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- You can't get others to go along until you learn to get along.
- People have to like you, trust you, and believe you can get them where they want to go.
- Psalm 119:165 (KJV)
 - Great peace have they which love thy law: and nothing shall offend them.

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- Steven Covey - 7 Habits of Highly Effective People
 - Public Victory
 - Think Win - Win
 - Seek First to Understand... Then to be Understood.
 - Synergy - the whole is greater than the sum of its parts.
- “These investigations revealed that even in such technical lines as engineering, about **15 percent** of one's financial success is due to one's technical knowledge and about **85 percent** is due to skill in human engineering-to personality and the ability to lead people.” - Dale Carnegie

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- “The 10 Most Significant Common Characteristics of People” - Dr. Phil
 1. The number one fear among all people is rejection.
 2. The number one need among all people is acceptance.
 3. To manage people effectively, you must do it in a way that protects or enhances their self-esteem.
 4. Everybody- and I mean everybody- approaches every situation with at least some concern about “what’s in it for me?”
 5. Everybody- and I mean everybody- prefers to talk about things that are important to them personally.
 6. People hear and incorporate only what they understand.
 7. People like, trust, and believe those who like them.
 8. People often do things for other than the apparent reasons.
 9. Even people of quality can be, and often are, petty and small.
 10. Everybody- and I mean everybody- wears a social mask. You must look beyond the mask to see the person.

Notes

- THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE
- HABIT 4: THINK WIN-WIN
- Think Win-Win isn't about being nice, nor is it a quick-fix technique. It is a character-based code for human interaction and collaboration.

- Most of us learn to base our self-worth on comparisons and competition. We think about succeeding in terms of someone else failing--that is, if I win, you lose; or if you win, I lose. Life becomes a zero-sum game. There is only so much pie to go around, and if you get a big piece, there is less for me; it's not fair, and I'm going to make sure you don't get anymore. We all play the game, but how much fun is it really?

- Win-win sees life as a cooperative arena, not a competitive one. Win-win is a frame of mind and heart that constantly seeks mutual benefit in all human interactions. Win-win means agreements or solutions are mutually beneficial and satisfying. We both get to eat the pie, and it tastes pretty darn good!

- A person or organization that approaches conflicts with a win-win attitude possesses three vital character traits:
 - Integrity: sticking with your true feelings, values, and commitments
 - Maturity: expressing your ideas and feelings with courage and consideration for the ideas and feelings of others
 - Abundance Mentality: believing there is plenty for everyone
- Many people think in terms of either/or: either you're nice or you're tough. Win-win requires that you be both. It is a balancing act between courage and consideration. To go for win-win, you not only have to be empathic, but you also have to be confident. You not only have to be considerate and sensitive, you also have to be brave. To do that--to achieve that balance between courage and consideration--is the essence of real maturity and is fundamental to win-win.

Notes

- THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE
- HABIT 5: SEEK FIRST TO UNDERSTAND, THEN TO BE UNDERSTOOD
- Communication is the most important skill in life. You spend years learning how to read and write, and years learning how to speak. But what about listening? What training have you had that enables you to listen so you really, deeply understand another human being? Probably none, right?
- If you're like most people, you probably seek first to be understood; you want to get your point across. And in doing so, you may ignore the other person completely, pretend that you're listening, selectively hear only certain parts of the conversation or attentively focus on only the words being said, but miss the meaning entirely. So why does this happen? Because most people listen with the intent to reply, not to understand. You listen to yourself as you prepare in your mind what you are going to say, the questions you are going to ask, etc. You filter everything you hear through your life experiences, your frame of reference. You check what you hear against your autobiography and see how it measures up. And consequently, you decide prematurely what the other person means before he/she finishes communicating. Do any of the following sound familiar?
- "Oh, I know just how you feel. I felt the same way." "I had that same thing happen to me." "Let me tell you what I did in a similar situation."
- Because you so often listen autobiographically, you tend to respond in one of four ways:
 - Evaluating: You judge and then either agree or disagree.
 - Probing: You ask questions from your own frame of reference.
 - Advising: You give counsel, advice, and solutions to problems.
 - Interpreting: You analyze others' motives and behaviors based on your own experiences.
- You might be saying, "Hey, now wait a minute. I'm just trying to relate to the person by drawing on my own experiences. Is that so bad?" In some situations, autobiographical responses may be appropriate, such as when another person specifically asks for help from your point of view or when there is already a very high level of trust in the relationship.

Notes

- THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE
- HABIT 6: SYNERGIZE
- To put it simply, synergy means "two heads are better than one." Synergize is the habit of creative cooperation. It is teamwork, open-mindedness, and the adventure of finding new solutions to old problems. But it doesn't just happen on its own. It's a process, and through that process, people bring all their personal experience and expertise to the table. Together, they can produce far better results than they could individually. Synergy lets us discover jointly things we are much less likely to discover by ourselves. It is the idea that the whole is greater than the sum of the parts. One plus one equals three, or six, or sixty--you name it.
- When people begin to interact together genuinely, and they're open to each other's influence, they begin to gain new insight. The capability of inventing new approaches is increased exponentially because of differences.
- Valuing differences is what really drives synergy. Do you truly value the mental, emotional, and psychological differences among people? Or do you wish everyone would just agree with you so you could all get along? Many people mistake uniformity for unity; sameness for oneness. One word--boring! Differences should be seen as strengths, not weaknesses. They add zest to life.