

7 Habits of Highly Effective People

PARADIGM

The word *paradigm* comes from the Greek. It was originally a scientific term, and is more commonly used today to mean a model, theory, perception, assumption, or frame of reference.

In the more general sense, *it's the way we "see" the world* – not in terms of our visual sense of sight, but in terms of perceiving, understanding, interpreting.

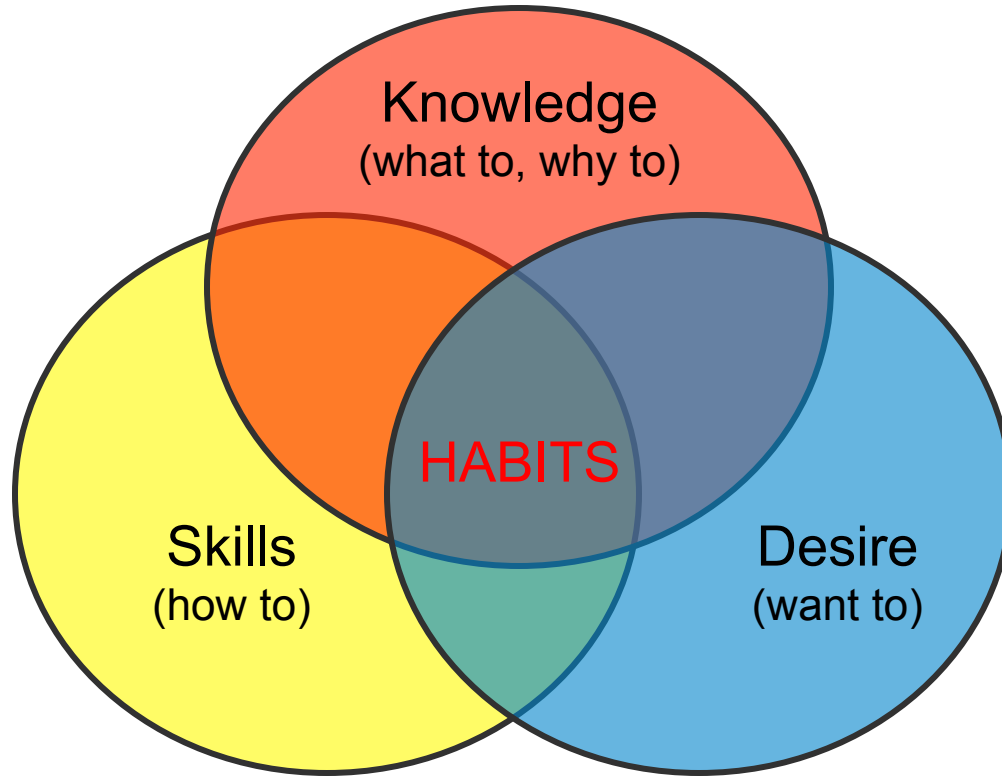
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HABIT

For our purposes, we will define **habit** as the **intersection** of *knowledge*, *skill*, and *desire*.

Knowledge is the theoretical paradigm, the *what to do* and the *why*. Skill is the *how to do*. And desire is the motivation, the *want to do*. In order to make something a habit in our lives, **we have to have all three**.

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Sharpen the Saw

