



## Habit 5: *Seek first to understand, than to be understood*

**Definition:** \_\_\_\_\_

**Directions:** *Create a S.M.A.R.T. goal about improving your listening for the next two weeks.*

**Goal:** In the next two weeks, I plan to \_\_\_\_\_  
\_\_\_\_\_.

I plan to **ACCOPMLISH** this by...

1. Explaining what prevents me from paying attention to others
2. Determining what I need to do to start seeking first to understand, than to be understood
3. Seeking first to understand, than to be understood and documenting my progress with self-reflection

## Identify Cause

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*Why do you think you struggle with listening? Are there specific situations that cause you to struggle more? Have your current listening habits caused any negative consequences to your life?*

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## Creating Success

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*Describe three new behaviors that you could start doing to successfully listen and understand others.*

1.) 

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2.) 

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3.) 

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## Taking Action and Reflecting

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**Directions:** For the next two weeks you will practice your S.M.A.R.T. goal by using your three new behaviors to help you think win-win. As you work on this habit you are responsible for journaling your progress.

**Answer the Following in your Journal Entry:**

- Describe how you worked on your S.M.A.R.T. goal during week 1.
- During week 1, how did you remind yourself to work on your goal? (If you forgot, how can you remind yourself for week 2?)
- Were you successful at thinking win-win? If yes, provide proof. If no, explain what you can do for week 2 to achieve success?

## Journal: Week 1

[illegible]

*DID I INCLUDE ALL THE QUESTIONS ABOVE IN MY JOURNAL ENTRY?*

**Answer the Following in your Journal Entry:**

- Describe how you worked on your S.M.A.R.T. goal during week 2.

**-ANSWER IF NOT SUCCESSFUL:** If you were not successful, why do you think you continue to struggle and what would it take for you to start making better choices?

## This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

### ***Rate your Achievement***

1      2      3      4      5      6      7      8      9      10