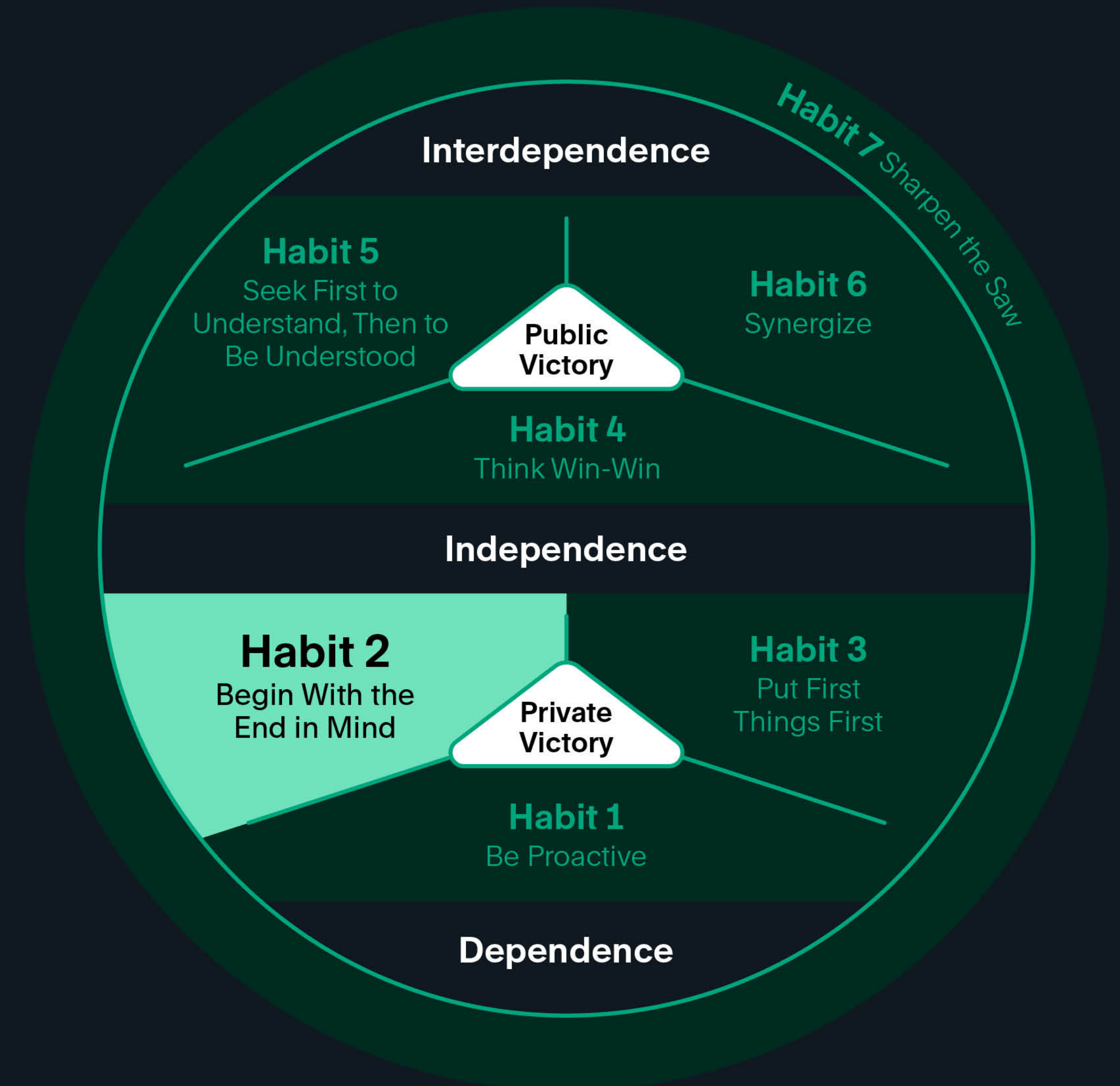
HABIT 2

Begin With the End in Mind[®]

The Principle of Purpose

Habit 2

Begin With the End in Mind



Common Paradigm

I go with the flow
because I can't predict
how things will turn out.

Common Paradigm

I go with the flow
because I can't predict
how things will turn out.



Highly Effective Paradigm

Clearly defining my vision
and purpose will help
shape the future I want.



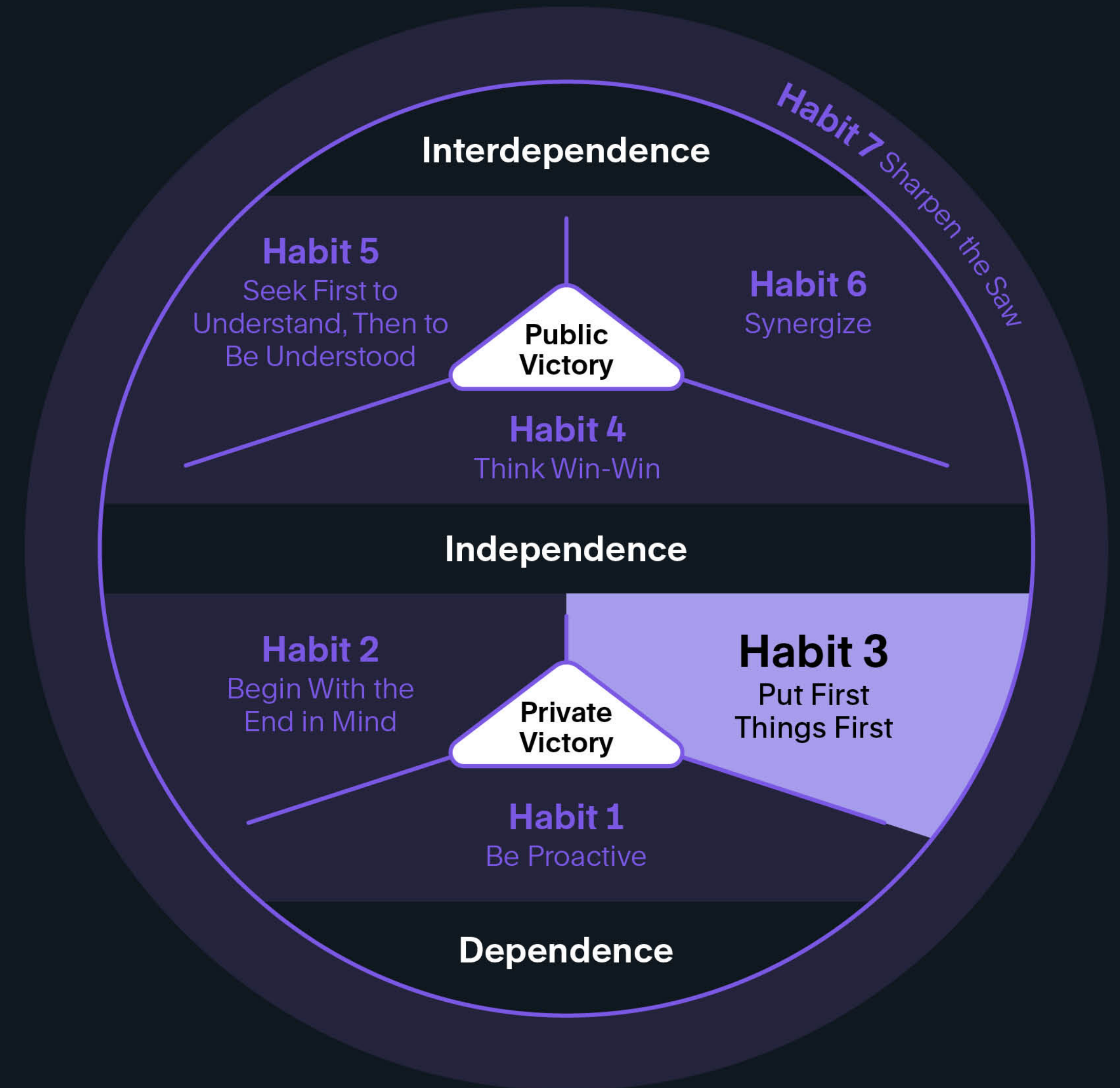
HABIT 3

Put First Things First[®]

The Principle of **Focus**

Habit 3

Put First Things First



Common Paradigm

I don't have time—
I'm too busy.

Common Paradigm

I don't have time—
I'm too busy.

+

Highly Effective Paradigm

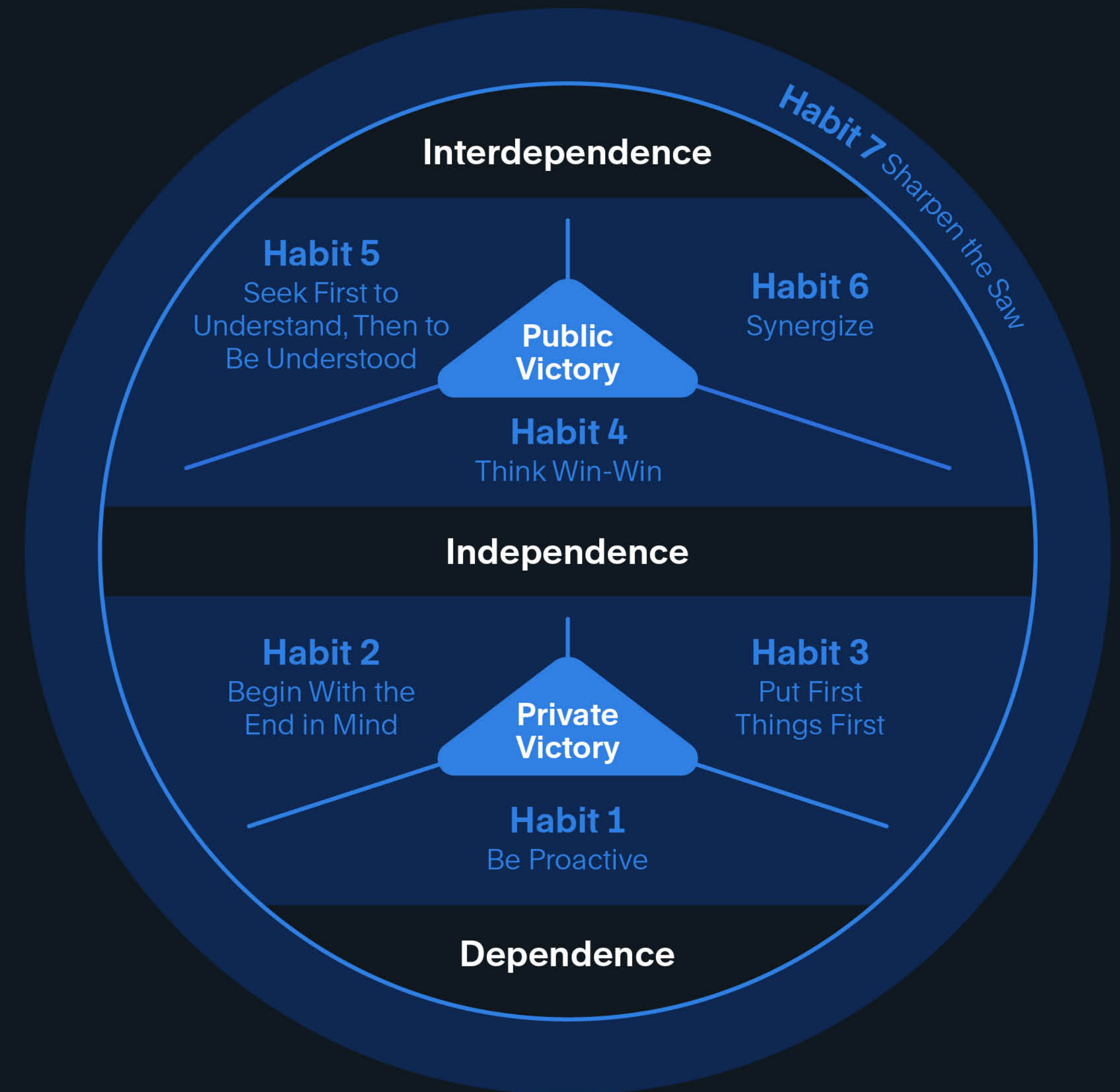
I protect time for what's
most important.

Public Victory

Becoming interdependent through abundance, respect, and collaboration.

Private Victory

Becoming independent by being proactive, purposeful, and focused.



INDIVIDUAL ACTIVITY

Five Recent Interactions

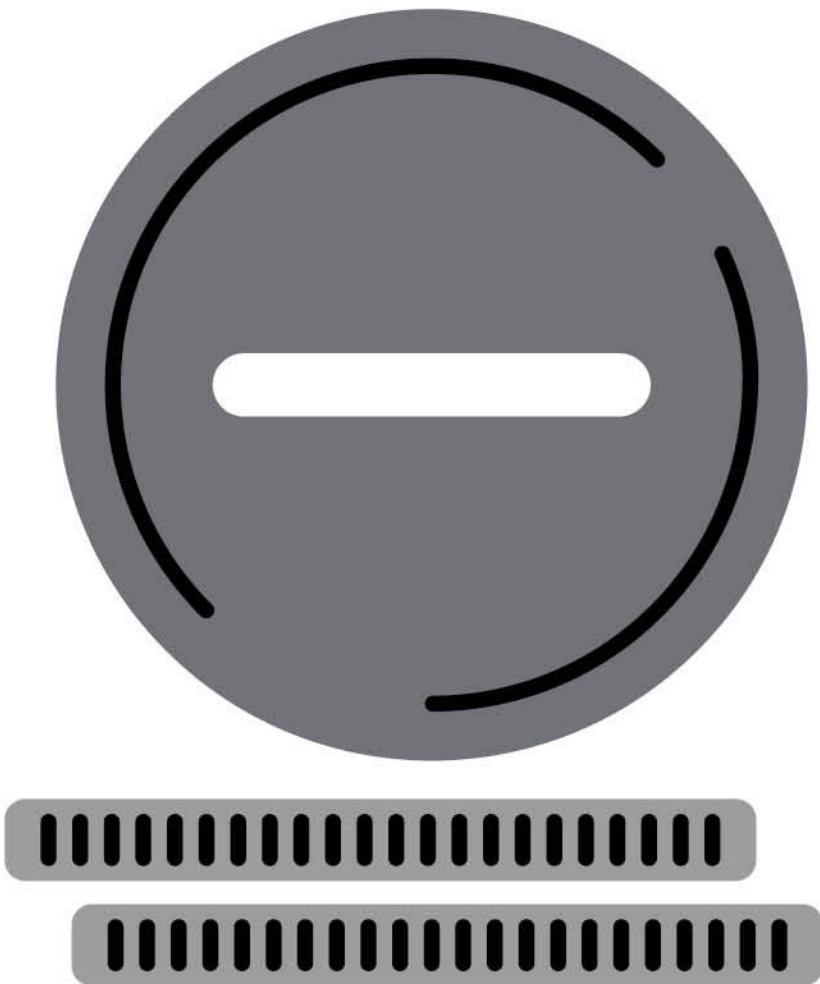
1. Pick a role you have and write down the last five interactions you had in that role. Try to remember them in detail.
2. Write a note about how you think each interaction made the other person feel.



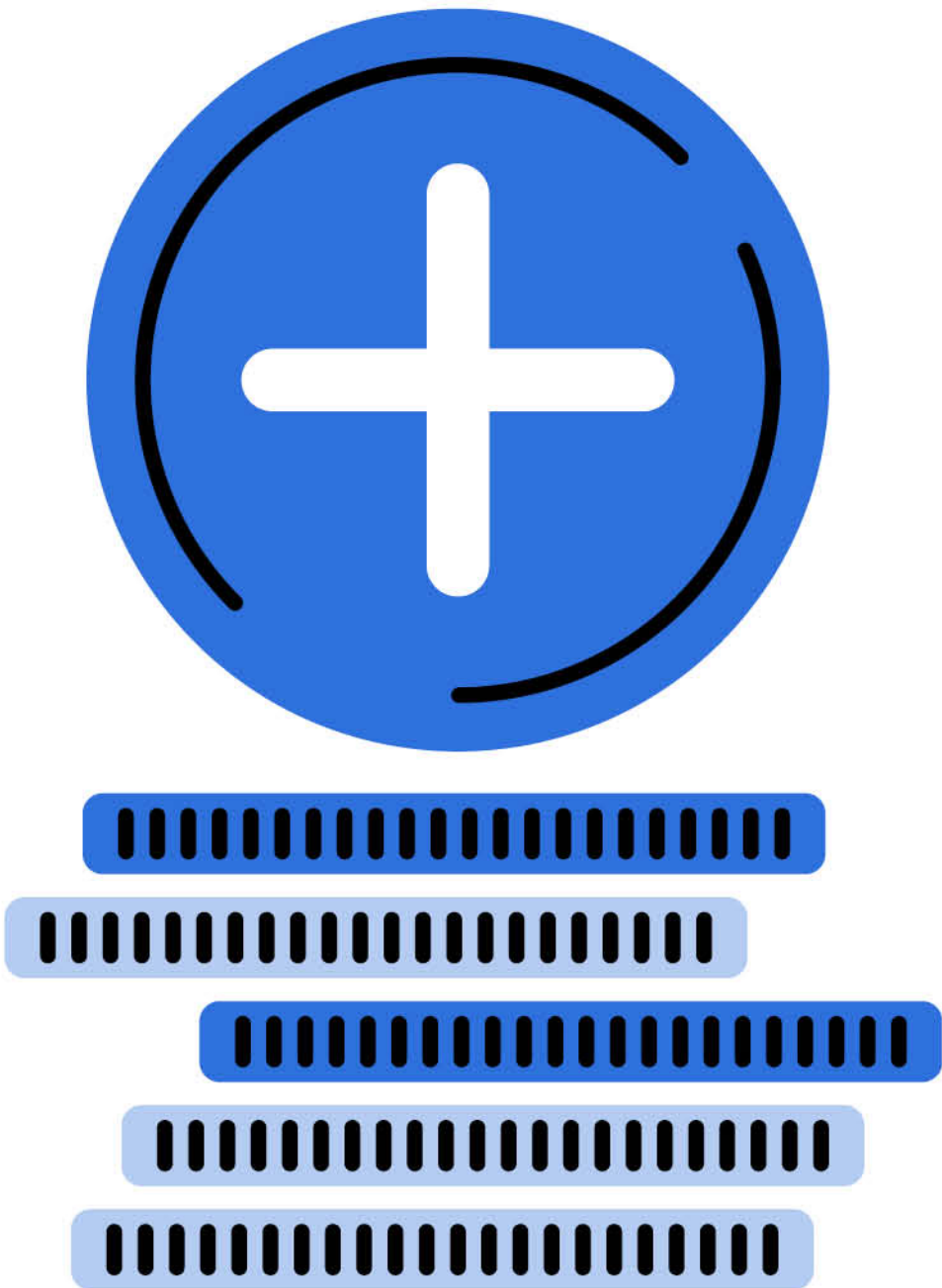
What would happen to
the relationship if you
had similar interactions
5, 50, or 500 more times?

Emotional Bank Account

A withdrawal damages trust.



A deposit builds trust.



Investing in the Emotional Bank Account

Withdrawals

- Assuming you understand
- Being unkind and disrespectful
- Setting unclear expectations
- Breaking promises
- Going behind others' backs
- Holding grudges
- Making excuses

Deposits

- Seeking first to understand
- Being kind and respectful
- Setting clear expectations
- Keeping promises
- Being loyal to others
- Forgiving
- Apologizing

Psychologist John Gottman found
the ideal ratio for relationships is
5 positive feeling interactions
for every 1 negative.

5:1

*Research by John Gottman and Robert Levenson.
"The Magic Relationship Ratio, According to Science."
The Gottman Institute.*

INDIVIDUAL ACTIVITY

Make a Deposit

1. Think of a relationship that could use a deposit right now (maybe the one you thought about on p. 86).
2. Send that person a message of gratitude or encouragement.
3. If you don't have a device nearby, plan a deposit you'll make later.



What kind of deposits
did you make? Why?



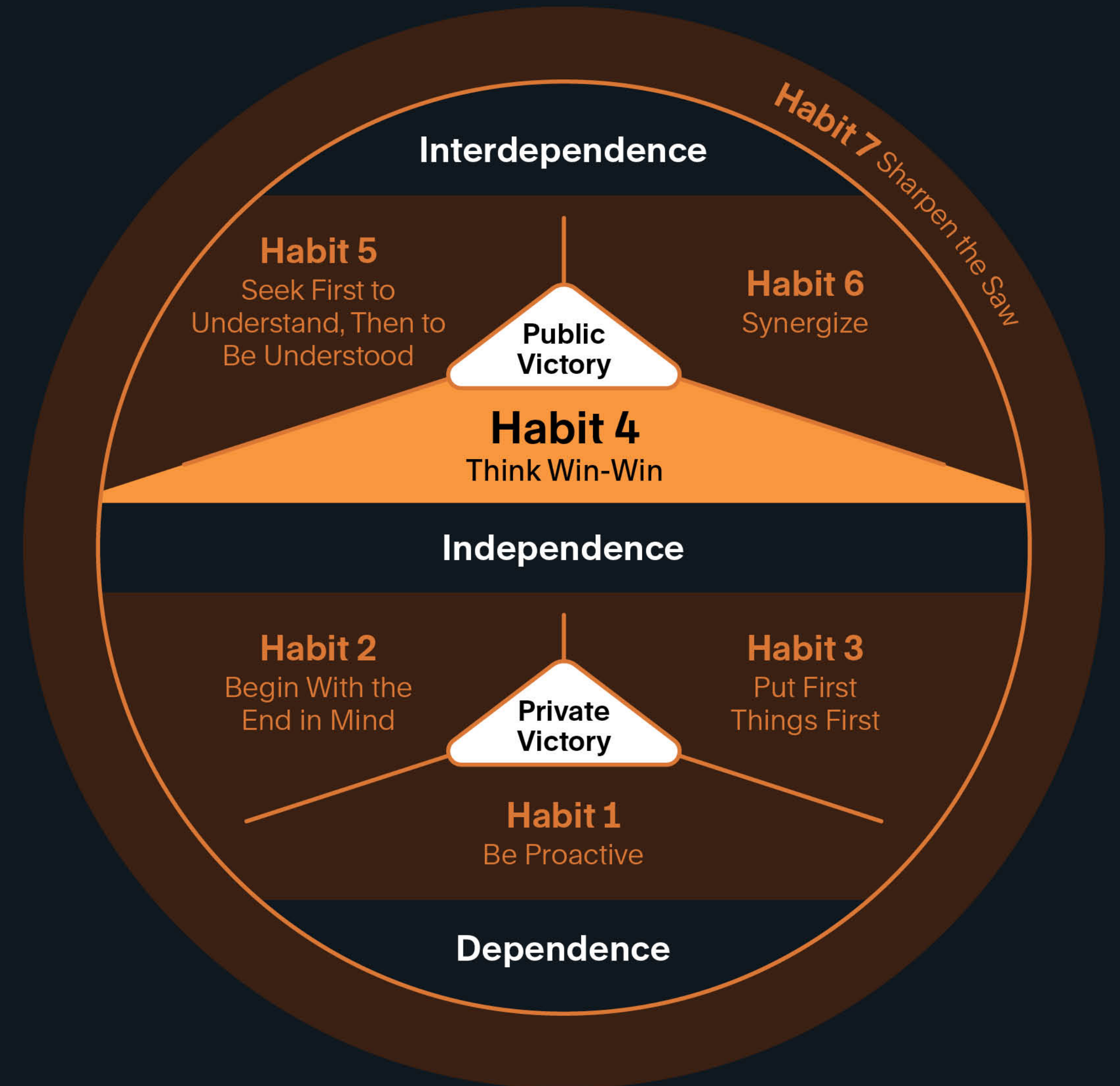
HABIT 4

Think Win-Win[®]

The Principle of **Abundance**

Habit 4

Think Win-Win



Common Paradigm

The more you get,
the less there is for me.

Common Paradigm

The more you get,
the less there is for me.

+

Highly Effective Paradigm

There's more than
enough for everyone.



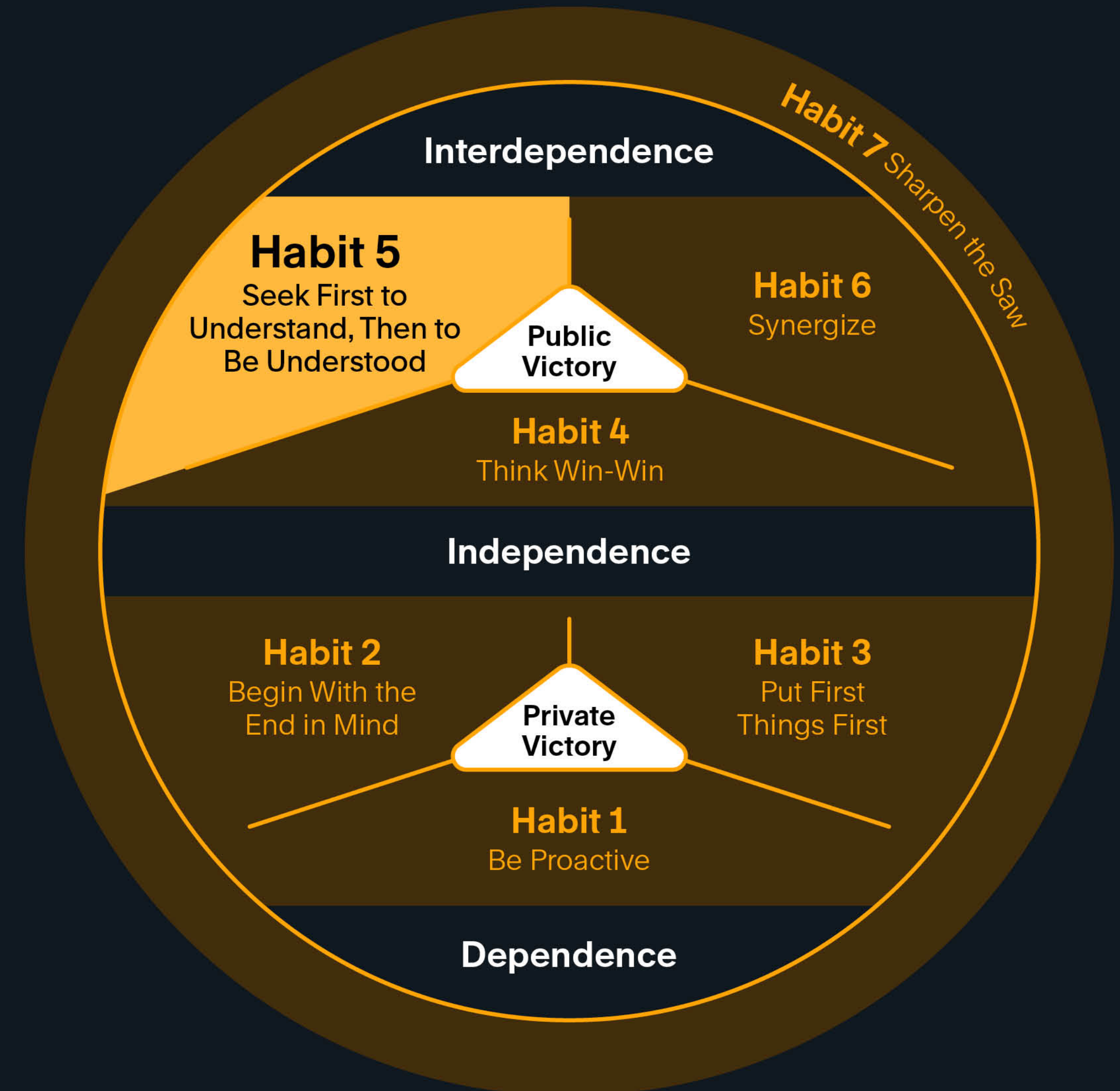
HABIT 5

Seek First to Understand,
Then to Be Understood[®]

The Principle of **Respect**

Habit 5

Seek First
to Understand,
Then to Be
Understood



Common Paradigm

I need to get my
point across.

Common Paradigm

I need to get my
point across.

+

Highly Effective Paradigm

To communicate effectively
with you, I need to
understand you first.



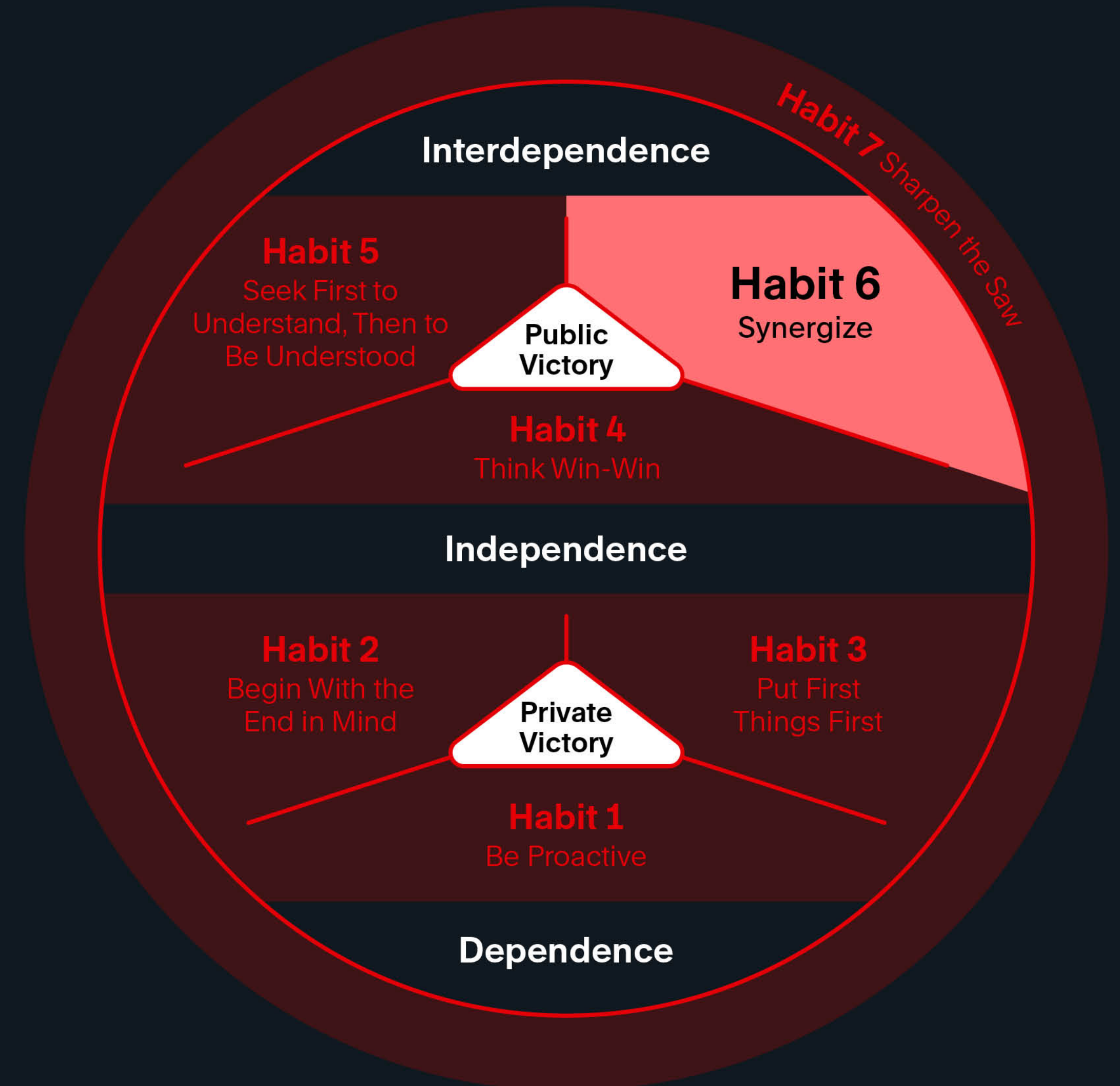
HABIT 6

Synergize[®]

The Principle of **Creative Collaboration**

Habit 6

Synergize



Common Paradigm

Let's just compromise.

Common Paradigm

Let's just compromise.

+

Highly Effective Paradigm

If we work together,
we will discover something
better than what either of
us has in mind.



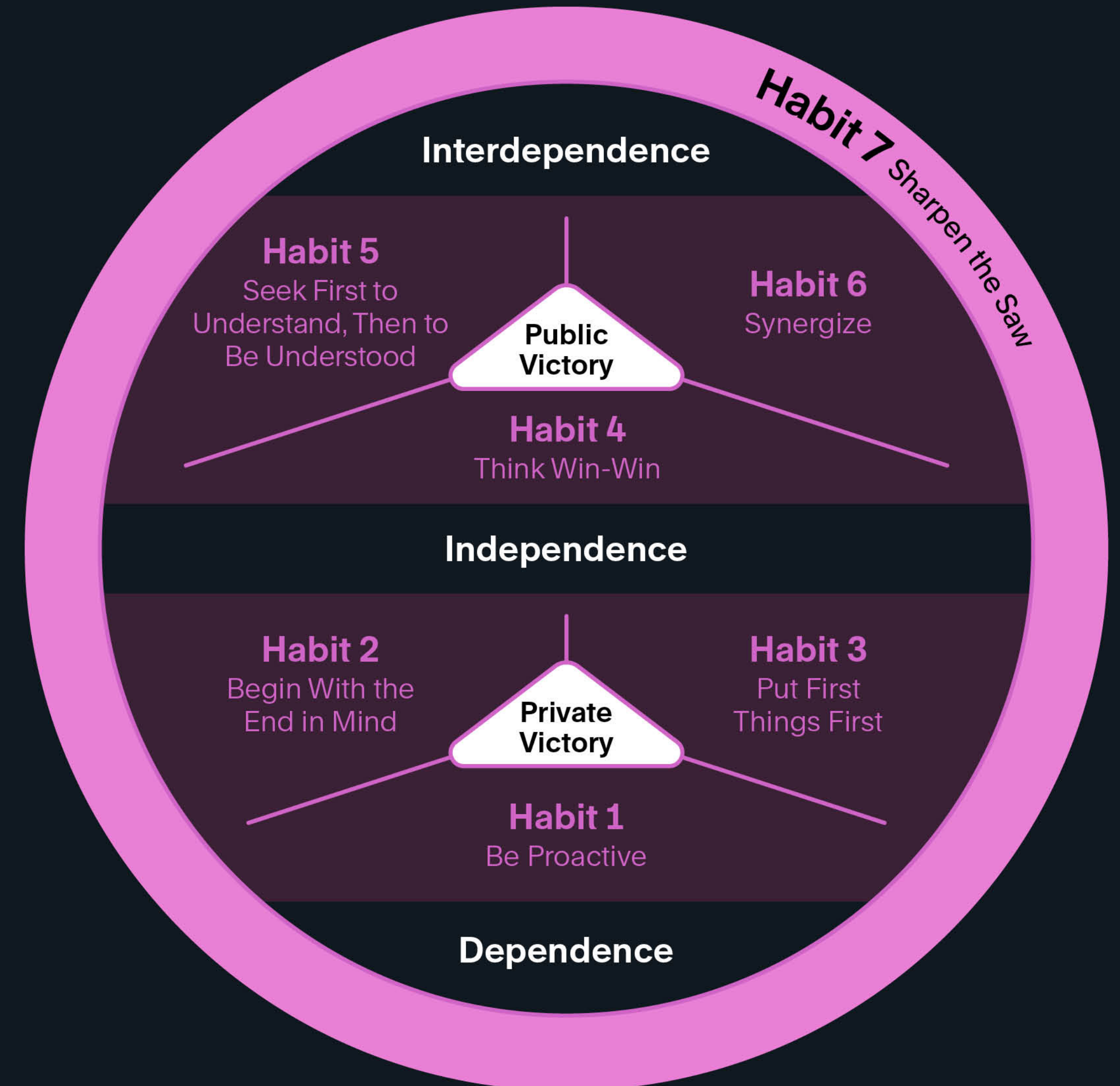
HABIT 7

Sharpen the Saw[®]

The Principle of **Renewal**

Habit 7

Sharpen the Saw



Common Paradigm

I'm too busy to take
care of myself.

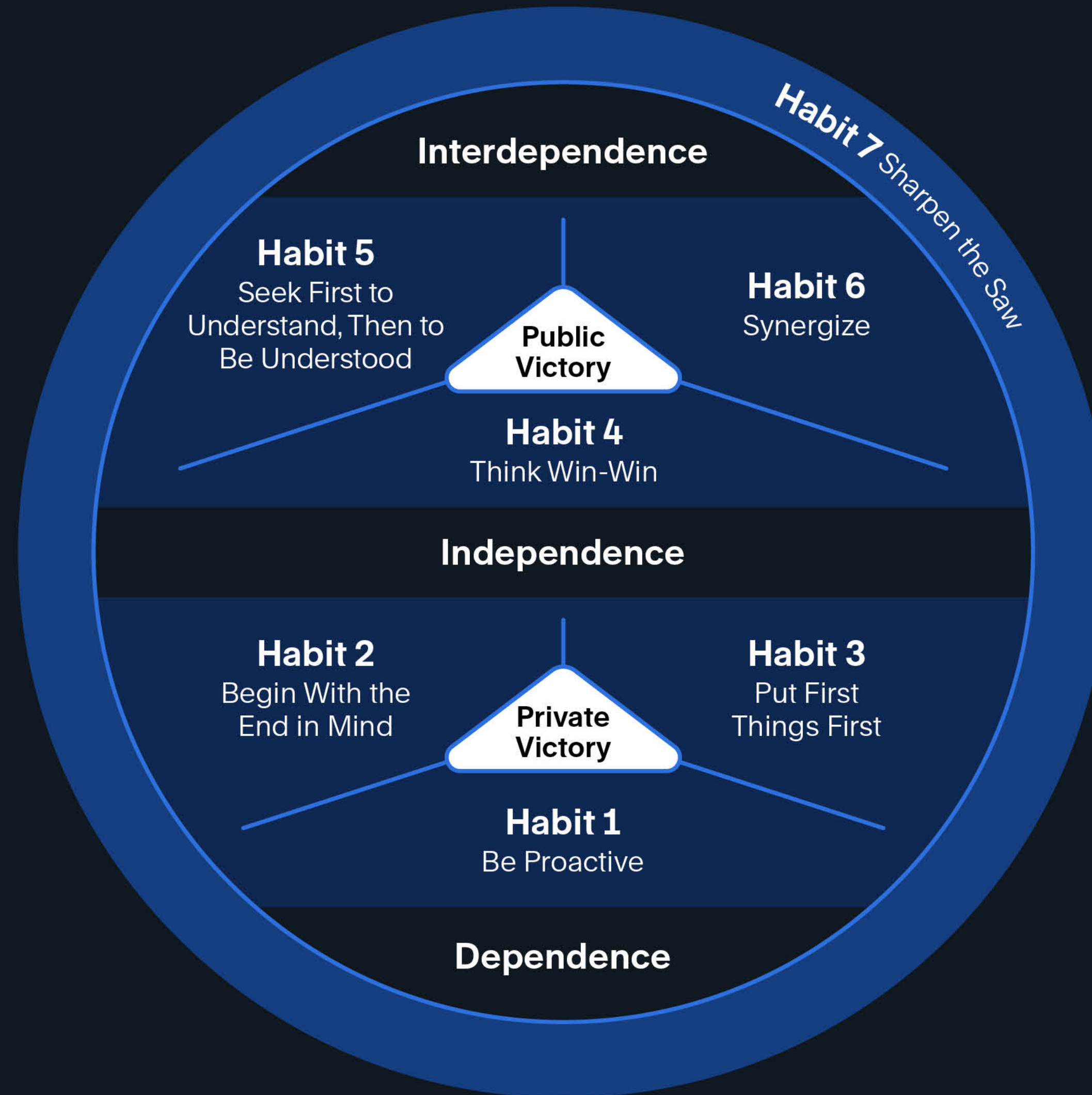
Common Paradigm

I'm too busy to take
care of myself.

+

Highly Effective Paradigm

I invest in myself so
I can be my best.



Do you want to be more effective?

Join me tomorrow at 3.30pm-6.30

Applying the 7 Habits of Highly Effective People as a Leader

In an era of accelerating technology and advanced AI, human skills—how we work alone and together—are more important than ever. In this interactive overview you will experience the new reimagined 7 Habits of Highly Effective People, applying essential abilities that fuel profound growth at every level of an institution.



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Victoria Roos Olsson

Senior Leadership Consultant | Executive
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Thank You

