

**Habit 1
Be Proactive**

Principles of Personal
Vision

The Reactive Model

- Three theories of determinism
 - Genetic determinism
 - Psychic determinism
 - Environmental determinism

Genetic Determinism

- Genetic determinism hold that your genetic inheritance makes you the way you are
- Blame your grandparents!

Psychic Determinism

- Psychic determinism holds that your upbringing and childhood experiences mold you.
- Blame your parents!

Environmental Determinism

- Environmental determinism holds that your current circumstances affect your response.
- Blame in on "that's just the way things are".

The Proactive Model

- Our behavior is a function of our decisions, not our conditions.
- We have the freedom to chose our responses despite inherited traits, past experiences, or our circumstances.

Victor Frankel

- Stimulus → Response vs.
- Stimulus → Freedom to Choose → Response
- Concentration camp experience
- We have the freedom to choose because we have:
 - Imagination – new possibilities
 - Conscience – awareness of right/wrong
 - Independent will – power to choose

Reactive People vs. Proactive People

- Reactive people are driven by feelings, circumstances, conditions, and their environment (both physical and social).
- Proactive people are driven by values.

Reactive People

- Affected by the physical environment. If the weather is good, they feel good; if not, they don't and their performance suffers.
- When people treat them well, they feel well; when people mistreat them, they become protective or defensive. They let the weaknesses of others **control them**.

Reactive People (Continued)

- Success often comes at the expense of others; for someone to win, someone must lose.
- Focus efforts in the Circle of Concern
- Mistakes are blamed on others, rationalized as being inevitable, uncorrected, repeated.
- Mistakes often get covered up, empowering the first mistake and limiting future options.

Proactive People

- Carry their own weather; rain or shine makes no difference; driven by their own values.
- Responses to external stimuli are carefully considered, selected and internalized values.
- Elenor Roosevelt said "*No one can hurt you without your consent.*"

Proactive People (Continued)

- Focus their efforts in the Circle of Influence.
- Mistakes are acknowledged instantly, and corrected; mistakes are analyzed, the experience learned and not repeated; past mistakes, because they have been dealt with, have no power over the future; thereby empowering proactive people.

Circle of Concern

- A reactive focus
- Focuses on "have's"
- Gives negative energy

Circle of Influence

- A proactive focus
- Focuses on "be's"
- Creates effectiveness

The ability to make and keep commitments and promises is the heart of our Circle of Influence.

Problems We Face

- Problems over which we have direct control
 - Involving our own behavior
 - Solved by improving Habits 1, 2, and 3
- Problems over which we have indirect control
 - Involving other people's behavior
 - Solved by changing our methods of influence by improving Habits 4, 5, & 6
- Problems over which we have no control
 - Problems we can do nothing about
 - We learn to live with them but don't let them control us.

The Serenity Prayer

Lord, give me the courage to change the things which can and ought to be changed, the serenity to accept the things which can not be changed, and the wisdom to know the difference.

Challenge

Over the next week, work only in your **Circle of Influence**. Make small commitments and keep them. Be part of the solution, not the problem. Try it with your roommate, people in your classes, at work, and with your family. Don't blame and don't accuse. Work on things you have control over. Work on YOU.
