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### **Habit 5 Seek First To**

Habit 5: Seek First To Understand, Then To Be Understood.

Communication is the most important skill in life. Communicate effectively at all levels by listening to understand as opposed to listening to simply reply.

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## **Habit 5: Seek First to Understand, Then to Be Understood®**

The Habit of empathic communication. Habit 5: Seek First to Understand, Then to Be Understood involves a deep shift in paradigm. We typically seek first to be understood. Instead, most people listen to the reply. They're either speaking or preparing to speak. Empathic listening is

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listening with the  
intent to understand.  
Empathic listening is  
powerful because it  
gives you accurate  
data to work with.

### **Habit 5: Seek First to Understand, Then to Be Understood ...**

Habit 5: seek first to  
understand, then to be  
understood focuses on  
acting within your  
Circle of Influence —  
understanding the  
other person and

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expressing yourself.  
Those actions, in turn,  
can help you  
effectively influence  
other people, which  
can influence situations  
that impact you, which  
expands your Circle of  
Influence.

### **Habit 5: Seek First to Understand, Then to Be Understood ...**

The main philosophy  
behind the habit 5,  
seek first to  
understand then, to be



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understood of Stephen Covey revolves around it because it helps the decision-making process. Generally, when we listen, we try to think about what we want to say during the entire listening process because we presume that the other person ponders the way we do.

**Habit 5: Seek First  
To Understand, Then  
to Be Understood ...**

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Habit Help Habit 5:

Seek First to Be

Understood, Then to Be  
Understood

Understanding the

Habit In#anutshell#thi

s#habitmeans:# 1. Itis

#better#to#listen#firs

tand#talk#second.# 2.

You#have#two#ears#

and#one#mouth;#you

#should#be#listening

#twice#as#much#as#

you#talk.# 3. Listen#t

o#people#sincerely.#

4.

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**Habit 5: Seek First  
to Understand, Then  
to Be Understood**

Habit #5 Seek First to Understand, Then to Be Understood Based on the work Stephen Covey.

**Seek First to  
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Be Understood**

Habit 5: Seek First to Understand, Then to Be Understood (Listen Before You Talk)

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Seek to Be Understood

The second half of Habit 5, Then Seek to Be Understood, is as important as the first half but requires something different of us. The first portion requires consideration, but seeking to be understood requires courage. Practicing only the first half of Habit 5 is a Lose-Win situation.

**Habit #5 - The 7**

*Page 13/23*

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**Habits of Highly  
Effective Teens**

The 7 Habits of Highly Effective People by Dr. Stephen Covey is one of my very favorite books. Part of Dr. Covey's message (addressed in Habit 5: Seek First to Understand, Then to be Understood) is that people form opinions based on their own experiences.

**Seek First to**  
*Page 14/23*

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Now we move on to Habit 5 - "Seek first to understand then to be understood" This chapter centres around the understanding of the other person - what they want, need and aspire to as well as what their motivations and mindset are.

**7 Habits - Habit 5:  
Seek first to  
understand then to**

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Today I'm covering habit #5, "Seek first to understand, then be understood." This is the second habit in the book that deals with the interactions between people. Habits 1-3 are about our own internal "paradigms."

**Highly effective  
habit #5: Seek first  
to understand, then  
...**

Habit 5: Seek First to



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## **Habit #5: Seek First to Understand, Then to be Understood**

As the American Indian  
proverb goes, 'Listen,  
or thy tongue will make

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thee deaf.' The key to communication and having power and influence with people can be summed up in one sentence: Seek first to understand, then to be understood. In other words, listen first, talk second. This is Habit 5, and it works.

### **Habit #5: Seek First to Understand, Then to Be Understood ...**

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HABIT 5: SEEK FIRST  
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Communicate effectively at all levels of the organization. Communication is the most important skill in life. You spend years learning how to read and write, and years learning how to speak.

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to Understand, Then  
to Be Understood®**

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From Habit #4, Think Win-Win, we move to Habit #5, Seek First to Understand, Then to be Understood. According to Steven R. Covey, "Communication is the most important skill in life." You spend years learning how to speak, and years learning how to read and write. But what about listening?

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