

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



This month, students have been learning about Habit #5: Seek First to Understand, Then to be Understood. Students were introduced to the Lotus Diagram which is a leadership tool. The Lotus Diagram is a brainstorming and organizational tool that is used to define key concepts or parts of a whole. It is based on the concept that the center of the diagram is the main idea or focus, and the eight surrounding boxes are representative of the petals of a lotus flower. Each of the eight ideas is related to the central concept.

Habit #5: Seek First to Understand, Then to be Understood is the habit of mutual understanding. Habit #5 requires good listening skills. Students are taught that good listening skill looks and sounds like the following:

- Eyes are on the speaker
- Body is still
- Wait until the person is talking before you speak
- Show active listening (nodding head)
- Listening with your ears, eyes and heart
- Listen for the other person's "win"