CHAPTER TWO

HUMILITY – The Spirit of Learning

The difference is on the inside…

LEARN IT

“Are You Willing To Learn?”

I. PRIDE GOES BEFORE A FALL

A. Pride Is Concerned With ___________ - Humility Is Concerned With
   _________________

   1. Pride will push to see oneself __________________
   2. Pride is not thinking too highly of oneself as much as it is thinking
   _________________

B. Pride Produces:

   1. ______________ – Someone else must be wrong
   2. ______________ – I can’t be wrong
   3. ______________ – I can’t change
   4. ______________ – My way or the highway
   5. ______________ – I need to get credit
   6. ______________ – Out of touch with others
Changing From Expert Into Learner

Ask yourself these questions to help determine your “PAQ” – Pride Awareness Quotient

1. Do you tend to believe you ____________________?

2. Do you tend to think you should be ____________________?

3. Do you sometimes believe the rules ____________________?

4. Do you believe you should ____________________?

5. Do you tend to believe you get things done ____________________?

6. Do you believe you are ____________________ with less talent or status?

7. Do you think you are as ____________________ than the organization?

Answering “yes” to these questions may mean you need to examine your Pride Awareness Quotient – Is some humility in order?

C. Remember, It’s The Finish, Not The Start That Makes The Difference

1. We all have room to grow. Our personal change can begin right now

LIVE IT

“Humility Is Better Than Humiliation”

II. THE _________ BECOME THE _______ DUE TO HUMILITY

1. Being good is fine, but to be really great, one must be humble on the way up

2. Humility will create:
   a. The ability to ____________________
   b. The ability to ____________________
   c. The ability to model _________ even in winning
A. How The Right Spirit Helps You Learn

1. Humility allows us to possess a ______________ of ourselves and life
   a. *Humility does not mean you think less of yourself, but that you think of yourself less.* – Ken Blanchard
   b. *Show me a guy who is afraid to look bad, and I will show you a guy you can beat every time.* – Lou Brock
   c. *Your strength as an individual depends on how you respond to both criticism and praise.* – Coach John Wooden

2. Humility enables to _______________ in the face of losses

   **“A failure is a man who has blundered, but is not able to cash in on the experience.”** – Elbert Hubbard

3. When finding oneself in error, or in the middle of a loss, ask these questions to help find the core truths to be learned:
   a. ______ went wrong?
   b. ______ did it go wrong?
   c. ______ did it go wrong?
   d. How did I contribute to making it go wrong?
   e. What can I ______ from this experience?
   f. How will I _______________ in the future?

B. Humility Allows Us To ______________ Of Perfection And Keep Trying

1. Why do some demand perfection even when not being able to achieve it?
C. Humility Allows Us To Make The Most Out Of Our Mistakes

1. Famous “mistakes” that ended up becoming huge successes
   a. Goodyear Tires
   b. Cellophane
   c. Penicillin
   d. Posit-it Notes

2. When did a mistake make a difference toward your own success?

LEAD IT
“Humility Is The Spirit That Keeps Us Learning”

Discussion Options
Learning Opportunities

• How does one remain humble?
• What are the signs of losing the humble spirit to learning?
• Discuss the difference between humility and humiliation.
• Name and discuss some leaders who are well know, and how they have or have not expressed humility.
• What are the outward attributes of a humble spirit?
• Read the next chapter for the next meeting: REALITY – The Foundation Of Learning