

Title: Franklin Covey 9th Symposium
Hyrum W. Smith
“Passionate Focus: Relentless Execution”
October 23-25, 2002

Synopsis:

Material Included:

- VHS tape
- CD containing Slides and Handouts (PowerPoint and MS Word)

There are three principles EDS stands by: Action, Urgency, and Excellence. There has to be a major change in the human condition before people can increase their focus and execution. In the video, the theme for the day was “Laser Thinking,” because the focus of a lens either causes smoke to appear from a condensed light source, symbolizing productive thinking and great ideas, or causes the power to diffuse, losing any important thoughts. Four key definitions mentioned in the video are:

1. The Real World – the world as it really is, not as we wish it was or think it should be
2. Principles – what we believe to be true about ourselves, our world, and our place in it
3. Natural Laws – fundamental patterns of life and nature that human experience has shown to be valid
4. Addiction – compulsive behavior with short term benefits and long term destruction.

The video introduces a model with five pieces, where the first three pieces introduced are invisible:

1. Human Needs – consists of four quadrants which is an engine that empowers the model
 - a. To live; survival
 - b. To love and be loved
 - c. To feel important
 - d. Variety
2. Belief Window – consists of those principles for which you have accepted as being correct; this number tends to be a function of your age
3. Rules – the “If-Then” beliefs created when a principle is added
4. Actions – creates your behavior patterns
5. Results – includes feedback which then loops back to one’s human needs

From further discussion of this model included in the video, seven Natural Laws are introduced:

1. If the result of your behavior do not meet your needs, there is an incorrect principle on your belief window
2. Results take time to measure
3. Growth is the process of changing principles on your belief window
4. Addiction is the result of deep and unmet needs
5. If your self-worth is dependent on anything external, you are in big trouble
6. When the results of your behavior do meet your needs, over time you experience inner peace
7. The mind naturally seeks harmony when presented with two opposing principles