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 *Whose Right* - Humility Is Concerned With *What’s Right*

1. Pride will push to see oneself *inaccurately*
2. Pride is not thinking too highly of oneself as much as it is thinking *too much about oneself*

B. Pride Produces:

1. **Blame** – Someone else must be wrong
2. **Denial** – I can’t be wrong
3. **Closed Mindedness** – I can’t change
4. **Rigidity** – My way or the highway
5. **Insecurity** – I need to get credit
6. **Isolation** – 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 know it all?
2. Do you tend to think you should be in charge?
3. Do you sometimes believe the rules don’t apply to you?
4. Do you believe you should not fail?
5. Do you tend to believe you get things done all by yourself?
6. Do you believe you are better than others with less talent or status?
7. Do you think you are as important or more important 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 GOOD BECOME THE BEST 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 make changes
   b. The ability to hold onto values
   c. The ability to model grace even in winning
A. How The Right Spirit Helps You Learn

1. Humility allows us to possess a true perspective 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 learn and grow 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. What went wrong?
   b. When did it go wrong?
   c. Why did it go wrong?
   d. How did I contribute to making it go wrong?
   e. What can I learn from this experience?
   f. How will I apply what I’ve learned in the future?

B. Humility Allows Us To Let Go 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-known, 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