

*“No company can succeed until individuals within it succeed.  
No group can achieve its objectives until its people achieve theirs”*

## The 7 Habits of Highly Effective People

- ❑ That’s what FranklinCovey’s 7 Habits workshop is about--making people effective so that they, in turn, can make their organizations effective.
- ❑ The principles taught in *The 7 Habits of Highly Effective People*--the International best seller by Dr. Stephen R. Covey, founder and chairman of FranklinCovey Co., are brought to life in this powerful workshop.
- ❑ Franklin Covey helps transform thousands of organizations throughout the world by transforming the people they depend on through 1500 Workshops of 7 Habits Of Highly Effective People per month across the Globe.

## The 7 Habits...and What They'll do for Your Organization

<b>THE HABIT</b>	<b>THE RESULTS OF 7 HABITS TRAINING</b>
<b>1. Be Proactive</b>	<b>Fosters courage to take risks and accept new challenges to achieve goals</b>
<b>2. Begin with the End in Mind</b>	<b>Brings projects to completion and unites teams and organizations under a shared vision, mission, and purpose</b>
<b>3. Put First Things First</b>	<b>Promotes getting the most important things done first and encourages direct effectiveness</b>
<b>4. Think Win-Win</b>	<b>Encourages conflict resolution and helps individuals seek mutual benefit, increasing group momentum</b>
<b>5. Seek First to Understand, Then to Be Understood</b>	<b>Helps people understand problems, resulting in targeted solutions; and promotes better communications, leading to successful problem-solving</b>
<b>6. Synergize</b>	<b>Ensures greater "buy-in" from team members and leverages the diversity of individuals to increase levels of success</b>
<b>7. Sharpen the Saw</b>	<b>Promotes continuous improvements and safeguards against "burn-out" and subsequent non productivity</b>

## Results from The 7 Habits

This chart demonstrates a marked improvement in key behaviors that lead to greater effectiveness among employees working together.

PERFORMANCE IMPROVEMENTS	Before The 7 Habits	After The 7 Habits
I have stronger interpersonal relationships.	37%	87%
I am an effective listener.	53%	86%
I seek to understand the needs and concerns of others.	60%	89%
I am open to others' ways of doing things.	65%	91%
I often use the knowledge and skills of others to better accomplish tasks.	58%	92%

Data from Jack Phillips Centre of Research

## Return on Investment

**People at all organizations report that the 7 Habits have produced significant results:**

**Over a four-year period, an automotive components manufacturing firm:**

- **Improved quality by over 40 percent.**
- **Significantly reduced cycle time.**
- **More than doubled production without adding people or increasing budget.**
- **Improved on-time deliveries to 98 percent.**

**In less than 12 months, a Fortune 500 manufacturing firm:**

- **Achieved cost savings of more than \$3.5 million per year from improvements in manufacturing processes, purchasing practices, and inventory management.**
- **Reported cost reductions of at least \$1.25 million per year.**
- **Organizations of all sizes report significant improvements in attitudes and behaviors from "Seeking first to be understood" to "seeking first to understand."**