

**Activity 17.2: Seven Habits Profile: Assess Your Effectiveness**  
*Use this activity for an overall assessment of your effectiveness.*

**The Steven Covey Approach to effectiveness.** Leaders are responsible for making ethical and directional decisions; they have to set the course properly for others to follow. Managers, on the other hand, are expected to do things right, to process efficiently based on established procedures, and to be cost-effective with their resources. Ideally, we want to determine the right thing to do, efficiently do it, and empower people in the process. Success, particularly repeated success, is a tall order. Fortunately, Steven Covey and his colleagues have clearly articulated the strategies to go beyond personal success (outlined in previous chapters) to sustained professional success. To be consistently successful in professional endeavors, Covey suggests these following five actions are needed.

**Habits for Interdependent Professional Success<sup>74</sup>**

1. Think win-win
2. Seek first to understand
3. Employ synergy (1+1=3: Work with others effectively)
4. The eighth habit: Find your voice and inspire others
5. Develop trusting relationships (to take quick action)

To assess your progress in synergy and the other six original habits of effectiveness, you are encouraged to do following assessment. This tool provides three questions for each of the seven habits, your emotional bank account, and your life balance. If you are honest, you can find out within ten minutes which habits are your strongest and relatively weakest; and via the specific questions, you can find ways to improve your productivity.

**Activity 17.2: Seven Habits Profile**

<http://www.franklincovey.com/tc/resources/view/self7>

**Strongest Habits**

**Relative Challenges**

**What I can improve.**

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<sup>74</sup> The first three habits come from Steven R. Covey's original *Seven Habits of Highly Effective People* (1989), the second from Steven R. Covey's *The 8th Habit: From Effectiveness to Greatness* (2009), and the third from Steven R. Covey's *The SPEED of Trust: The One Thing that Changes Everything* (2008).