

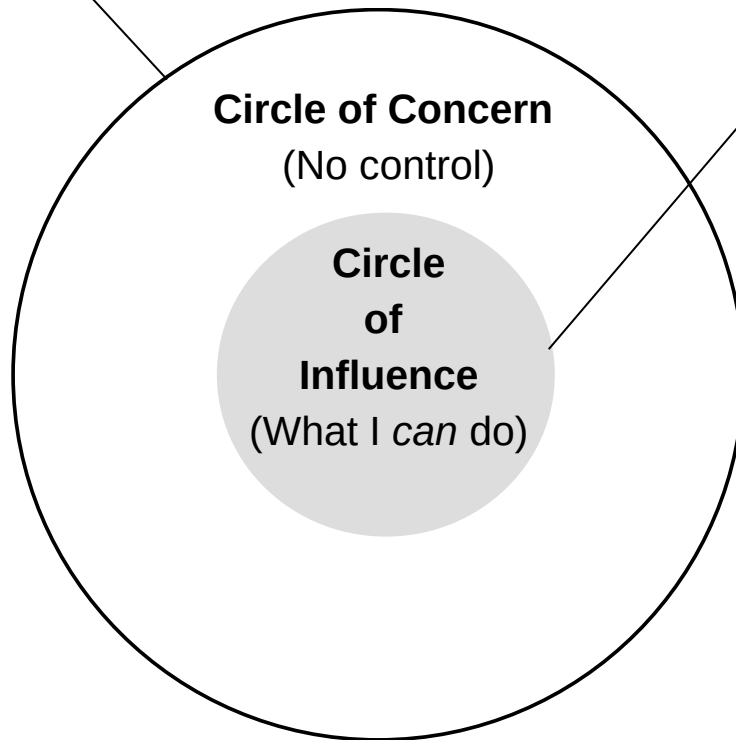
Circle of Influence vs Circle of Concern (at work...)

Steven Covey's 'Circle of Influence vs Circle of Concern' model* shows us why some people are successful and increase their influence over time; whilst other people fail to make progress, and suffer reduced influence and control, over time."

-The Seven Habits of Highly Effective People (1989)

What do you care about?

What can you influence?



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Circle of Influence vs Circle of Concern (At work...)

“Another excellent way to become more self-aware regarding our own degree of **proactivity** is to look at where we focus our time and energy.

We each have a wide *range of concerns* – our health, our children, problems at work, the national debt, nuclear war. We could separate those from things in which we have no particular mental or emotional involvement by creating a “**Circle of Concern.**”

As we look at those things within our Circle of Concern, it becomes apparent that there are some things over which we have *no real control and others that we can do something about*. We could identify those concerns in the latter group by circumscribing them within a smaller “**Circle of Influence.**”

By determining which of these two circles is the focus of most of our time and energy, we can discover much about the degree of our proactivity.

Proactive people focus their efforts in the Circle of Influence. They work on the things they can do something about. The nature of their energy is positive, enlarging and magnifying, causing their Circle of Influence to **increase**.

*Reactive people, on the other hand, focus their efforts in the Circle of Concern. They focus on the weakness of other people, the problems in the environment, and circumstances over which they have no control. Their focus results in blaming and accusing attitudes, reactive language, and increased feelings of victimization. The negative energy generated by that focus, combined with neglect in areas they could do something about, causes the Circle of Influence to **shrink.**”*

- Steven Covey, The 7 Habits of Highly Effective People, (1989)