

# Thinking Small is a Crime

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The 90/10 Principle  
Stephen Covey

It will change your life  
(or at least, the way you react to situations)

What is this Principle?

10% of life is made up  
of what happens to you.

...90% of life is decided by  
how you react...

What does this mean?

We really have NO control  
over 10% of what happens to us.

The other 90% is different.  
You determine the other 90%.

How?... By your reaction.

Do not let people fool you.  
YOU can control how you react.

Let us use an example...

You are having breakfast with your family.

Your knock over a cup of coffee

Onto your dad's shirt.



You have no control over what has just happened.

What happens next  
will be determined by how you react.

You mom scolds you for knocking the cup over.

You break down in tears.

After that, you turn to your dad

And criticize him for placing the cup at the end of the table.

A short argument follows

You get angry and

Don't eat your breakfast



You miss the bus

Because you are late, you take an auto

You scold the auto for driving slowly

He drives fast and hits another vehicle

You enter your college

After arriving at the college

You realize you forgot your wallet

Your mood is off

Your day has started terrible.

You are thinking about it

You don't listen to the lectures

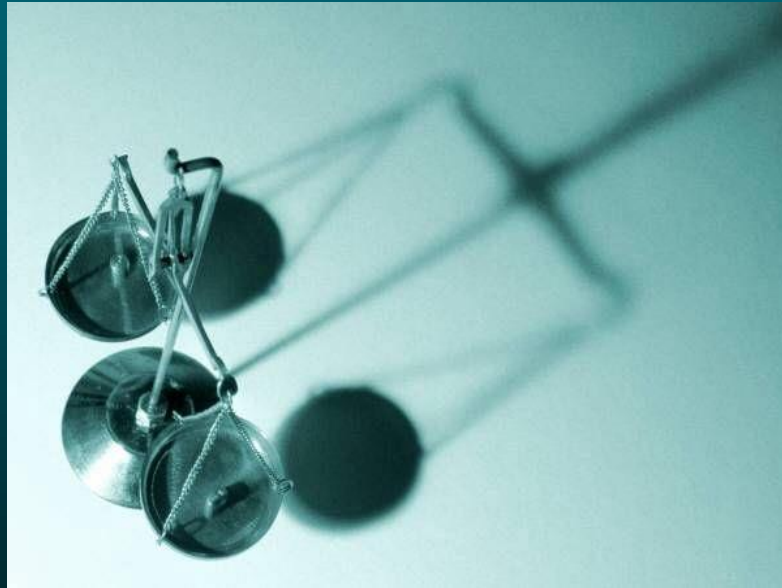
Why was your day bad?

- A) Did the coffee cause it?
- B) Did your dad cause it?
- C) Did the auto man cause it?
- D) Did you cause it?

The answer is “D”

You had no control over what happened with the coffee.

How you reacted in those 5 seconds  
is what caused your bad day.



Here is what could have and should have happened.

Coffee splashes over your dad.

Mom gets angry

You gently say:

*“Sorry. I will be more careful next time.”*

You eat

You take your laptop

You say bye and reach college in time

Notice the difference?

Two different scenarios.  
Both started the same.  
Both ended different.

Why?

Because of how you reacted.

You really have no control over 10%  
of what happens in your life.

The other 90% was determined by your reaction.

Here are some ways to apply the 90/10 Principle.

If someone criticizes you, think.....

If it's positive criticism, change yourself

If it's negative, let the attack roll off like water on glass

React properly and it will not ruin your day.

A wrong reaction could result in ruining your life

You are the master of your **OWN DECISIONS**

