

**WORK IT 003: 7 HABITS OF HIGHLY EFFECTIVE PEOPLE**

JANET

How do you become a leader?

SAM

Some people are just born leaders. Imbued with charisma, charm, and that *je ne sais quoi* that drives people to follow them. Someone like Churchill or The Bible.

JANET

But for the rest of us, we have to learn it.

SAM

And so, we turn to books.

JANET

Business books are, themselves, big business, raking in nearly 170 million dollars last year.

SAM

Many of these are books on management and leadership.

JANET

In the world of leadership books, there are some legitimate classics: How to Win Friends & Influence People by Dale Carnegie.

SAM

Management by Peter Drucker.

JANET

And my very own co-host's motivational leaflet, Hi, It Me Sam, Captain of the Leader Ship.

SAM

(smug)

Mmm, yes, it book am good.

(normal)

But above them all stands Steven Covey's 7 Habits of Highly Effective People.

JANET

It inspired the film Se7en, where all the victims were murdered for betraying one of the habits.

SAM

And was *itself* inspired by another work, Elizabeth Kübler-Ross' 5 Stages of Highly Effective Grieving.

JANET

We're going to go through each of the 7 Habits and by the end of this segment, all you Work It listeners out there will be officially certified leaders of high effectiveness.

SAM

That's right, we are providing the following audio certificate:  
"first name space last name - okay say your name now -  
(pause)  
great, first name space last name is hereby certified an officially sanctioned Work It Leader TM.

JANET

"They have collected not 1, not 2, but 7 habits. That is all the habits. first name space last name - okay, say your name again  
(pause)  
great, first name space last name is officially and irrevocably allowed to lead any and all businesses. Just walk into a business and say: "Listen up, ding dongs" and then they will do the thing.

SAM

"The thing you say.

JANET

"The end."

SAM

Habit 1: Be proactive.

JANET

(provocatively)  
Hey listeners, check this out.

Burlesque/strip music.

SAM

Proactive, not provocative.

JANET

This section talks about the Circle of Influence and the Circle of Concern.

SAM

You want to work to expand your Circle of Influence, and not stick in the Circle of Concern, waiting for problems to happen in a reactive pose in the Circle of Concern.

JANET

It's called The Circle of Influence. And it moves us all / Through despair and hope / Through faith and love.

SAM

Janet, let's apply this. What can we do to be more proactive?

Banter.

JANET

Great, I think we're being more proactive already.

SAM

Well, don't just sit there like Layzie Bone from Bone-Thugs-n-Harmony: Tell us about Habit 2, like Bizzy Bone from Bone-Thugs-n-Harmony.

JANET

Habit 2 is: Begin with the end in mind. For example, when I started saying that I was thinking "mind" because that's the end of that sentence.

SAM

Well, that sounds easy.

JANET

As a moderately effective leader, I am also thinking of Habit 7, the end of this list.

SAM

Fine.

JANET

And as a highly effective leader ,  
I'm thinking of myself trembling  
in a corner of a seedy motel,  
whisky in one hand, Luger in the  
other, 'cause that's the end of my  
life.

SAM

Fantastic. But it also means  
envisioning your long-term plans  
and constantly working towards it.

JANET

So, Sam, how can we get better at  
beginning with the end in mind?

Banter.

SAM

Next up is Habit 3: Put first  
things first.

JANET

Begin with the end in mind but put  
first things first.

SAM

So, at the start of a project  
you should:

JANET

Prioritize the first thing. And  
what thing's that? The end.

SAM

Not at all convoluted.

JANET

Very clear and very good.

SAM

This habit about prioritizing work  
by splitting it into four  
quadrants: Do, Plan, Delegate and  
Eliminate.

JANET

Ooh, quadrants!

SAM  
Scientific!

JANET  
Not arbitrary!

SAM  
What can we do around here to put  
the first things first?

Banter.

JANET  
Well, how 'bout that? Important  
things are important.

SAM  
Almost definitionally so.

JANET  
And now we move to habit 4: Think  
win-win.

SAM  
Here I was thinking that  
capitalism is a contest of  
insoluble antagonisms.

JANET  
Well, apparently thinking win-win  
produces a better long-term  
resolution than when only one  
person gets their way.

SAM  
Appeasement has worked out well in  
the past.

JANET  
Regardless, how can we think more  
win-win?

Banter.

JANET  
I think we're pretty strong at  
win-win already.

SAM  
We've gotten the exact same number  
of good lines in this scene.

Intro riff of Smashing Pumpkins' Zero.

JANET

Up next is one that's near and dear to my heart. Habit 5: Seek first to understand, then to be understood.

SAM

This one borrows from the Greek rhetoricians, employing the values of *ethos*, *pathos*, and *logos*. *Ethos* is described as your "emotional bank account". Janet, you're a bit of an expert in the Greek orators. First, did Lysias ever refer to his "emotional bank account"? Second, how can we at Work It get better at Habit 5: seeking first to understand, then to be understood.

Banter.

JANET

Habit 6 is the source of every joke at the expense of vacuous business speak. That's right, folks, it's the OG, habit 6 is:

SAM AND JANET

Synergize!

JANET

Per Wikipedia, this "Combining the strengths of people through positive teamwork to achieve goals that no one could have done alone."

SAM

This is commonly called the Megazord Principle...

JANET

It certainly isn't.

SAM

...while synergy is a measure of your employees' sin energy.

JANET

Nope.

SAM

Well, either way, how can we get  
(MORE)

SAM (CONT'D)  
better at synergy here at Work It?

Banter.

SAM  
Well, Janet, we've reached  
the end.

JANET  
All about continual improvement,  
habit 7 is: Sharpen the Saw.

SAM  
It's all about work-life balance,  
exercise, reading, and giving  
back.

JANET  
Gee, leisure, relaxation, self  
improvement and good health are  
desirable. Some one ought to tell  
the poor to get on that!

SAM  
The fools.

JANET  
Well, despite the fact that the  
self-care of management is  
purchased with the immiseration of  
labour, how do we at Work It  
practice habit 7 and sharpen the  
saw?

Banter.

SAM  
Well, that's all 7 habits.

JANET  
How about we end on a joke about  
nuns? Like, habits - get it?

SAM  
Sure, go for it.

JANET  
(reconsidering)  
Nah. I changed my mind.

SAM  
Okay.

Music link.

V/O

And now: a reading.

BRO

The 5 stages of highly effective grieving. Someone you love has died. It's unpleasant. But it doesn't have to be a problem. Not with this simple life-hack. It's called denial. In this stage, there is a Circle of Vision and a Circle of Planning. But off to the side, we've got the Trapezoid of Budgeting. This here's the Sphere of Shareholder Bonuses, and just behind that the Cylinder of Regulatory Bodies. We want to avoid that. In this stage..

(fades out)