

# Habit 5

## Seek First To Understand, Then To Be Understood

1. You have been introduced to the word "empathy". Explain why it is important to look at situations and life from different perspectives. Also, explain why it is unfair to judge people on their appearance alone.
2. Read the following comments and pick which one you have an opinion about:

Should the legal driving age be raised to 18 years old?

As soon as a student can demonstrate that they "know and can do" what a high school graduate should "know and be able to do", they should be given their diploma and allowed to leave high school IF they choose to – REGARDLESS of age.

Type what your opinion is on this topic.

3. Now that you have given your opinion on this topic, change your perspective and give as many arguments as you can for the opposite point of view.
4. Read this quote from Franklin/Covey:

"Each person's **family life**, **experiences**, **values**, **talents**, **social status**, and **personality** shape the way we view life. Therefore, in order to truly understand someone, it is necessary to know as much about that person as possible."

Use each of the words above that are bold/underlined and explain how **YOU** think they shape your view. Then explain **HOW** you can take control of all of those words in your life.

5. Think of someone who you need to work harder at understanding. Describe two specific things you can do this week to gain that understanding. Schedule them into your weekly calendar.
6. Explain what it means to "Listen with your eyes, ears and heart". Use all of the following terms in your response:

**body language, tone of voice, mirroring, empathy, eye contact, asking clarifying questions**

7. Explain how genuine listening can help you in each of the following **three** goal areas:
  - a. Academics
  - b. Health
  - c. Personal
8. Why is speaking up so important and difficult for some people? What is conviction? What is the difference between speaking up and being rude?
9. Describe two situations: (1) a time when you DIDN'T speak up when you should have and (2) a time when you spoke up and shouldn't have.