

7 habits of highly effective people



**ASSIGN
BUSTER**

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This chapter of the book is very well written and it is important to me because it highlights the mistakes which we made in our routine life, when it comes to understand other persons that mean something to us. It is not an advisable approach to suggest people or advise them without realizing what is bothering them. If you condemn people for sharing their thoughts and make them feel that their approach towards any concept is totally wrong, then perhaps you are losing the element of communication and discussions between two of you in the future. Do not get in rush to fix things without listening each other's point of view, it is always better to listen each other's point of view before trying to fix the situation. Patience and hearing out each other's perspective on a certain subject will benefit all, and improves the relationship between the two entities.

If you want to understand the other people better, you need to listen to them attentively and without care other than just speaking all the time. Listening establishes and strengthens the relationship of understanding and makes a world a better place to live in. It is your method of communication that tells people that you are open to sharing, if you are not communicative and do not try to understand others approach, no matter how sincere you are, people will find it difficult to trust you. Empathetic Listening is a key to make people trust you, but it can be very risky sometimes. To listen to people and to relate to them, you have to open yourself up too which makes you vulnerable, but the key rule here is that you cannot influence someone if you are not yourself ready to be influenced. The more you open up, the more you are able to understand people and ultimately you are able to influence them but at the risk of your own security being exposed.

Every principle can be applied to everyone, but not in its raw form, you need to customize the rules and principles according to the situation at hand. Only this way you are able to understand a person and his angle of seeing a certain thing, you need to understand the people to help them, advise them and take them out of their miseries. Find the principle that can help them, modify it and then apply it to the situation. Do not just help for the sake of helping or do not just listen and understand for the sake of understanding. If you invest effort, it will improve your personal relationships at basic level and community at large.

One first has to develop his or her self to step into shoes of others, the personal strength and character can be built until one have positive emotional bank account, empathetic listening and the pure desire to help the individuals. Listening is important because it helps you to speak effectively in a tone and with words that people want to listen from you. if you adopt the empathetic listening skills then you are able to repeat the words that people use in their conversation, rephrase them to look them more appealing so that your words become effective, finally in your tone you start reflecting the feeling in the same way the other person is perceiving it. This creates a psychological understanding and people are able to comprehend each other's view exactly they meant it to be.