

THE 7 HABITS Interactive™



HELP EVERY INDIVIDUAL BECOME HIGHLY EFFECTIVE

The 7 Habits of Highly Effective People Interactive Edition



“Real character development begins with the humble recognition that we are not in charge, that principles ultimately govern.”

—Dr. Stephen R. Covey

▶ OUTCOMES

FranklinCovey's *The 7 Habits of Highly Effective People*® Interactive Edition

1. Learn how to take initiative.
2. Break ineffective behaviors and tendencies.
3. Create high levels of trust, unity, and synergy.
4. Practice continuous improvement.
5. Achieve a healthy work/life balance.
6. Strengthen relationships.

Challenge:

Does your entire workforce—including distributed, virtual, or desk-bound workers—function as a cohesive team? Do they display the highest levels of personal and group effectiveness?

In traditional settings, personal effectiveness training and team-building usually involves face-to-face meetings, in-office work, and retreats. So training today's workers is a modern-day opportunity and challenge. Imagine an organization where your offsite employees, virtual teams, and those who can't leave their desk for extended training feel connected to your organization and to each other in ways that ensure relevant and effective contributions.



ninth house®

The Challenges of Building Today's Teams

Today's technological and connected world allows for flexibility where teams are located and how they work together, all of which can make training a challenge. How do you foster effective individuals and build cohesive teams when distance is an issue?

When an in-person meeting or training is not possible because of distance, time, or budget, FranklinCovey's *The 7 Habits of Highly Effective People Interactive Edition* is a powerful solution.

Why Does Individual Effectiveness Matter?

FranklinCovey recently surveyed a representative sampling of more than 12,000 workers in North America to find out if people perceive an "effectiveness gap" in their organization. Here are a few of the survey questions and some telling results:

In my organization...	Percentage Who Agree
1. People take the initiative to get the job done.	54%
2. We discuss tough issues candidly.	46%
3. We do not undermine each other.	37%
4. People avoid blaming others when things go wrong.	30%

In my own work...	Percentage Who Agree
1. My work goals are written down.	33%
2. I take time each workday to identify and schedule activities around our most important goals.	36%
3. I plan activities that allow me to continuously improve my performance.	34%
4. I spend [percentage of work time] on the most important goals of my unit.	60%

Count the Cost of Ineffectiveness

Consider the price paid by an organization when—

1. **Only half** the people show initiative.
2. **Fewer than half** feel they can talk candidly about tough issues.
3. **Only a third** of the people have individual work goals.
4. **Only a third** plan how to use their time.
5. **Only a third** are thinking about how to improve their performance.
6. **People spend two of every five hours** on unimportant matters—other people's issues, internal bureaucracies, hidden agendas, politics, or departmental and interpersonal conflict.

The Solution:

The 7 Habits Interactive

Now you can help all of your employees, no matter where they work, reach the highest levels of effectiveness and productivity. *The 7 Habits® Interactive* is a highly scalable approach to effectiveness training. Like our traditional in-person training, our solution for virtual teams comes with FranklinCovey's trademark high-quality experience, all within a course that blends a three-hour online instruction with the option of a one-day live teach.

In this blended-learning solution, we capture the interest and imagination of individuals through a video-based story. The individuals complete activities that teach them how the 7 Habits work and how to apply them to their own situation. They are drawn into a story where they learn and then demonstrate an understanding of the 7 Habits. Then the learning is reinforced as they are led through a video simulation where they make choices and witness the consequences.

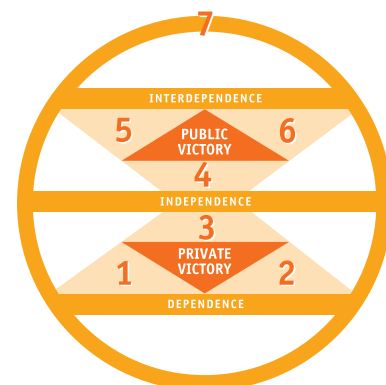
The optional one-day live classroom training dovetails into this e-learning module and helps individuals focus on specific applications of the 7 Habits in the workplace.

As an organization, you also benefit in practical ways from implementing this interactive training. Specifically, you will be able to:

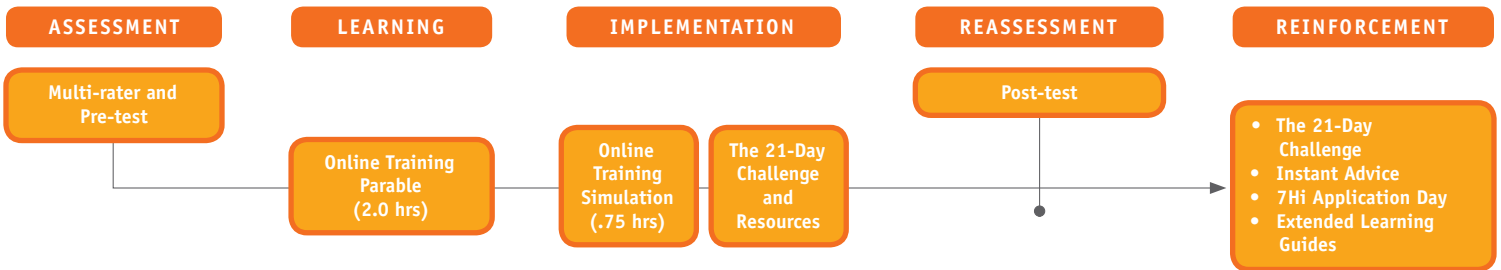
- Help employees reach a higher level of effectiveness and productivity with the world's best effectiveness training.
- Reach more employees with an e-learning option.
- Promote a higher level of learning through greater interactivity.
- Deploy effectiveness training faster throughout your organization.
- Decrease participants' time away from their work and spend less money on travel.
- Increase participants' proficiency in core competencies as a result of blended training.
- Increase time for evaluation, assessment, and reinforcement through blended classroom training.

Becoming Effective

Effective individuals win two victories in life: a Private Victory when they learn self-mastery and self-discipline, and a Public Victory when they build deep and enduring relationships with others. As they practice the 7 Habits, they move from being dependent on others to interdependence and finally to interdependence, where they reap the rewards of superb cooperation and collaboration.



THE 7 HABITS INTERACTIVE PROCESS



Participants gain hands-on experience, applying timeless principles that yield greater productivity, improved communication, strengthened relationships, increased influence, and laser-like focus on critical priorities.

Habit 1: Be Proactive®

Principle: I am free to choose and am responsible for my choices.

Habit 2: Begin With the End in Mind®

Principle: Mental creation precedes physical creation.

Habit 3: Put First Things First®

Principle: Effectiveness requires the integrity to act on your priorities.

Habit 4: Think Win-Win®

Principle: Effective, long-term relationships require mutual respect and mutual benefit.

Habit 5: Seek First to Understand Then to Be Understood®

Principle: To communicate effectively, we must first understand each other.

Habit 6: Synergize®

Principle: The whole is greater than the sum of its parts.

Habit 7: Sharpen The Saw®

Principle: To maintain and increase effectiveness, we must renew ourselves in body, heart, mind, and spirit.

The Power of *The 7 Habits of Highly Effective People Interactive Edition*

You can build an effective organization as you roll out *The 7 Habits of Highly Effective People Interactive Edition* to your entire global workforce, anyplace, anytime.

Assessment

- A short pre-test assesses the participants knowledge of the 7 Habits principles.
- Individuals can also take an optional multi-rater assessment.

Learning

- The principles taught in this program transform participants with profound lessons in personal change.
- The program helps participants attain their full potential at work and in life.

Implementation

- After the online training, participants are equipped to complete a seven-week contract system, an approach to building habits of effectiveness.

Reassessment

- A post-test is conducted to assess the impact of newly acquired knowledge.
- The optional multi-rater assessment is available to evaluate the participant's effectiveness as perceived "before" and "after" the program.

Reinforcement

- Tools such as the 21-Day Challenge and Instant Advice video modules featuring Dr. Covey are included to support personal effectiveness.
- The 7 Habits Interactive Application Day is an optional one-day experience for participants to reinforce the 7 Habits learning in a facilitator-led session.
- Manager discussion guides use small blocks of time for supervisors to reinforce concepts learned in the online course.

Core Competencies

The results are real and measurable. By making people highly effective, your organization can become highly effective. Please see core competencies and performance statements below.

CORE COMPETENCIES	PERFORMANCE STATEMENTS PARTICIPANTS WILL BE ABLE TO:
<p>Habit 1 Be Proactive®</p>	<ul style="list-style-type: none"> • Take initiative to get things done. • Accept responsibility for your actions. • Focus on things you can do something about. • Maintain self-control even when it's difficult.
<p>Habit 2 Begin With the End in Mind®</p>	<ul style="list-style-type: none"> • Create and live by a personal mission statement. • Display a sense of direction in life. • Begin projects with a clear understanding of desired outcomes. • Work toward long-term solutions, not just "quick fixes."
<p>Habit 3 Put First Things First®</p>	<ul style="list-style-type: none"> • Prioritize. • Respect people's time. • Say "no" to unimportant things. • Handle multiple tasks in organized way.
<p>Habit 4 Think Win-Win®</p>	<ul style="list-style-type: none"> • Work to find win-win solutions. • Share credit. • Have the courage to say "no" when appropriate. • Do not undermine others for personal gain.
<p>Habit 5 Seek First to Understand Then to Be Understood®</p>	<ul style="list-style-type: none"> • Seek to understand problems before attempting to solve them. • Listen without interrupting. • Demonstrate sensitivity to people's feelings. • Seek to understand people's viewpoints. • Do not dominate discussions. • Communicate clearly and concisely. • Express viewpoints with confidence.
<p>Habit 6 Synergize®</p>	<ul style="list-style-type: none"> • Seek out the strengths of others to get things done. • Value and draw on differences in people. • Try new ideas.
<p>Habit 7 Sharpen the Saw®</p>	<ul style="list-style-type: none"> • Balance all aspects of life. • Care for physical well-being. • Demonstrate competence in your field. • Take time to find enjoyment and meaning in life.

Help every individual in your organization become highly effective.

For more information about FranklinCovey's *The 7 Habits of Highly Effective People Interactive Edition*, contact your FranklinCovey Client Partner or call +91 124 478 2222 to be put in touch with someone in your local area who can answer any questions.