

# Paradigms

## TAKEAWAYS

Use this when you need to identify hidden assumptions and question them.

## Apply

### **Take time to do the following:**

Think of a personal Paradigm Shift—a role change, realizing new information, witnessing a dramatic event, etc.

- What was the event or circumstance? Why did it affect you?
- What did you learn that changed your paradigm?
- How did that Paradigm Shift affect your behavior?
- What were the results?

## Discuss

### **Discuss the following questions with colleagues or with your team:**

- What is a paradigm? How do our paradigms affect us?
- What limiting paradigms do we have? For example, paradigms about ourselves, the people we work with, our customers, or our market?
- How might we shift or change these limiting paradigms?

---

Note: This is part of FranklinCovey's *The 7 Habits of Highly Effective People®: Signature Edition 4.0—The Proven Personal-Leadership System Based on Timeless Principles of Effectiveness* solution.