

Paradigms of interdependence, and character



Diagnose before you prescribe judgments or opinions, if you don't have all the facts
Four Autobiographical responses Because we listen autobiographically (from the perspective of our own paradigms), we tend to respond in one of four ways We evaluate We probe We advice We interpret
Empathic listening involves four developmental stages Mimic content Rephrase the content Reflect feeling Rephrase content and reflect feeling
Empathic listening enables us to turn transactional opportunities into transformational opportunities.

The key to empathic listening is to genuinely seek the welfare of the individual to whom you are listening. Then Seek to be Understood Knowing how to be understood is the other half of Habit 5 and is crucial in reaching WimWin solutions. The essence of making effective presentations: Ethos your personal credibility. Pathos the empathic side. Logos the logic When you can present your own ideas clearly, specifically, visually and in the context of the paradigms of your audience, you significantly increase the credibility of your ideas.

Habit 6: Synergy What is Synergy? Synergy means that the whole is greater than the sum of its parts Which means that the relationship which the parts have to each other is a part in and of itself. The way o describe " the whole is greater than the sum of its parts" is shown in the book as: $1 + 1 = 3$ or more
Principles of Creative Cooperation The challenge is to apply the principles of creative cooperation, which we learn from nature, in our social interactions. Family life provides many opportunities to observe synergy and to practice it.

The very way that a man and woman bring a child into the world is synergistic. The essence of synergy is to value differences, to respect them, to build on strengths, and to compensate for weakness. Synergistic Communication When you communicate synergistically, you are simply opening your mind, heart, and expression to new possibilities, new alternatives, new options. Negative Synergy People tend to spend a lot of negative energy to solve problems or make decisions. Its brake.

Synergy cannot thrive in that kind of environment You must realize that the very strength in their relationship is having another point of view All Nature is Synergistic Ecology is a word which basically describes the synergism in nature. Everything is related to everything else. It is in this relationship that creative powers are maximized, just as the real power in the seven habits is in their relationship with each other, not just in the individual habits themselves.