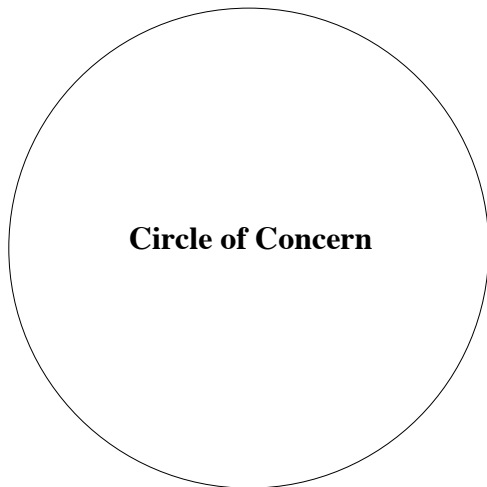


# Circle of Concern/Circle of Influence

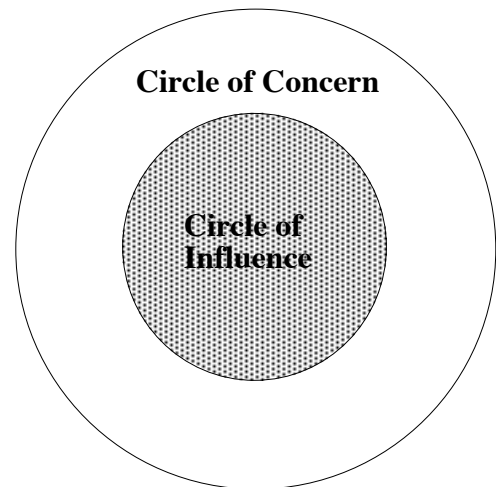
## The Seven Habits of Highly Effective People

by Stephen Covey



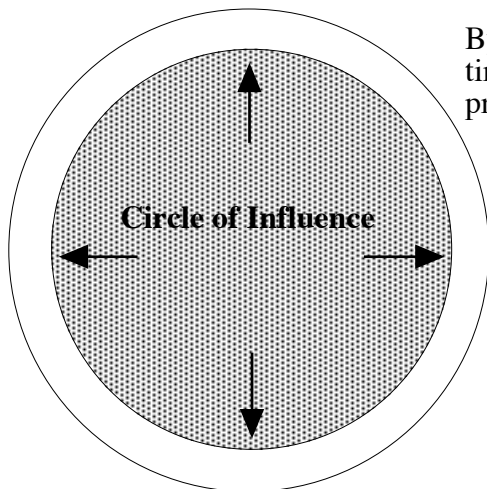
We all have a wide range of concerns - our health, family, work, global issues. These issues compose our **Circle of Concern**.

Within this sphere of concern, it becomes apparent that we have control over some things and no real control over others.

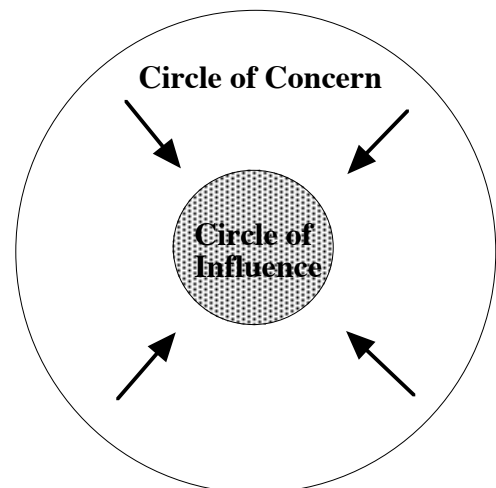


We could identify those concerns with which we experience some control as belonging to a separate group described as our **Circle of Influence**.

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



**Proactive** people focus their efforts in the Circle of Influence. They work on 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 focus their efforts in the Circle of Concern. They focus on the weaknesses of other people, the problems and circumstances over which they have no control.

Reactive people's 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 their Circle of Influence to shrink. As long as we are working in our Circle of Concern, we empower the things within it to control us.