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*Stephen R. Covey*

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## **Seek First to Understand, Then to Be Understood: Habit 5: The 7 Habits of Highly Effective People**

Stephen R. Covey

Most people typically listen with the intent to reply. *Habit 5* explores the essential communication skill of listening to truly understand, which helps us to avoid reading our own autobiographies into other people's lives. It opens us up to one another's perspectives, ideas, and emotions. Then real communication can happen, new and better ideas can be conceived, and everyone involved can learn from one another.

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