

Habit 5: seek first to
understand, then to
be understood
literature review
exampl...

[People](#)



It is quite important to learn how to deal and act towards other people. In my understanding, this is the main intent of this habit that is posited by effective people. It is commonly argued that one should do unto others as they expect others to do unto them. This is the same understanding in this topic.

Effective people seek to know what the others need and what they value (Covey, 1989). As such, they tend to create very good bonds of understanding with the people. As a result, there is a greater level of interaction, which in return leads to a greater understanding between the people.

Based on this argument, I came to understand that effective people do not put their interests first. Rather, they seek to have the interest of others fulfilled before they can advocate for their own. This tends to appeal to the other parties as indicated by Trimmer (1992). This strategy helps the effective people to appeal to the people. Therefore, even as they seek to be understood by the rest, they do not have to force or command it. By understanding the others first, there is the creation of a rapport or bond of friendship. This makes the other parties feel indebted to the effective individual.

References

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