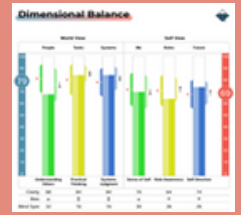




Covey's Seven Habits Through the Lens of the TriMetrix Acumen – Dimensional Balance Page Graph



Covey's Seven Habits of Highly Effective People

One Mind, Two Views, Three Focus Areas in Each View
(Graph Key: 80–100 High; 60–79 Medium; 40–59 Low)

**Acumen- Self View
Growth Focus**

**Acumen- World View
Growth Focus**

PERSONAL VICTORY HABITS - Independence

1. Be Proactive

Habit Summary: Take responsibility for your life and behavior.

Self-Direction: You act from a chosen set of principles, not from reactive emotions or external pressures.

Sense of Self: Recognizing your own worth gives you the power to choose your response.

Systems Judgment: You interpret events through a mindset of ownership and vision, rather than victimhood.

TRUTH: "Balanced minds initiate action. Unbalanced minds react to circumstances."

2. Begin with the End in Mind

Habit Summary: Define clear values and goals to guide your life.

Self-Direction: Clarifies your internal structure, your purpose, values, and vision provide hope and clarity about the future.

Role Awareness: Enables focus on meaningful goals and daily performance.

Systems Judgment: Helps align your impact with broader systems (team, org, society).

Practical Thinking: Getting things done feels focused and meaningful, resulting in less overwhelm and frustration.

TRUTH: "When we have a vision of what the end game is, we can successfully align our actions with deeper purpose."

3. Put First Things First

Habit Summary: Prioritize what matters most.

Self-Direction and Role Awareness: You translate your values into daily disciplines.

Sense of Self: As you insert this discipline into your daily thought and actions, by honoring your time and energy by protecting what matters to you, you feel proud of yourself, and your self-worth strengthens.

Practical Thinking: You assess what's urgent vs. important in your tasks, and take charge of your schedule, time, and actions – and begin to feel eager and enthusiastic about every day.

TRUTH: "Effective prioritization grows clarity in all three Self View dimensions of value and creates calmer days and less frustration daily."

PUBLIC VICTORY – Interdependence

4. Think Win-Win

Habit Summary: Seek mutual benefit in all interactions.

Sense of Self: Demonstrates

confidence in your own value—no need to dominate or diminish.

Understanding Others: Honors the worth and dignity of others.

Systems Judgment: Seeks equitable solutions that work within structures and relationships.

TRUTH: “Win-Win thinking arises when we value both ourselves and others equally.”

5. Seek First to Understand, Then to Be Understood

Habit Summary: Empathetic listening before advocating your view.

Self-Direction: Holds back impulsive responses to allow space for understanding.

Understanding Others: Deeply values others' uniqueness and inner experience.

Systems Judgment: Builds trust through thoughtful communication frameworks.

TRUTH: “Listening well requires balanced valuation of others, systems, and your own ego.”

6. Synergize

Habit Summary: Combine strengths through creative collaboration.

Sense of Self: A secure identity allows openness to others' ideas.

Understanding Others and Systems Judgement: Appreciates diverse perspectives and channels them into innovative ideas and outcomes.

Practical Thinking: Combines talents and efforts for amplified results

TRUTH: “Synergy is the fruit of balanced thinking—valuing people, tasks, and systems in harmony.”

Self-Renewal

7. Sharpen the Saw

Habit Summary: Invest in continual renewal across four areas: physical, mental, emotional, and spiritual.

Sense of Self: Honors your humanity, joy, rest, and growth.

Role Awareness: Builds habits and routines to support effectiveness.

Self-Direction: Regularly reviews alignment between actions and vision

TRUTH: “Personal renewal requires all three value dimensions working together in the self.”