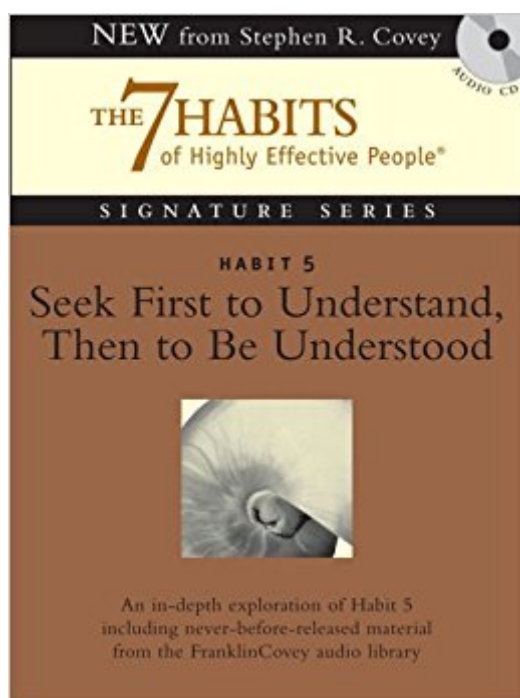


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# Habit 5 Seek First To Understand Then To Be Understood: The Habit Of Mutual Understanding (The 7 Habits)



## Synopsis

Habit 5: Seek First to Understand, Then to Be Understood is about developing the skill of empathic listening. Dr Stephen R Covey teaches listeners the value of interacting 'with understanding' to influence co-workers, bosses, your spouses, children, and neighbours. He shows how the real key to influence is 'actual conduct based on true understanding of another point of view.' In this in-depth exploration of Habit 5, listeners will hear Dr Covey teach how to identify the four autobiographical responses most people have when they listen. Since communication skills 'will not be effective unless they come from a sincere desire to understand', Habit 5 is where listeners learn how to transcend the limits of human perception so that they can deeply communicate and cooperatively deal with the issues and come up with Win/Win solutions. This is not pop psychology or simply a trendy catch phrase. Rather Dr Covey helps the listener examine the character attributes that lead to behaviours.

## Book Information

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## Customer Reviews

Recognized as one of Time magazine's 25 most influential Americans, Stephen R. Covey has dedicated his life to demonstrating how every person can truly control their destiny with profound, yet straightforward guidance. As an internationally respected leadership authority, family expert, teacher, organizational consultant, and author, his advice has given insight to millions. He has sold over 20 million books sold (in 38 languages), and The 7 Habits of Highly Effective People was named the #1 Most Influential Business Book of the Twentieth Century. His most recent major book,

The 8th Habit , has sold nearly 400,000 copies. He holds an MBA from Harvard, and doctorate degree from Brigham Young University. He is the co-founder and vice chairman of FranklinCovey, the leading global professional services firm with offices in 123 countries. He lives with his wife and family in Utah.

Stephen Covey is one of my favorite people, and his work is outstanding. This product teaches a person how to communicate in everyday life and understanding people. I think this is another great piece of work by Mr. Covey.

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