

Eat That Frog! PDF

Brian Tracy



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Eat That Frog!

Master Time Management and Overcome
Procrastination for Success.

Written by Bookey

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About the book

In the acclaimed book **Eat That Frog!**, with over 450,000 copies sold and translated into 23 languages, Brian Tracy reveals 21 powerful strategies to overcome procrastination and enhance productivity. This newly revised edition features updated insights and fresh guidance on managing technology's impact on our time, empowering readers to focus on what truly matters and achieve their goals more effectively.

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About the author

Brian Tracy is the Chairman and CEO of Brian Tracy International, a renowned organization dedicated to individual and organizational training and development. With over 30 years of experience, he has consulted for more than 1,000 companies and delivered over 5,000 impactful talks and seminars to more than 5 million individuals across the United States, Canada, and 55 other countries. A bestselling author of over 45 books translated into numerous languages, Brian has also produced more than 300 audio and video learning programs, including the acclaimed *Psychology of Achievement*. He specializes in personal and professional development, inspiring audiences on topics such as leadership, goal-setting, and success psychology. Before founding his company, he served as Chief Operating Officer for a \$265 million development firm and has held successful roles in sales, marketing, and management consulting. Well-traveled, fluent in four languages, and actively engaged in his community, Brian is married with four children and directs three companies based in San Diego, California, focusing on empowering writers and public speakers to achieve their goals.

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Chapter 1 Summary : Set the Table



Heading	Key Points
Chapter 1 - Set the Table	
Definiteness of Purpose	Success demands clear goals and strong desire; clarity boosts productivity and reduces procrastination.
Importance of Clarity	Vague goals lead to poor motivation and productivity; achieve clarity to avoid procrastination.
Think on Paper	Only 3% have written goals, resulting in much higher productivity.
Seven Steps for Setting and Achieving Goals	<p>Decide Exactly What You Want: Align with a manager; focus on necessary tasks.</p> <p>Write It Down: Gives goals physical form and reduces confusion.</p> <p>Set a Deadline: Creates urgency and minimizes procrastination.</p> <p>Make a List: Document tasks for clarity and focus.</p> <p>Organize the List into a Plan: Prioritize and sequence tasks for execution.</p> <p>Take Action Immediately: Immediate execution is crucial for success.</p> <p>Resolve to Act Daily: Daily actions should contribute to major goals.</p>
Daily Review and Motivation	Written goals enhance motivation; regularly review to maintain focus, starting with the most important tasks.
Goal Visualization Exercise	List ten goals as if achieved; choose one, set a deadline, create a plan, and take consistent action.

Chapter 1 - Set the Table

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Definiteness of Purpose

- Success requires clarity about goals and a strong desire to achieve them.
- Clear goals lead to higher productivity and help overcome procrastination.

Importance of Clarity

- Vagueness and confusion hinder motivation and productivity.
- Strive for clarity in all aspects of life to avoid procrastination.

Think on Paper

- Only 3% of adults have clear written goals, leading to significantly higher productivity.

Seven Steps for Setting and Achieving Goals

1.

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Decide Exactly What You Want

- Discuss goals with a manager to ensure alignment and priority.
 - Avoid low-value tasks by determining what's necessary.
- 2.

Write It Down

- Writing goals gives them tangible form and reduces confusion.
- 3.

Set a Deadline

- Deadlines create urgency and combat procrastination.
- 4.

Make a List

- Document all tasks needed to achieve your goal for clarity and focus.
- 5.

Organize the List into a Plan

- Prioritize tasks and sequence them for better execution.
- 6.

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Take Action Immediately

- Execute your plan right away; action is crucial for success.

7.

Resolve to Act Daily

- Incorporate daily actions into your schedule that contribute to your major goals.

Daily Review and Motivation

- Clear written goals enhance motivation and creativity.
- Regularly review goals to sustain focus and progress, starting each day with the most important task.

Goal Visualization Exercise

- Write a list of ten goals as if they are already achieved.
- Select the most impactful goal, set a deadline, create a plan, and take consistent action toward it. This exercise can significantly change your life.

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Example

Key Point: Decide Exactly What You Want

Example: Imagine one morning, you wake up and clearly outline your career aspirations, defining exactly what success looks like for you. You sit down with a notebook and write, 'I will earn a promotion within the next year,' and suddenly you feel a spark of motivation. By articulating this goal, you transform vague hopes into a clear destination, which ignites your productivity and reduces the overwhelming nature of potential tasks. Instead of aimlessly working through your day, you have a focused purpose: update your resume, seek feedback from your manager, and begin networking more intentionally. Each step you take aligns perfectly with your defined goal, leading to heightened clarity and actionable tasks that steadily work towards that promotion.

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Chapter 2 Summary : Plan Every Day In Advance

Chapter 2 – Plan Every Day In Advance

Overview

Planning is essential for productivity and overcoming procrastination. Alan Lakein emphasized that it brings the future into the present, allowing for proactive action.

Breaking Down Tasks

To tackle challenging tasks (or "frogs"), break them into manageable steps and start with the first one.

Mental Powers

Your ability to think, plan, and decide is crucial. Effective planning triggers creativity and enhances mental and physical energy. Conversely, acting without a plan leads to failure.

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The Importance of Planning

Good planning increases productivity and is a measure of competence. An investment of just ten or twelve minutes in planning a day can save up to two hours in execution.

The Six "P" Formula

"Proper Prior Planning Prevents Poor Performance." Despite its importance, many individuals neglect daily planning, which can easily be accomplished with just a piece of paper and a pen.

Working From Lists

- Always maintain to-do lists, adding new tasks as they arise.
- Working from a list can increase productivity by 25% or more.
- Creating a daily list the night before allows your subconscious to work on it while you sleep.

List Types

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1.

Master List

: Capture all tasks and ideas for the future.

2.

Monthly List

: Items for the upcoming month, taken from the master list.

3.

Weekly List

: Plan the upcoming week based on ongoing tasks.

4.

Daily List

: Specific tasks to complete each day, providing a sense of accomplishment as items are checked off.

Project Management

For projects, outline every necessary step, organize tasks by priority, and work sequentially. This structured approach dramatically boosts productivity.

10/90 Rule

Spending 10% of your time planning can save you up to 90% in execution time. Implementing this rule leads to smoother

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work processes and boosts confidence.

Conclusion

Begin planning every day, week, and month in advance. Make comprehensive lists of priorities and sequences for all tasks. This systematic approach will lead to increased productivity and ease in tackling large tasks.

Action Steps

- Start planning today and utilize lists to manage your tasks effectively.
- Prioritize and sequence your goals to enhance productivity and make task completion easier.

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Example

Key Point: The Importance of Daily Planning

Example: Imagine waking up each day with a clear list of tasks you crafted the night before. You glance at your master list and feel a wave of relief as you see the steps laid out before you, providing not just direction but also peace of mind. Instead of wandering aimlessly from one task to the next, you tackle your day with intention, starting with the most challenging task first. This method not only bolsters your confidence but allows your subconscious mind to work on solutions while you sleep, greatly enhancing your creativity and productivity. As you check off completed tasks, you experience a profound sense of accomplishment, and by the end of the day, you realize how much more you've achieved simply by taking those few minutes to plan.

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Critical Thinking

Key Point: The importance of daily planning may not universally enhance productivity for everyone.

Critical Interpretation: While Tracy argues that planning can drastically improve productivity and reduce procrastination, it's crucial to recognize that not everyone responds to structured lists and planning techniques positively. Some individuals may instead thrive in spontaneous environments where adaptability and creativity flourish without rigid planning.

Moreover, studies have shown that excessive planning can lead to analysis paralysis, where overthinking hinders decision-making and action (see research on cognitive load and decision fatigue). This perspective invites readers to critically evaluate whether strict adherence to planning, as advocated by Tracy, aligns with their personal productivity styles or may benefit from flexible approaches.

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Chapter 3 Summary : Apply the 80/20 Rule to Everything



Key Concept	Description
80/20 Rule (Pareto Principle)	20% of activities lead to 80% of results; focus on impactful tasks.
Understanding the Rule	A small percentage of tasks yield most outcomes, e.g., 20% of customers create 80% of sales.
Identifying Key Tasks	One important task can outweigh the others; procrastination often affects significant tasks.
Prioritization	Focus on high-value tasks first; establish habits that prioritize important tasks.
Mindset and Motivation	Resistance to complex tasks fades once work starts; completion brings satisfaction and motivation.
Time Management	It's about sequencing tasks and prioritizing the important over the trivial.
Actionable Steps	List key goals, identify top 20% tasks, and allocate time for high-impact activities.

Chapter 3 - Apply the 80/20 Rule to Everything

The 80/20 Rule, known as the Pareto Principle, suggests that 20% of your activities yield 80% of your results. This concept highlights the distinction between the "vital few" and

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the "trivial many," emphasizing the importance of focusing on the most impactful tasks.

Key Points:

-

Understanding the 80/20 Rule:

- A small percentage of tasks contribute the majority of outcomes.

- Example: 20% of customers generate 80% of sales.

-

Identifying Key Tasks:

- Often, one task can be more valuable than all others combined.

- Procrastination tends to occur on the most significant tasks. which leads to focusing on less important ones.

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Chapter 4 Summary : Consider the Consequences



Section	Summary
Key Insight	The ability to predict the consequences of actions is crucial for effective task prioritization.
Long-Term Perspective	Research indicates that long-term planning is the key predictor of success and aids in making better present-day decisions.
Rules for Effective Decision Making	<p>Rule 1: Long-term thinking enhances short-term decision making.</p> <p>Rule 2: Future intentions shape current actions.</p>
Delayed Gratification	Successful individuals favor long-term rewards over immediate pleasures, engaging in actions that benefit their future goals.
Practical Application	Focus on high-value tasks that have positive long-term consequences.
Maintaining Motivation	Clear positive impacts from tasks increase motivation to defeat procrastination.
Reflecting on Consequences	Regular evaluations of the potential outcomes help identify true priorities in life and work.
Conclusion	Frequent task reviews and immediate action on the most impactful tasks enhance motivation and drive to completion.

Chapter 4 – Consider the Consequences

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Key Insight

The ability to predict the consequences of actions is essential for prioritizing tasks effectively. Understanding the importance of tasks helps determine which "frog" to tackle next.

Long-Term Perspective

Doctor Edward Banfield's research shows that a "long-time perspective" is the most significant predictor of success. Those who plan for the long-term tend to make better present-day choices.

Rules for Effective Decision Making

-

Rule 1

: Long-term thinking improves short-term decision making. Successful individuals anticipate future outcomes and align daily actions with their long-term goals.

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Rule 2

: Future intent influences present actions.

Clarity about future intentions leads to more thoughtful choices in the present.

Delayed Gratification

Successful people prioritize long-term rewards over short-term pleasures. They engage in activities that lead to significant future benefits, while others may seek immediate gratification at the cost of their long-term aspirations.

Practical Application

Focus on high-value tasks that yield positive long-term effects. Prioritize actions with substantial potential consequences, whether positive or negative.

Maintaining Motivation

The clearer the positive impact of a task, the more motivated you will be to overcome procrastination. Stay forward-focused by consistently completing impactful tasks.

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Reflecting on Consequences

Regularly evaluate the potential outcomes of your choices to identify true priorities in both work and personal life.

Conclusion

Review your tasks frequently, identify the most impactful ones, and take immediate action towards achieving them. Embrace the philosophy of beginning tasks to harness motivation and drive to completion.

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Example

Key Point: Understanding consequences is essential for effective task prioritization.

Example: Imagine you have two tasks before you: preparing for a big presentation due tomorrow and scrolling through social media. While social media offers instant gratification, envision how nailing that presentation could lead to a promotion, increased responsibilities, and long-term career growth. By recognizing the long-term benefits of completing the presentation, you prioritize it, understanding that today's effort shapes your future success.

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Critical Thinking

Key Point: The emphasis on predicting consequences in decision-making

Critical Interpretation: While the author underscores the necessity of anticipating outcomes to effectively prioritize tasks, it's crucial to recognize that this approach may not universally apply. By solely focusing on long-term goals and consequences, individuals might overlook the dynamic nature of life and the value of spontaneity. Evidence from behavioral economics (e.g., Daniel Kahneman's "Thinking, Fast and Slow") suggests that people often make decisions based on immediate emotions rather than calculated predictions. Such insights challenge the notion that always considering consequences ensures better decision-making, provoking readers to explore a more nuanced understanding of prioritization that balances long-term planning with the unpredictability of real-life situations.

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Chapter 5 Summary : Practice the ABCDE Method Continually



Chapter	Key Concepts	Implementation	Conclusion
Chapter 5 - Practice the ABCDE Method Continually	<p>Concentration for Success: Focusing energy on critical tasks enhances success.</p> <p>ABCDE Method:</p> <p>A Tasks: Very important tasks with serious consequences.</p> <p>B Tasks: Important but with mild consequences.</p> <p>C Tasks: Nice-to-do tasks with no consequences.</p> <p>D Tasks: Tasks you can delegate.</p> <p>E Tasks: Tasks you can eliminate due to irrelevance.</p>	<p>Start your day with a complete list of tasks.</p> <p>Label each task with A, B, C, D, or E.</p> <p>Identify your A-1 task—the single most important task.</p> <p>Work on your A-1 task immediately until completion.</p>	<p>Consistently applying the ABCDE Method enhances efficiency and productivity.</p> <p>Practice daily for optimal results.</p>

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Chapter 5 - Practice the ABCDE Method Continually

In this chapter, Brian Tracy emphasizes the importance of effective prioritization and the ABCDE Method as a tool for achieving greater productivity.

Key Concepts:

-

Concentration for Success:

Focusing your energy on critical tasks leads to success.
Investing time in planning enhances task importance.

-

ABCDE Method:

-

A Tasks:

Very important tasks with serious consequences (e.g., key client visits, critical reports). They are your biggest priorities.

-

B Tasks:

Tasks you should do but with only mild consequences (e.g., returning calls).

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-

C Tasks:

Nice-to-do tasks with no consequences (e.g., socializing).

-

D Tasks:

Tasks you can delegate to others.

-

E Tasks:

Tasks you can eliminate entirely, often due to irrelevance.

Implementation:

1. Start your day with a complete list of tasks.
2. Label each task with A, B, C, D, or E.
3. Identify your A-1 task—the single most important task.
4. Begin working on your A-1 task immediately and focus solely on it until completion.

Conclusion:

Developing the habit of consistently applying the ABCDE Method will enhance your efficiency and help you accomplish more. This practice should be continued daily for optimal results and to ensure a productive future.

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Example

Key Point: Prioritize Your Tasks Wisely

Example: Imagine waking up, creating a task list, and labeling items A through E; tackling the A-1 task first sets a powerful tone for your day.

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Chapter 6 Summary : Focus on Key Result Areas

Chapter 6 - Focus On Key Result Areas

Introduction

- Focused resource allocation significantly enhances problem-solving abilities.

Understanding Your Role

- It's vital to know why you are employed and what specific results you are expected to achieve. Clarity in your role leads to better performance and faster promotions.

Key Result Areas (KRAs)

- Every job comprises about five to seven KRAs essential for fulfilling responsibilities and contributing to the organization.

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- KRAs act like vital bodily functions; failure in a KRA can jeopardize job security.

Examples of Key Result Areas

- Management KRAs: Planning, Organizing, Staffing, Delegating, Supervising, Measuring, and Reporting.
- Salesperson's KRAs include prospecting, closing sales, etc.
- Company executives might focus on negotiating loans and effective delegation.

Self-Assessment

- After identifying KRAs, grade yourself on a scale of 1-10 to pinpoint strengths and weaknesses.
- Your weakest area limits your overall effectiveness, emphasizing the importance of improvement in that area.

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Chapter 7 Summary : Obey the Law of Forced Efficiency

Section	Summary
Overview of the Law	The chapter emphasizes prioritizing significant tasks using the analogy of "eating the biggest and ugliest frog," highlighting that while time is limited, it's sufficient for important work.
Reality of Time Management	Individuals often operate above capacity (110% to 130%), leading to backlogs. It's important to accept that catching up completely isn't feasible; focus should be on top responsibilities.
Pressure of Deadlines	While many believe they perform better under deadlines, research indicates that it often results in stress, errors, and financial losses due to the need for revisions.
Three Key Questions for Focus	1. Identify highest value activities that significantly impact life. 2. Recognize unique contributions only you can make. 3. Determine the most valuable use of your current time.
Prioritization and Productivity	Adopt a philosophy of tackling priority tasks first, inspired by Goethe's quote, reinforcing the importance of essential tasks over less critical ones.
Reflection and Insight	Regular quiet reflection can lead to valuable insights and clearer priorities, ultimately enhancing productivity and positively impacting work and life decisions.

Chapter 7 – Obey the Law of Forced Efficiency

Overview of the Law

This chapter discusses the principle that while there is never enough time to do everything, there is always enough time to accomplish the most important tasks. The analogy of "eating the biggest and ugliest frog" illustrates the necessity of prioritizing significant work even when overwhelmed by

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responsibilities.

The Reality of Time Management

- The average person operates at 110% to 130% of capacity, leading to a perpetual backlog of tasks.
- It's crucial to acknowledge that complete catch-up is unrealistic; focus should instead be on top responsibilities.

Pressure of Deadlines

- Many believe they work better under deadline pressure, but research shows it often leads to stress, mistakes, and financial losses due to the need for redoing tasks.

Three Key Questions for Focus

1.

What are my highest value activities?

- Identify key tasks that make substantial contributions to your personal and professional life. Seek input from others for clarity.

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2.

What can only I do that will make a difference?

- Focus on unique contributions only you can make, emphasizing their significance to your career.

3.

What is the most valuable use of my time, right now?

- Consistently evaluate your current priorities to ensure you are focused on the most impactful tasks.

Prioritization and Productivity

- Implement the philosophy of tackling first things first, inspired by Goethe's quote, emphasizing prioritizing essential tasks over less critical ones.

Reflection and Insight

- Regularly taking time for quiet reflection can yield valuable insights, helping to set priorities clearly and enhance productivity. These moments of solitude can lead to breakthroughs that positively affect your work and life trajectory.

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Critical Thinking

Key Point: Prioritization Overload

Critical Interpretation: Brian Tracy argues for maximizing productivity through prioritization, yet such an approach can become a double-edged sword. While emphasizing high-value tasks might lead to better focus, it can also create pressure to constantly evaluate and re-evaluate the significance of one's activities, which may cause decision fatigue. Critics, such as Dan Ariely in 'Predictably Irrational', suggest that overemphasizing efficiency may compromise creativity and lead to suboptimal outcomes. Consequently, while the 'Frog' metaphor encourages tackling the most pressing tasks first, readers should critically evaluate whether this framework genuinely enhances their efficacy without sacrificing their overall well-being.

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Chapter 8 Summary : Prepare Thoroughly Before You Begin

Chapter 8 - Prepare Thoroughly Before You Begin

Key Idea

Preparation is crucial for overcoming procrastination and enhancing productivity. Being fully prepared allows for smoother and faster initiation of high-value tasks.

Creating a Conducive Workspace

1.

Clear Your Workspace

: Focus on one task by decluttering your desk and preparing all necessary materials.

2.

Gather Resources

: Collect all relevant information and tools needed to complete the job without interruption.

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3.

Comfortable Environment

: Ensure your workspace is attractive and comfortable, including a supportive chair for long working periods.

Importance of Preparation in Task Initiation

- Effective preparation minimizes procrastination and encourages immediate action.
- Many goals, such as writing books or completing degrees, remain unfulfilled due to lack of initial preparation.

Mindset for Success

- Assuming a productive body language fosters a high-performance mindset.
- Engage with the first task with determination and continue until completion.

Self-Reflection

- Assess your work environment and its impact on your productivity.
- Commit to creating a neat and organized workspace to enhance efficiency and confidence.

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Chapter 9 Summary : Do Your Homework

Chapter 9 - Do Your Homework

Key Principle of Success

Og Mandino states that the path to success lies in rendering more and better service than expected. Mastering your skills in key areas will enhance your productivity.

Overcoming Procrastination

Procrastination often stems from inadequacy or lack of confidence. Addressing even one weak area can hinder progress, so it is crucial to continually enhance your key skills.

Continuous Learning

Recognize that skills become obsolete quickly. Personal and

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professional improvement is essential for success. Continuous learning motivates action, reduces procrastination, and boosts confidence.

Skill Development

Invest in learning crucial skills. Everything is learnable, and one new skill can significantly impact your effectiveness. Make training a priority, just as the author did with touch typing, which enabled him to write multiple books.

Daily Learning Practices

1. Dedicate at least one hour daily to reading in your field.
2. Attend courses, seminars, and conventions relevant to your profession.
3. Listen to educational audio programs while driving to maximize learning time.

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Read, Share, Empower

Finish Your Reading Challenge, Donate Books to African Children.

The Concept



This book donation activity is rolling out together with Books For Africa. We release this project because we share the same belief as BFA: For many children in Africa, the gift of books truly is a gift of hope.

The Rule



Earn 100 points



Redeem a book



Donate to Africa

Your learning not only brings knowledge but also allows you to earn points for charitable causes! For every 100 points you earn, a book will be donated to Africa.

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Chapter 10 Summary : Leverage Your Special Talents

Chapter 10 - Leverage Your Special Talents

You are unique, possessing special talents that set you apart. Recognizing and honing these abilities can immensely enhance your value in both personal and professional realms.

Identify Your Unique Talents

Regularly assess your unique talents and skills. Reflect on:

- What are you exceptionally good at?
- What tasks do you find easy that others struggle with?
- What significant achievements have shaped your success?

Enjoyment and Excellence

Your enjoyment often indicates where your true talents lie. Engage in activities that you love, as they are often aligned with your abilities.

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Focus on Your Strengths

Pay attention to tasks that receive the most praise and recognition. Successful individuals target their efforts on activities where they excel and where they can make a meaningful impact.

Key Questions for Self-Reflection

Continuously ask yourself:

- What am I really good at?
- What do I enjoy most about my work?
- What has contributed most to my past successes?
- If money were no object, what job would I choose?

Take Action

Consider what you would pursue if you had unlimited resources and start working towards that goal today.

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Chapter 11 Summary : Identify Your Key Constraints

Chapter 11 - Identify Your Key Constraints

“Concentrate all your thoughts on the task at hand. The sun’s rays do not burn until brought to a focus.” (Alexander Graham Bell)

Understanding Limiting Factors

Identifying what holds you back is crucial for achieving productivity and effectiveness. A limiting factor often dictates the speed at which you reach your goals. Your task is to find this chokepoint and focus your energies on addressing it, whether it be a resource, a person, or an internal weakness.

Examples of Constraints in Business

In business, various factors determine growth and profitability, such as marketing strategies, sales levels, and production costs. Recognizing the primary constraint can

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often yield faster progress than any other effort.

The 80/20 Rule

The 80/20 Rule indicates that 80% of constraints are internal, residing within personal qualities or competencies. Only 20% are external. This underscores the importance of self-analysis in identifying what limits your success.

Identifying Personal Constraints

Evaluate yourself and your environment honestly to discover what hampers your progress. Successful individuals begin their analysis by asking, "What is it in me that is holding me back?" Accepting responsibility paves the way for personal growth.

Defining and Addressing Constraints

Proper identification of constraints defines the strategy for alleviating them. Misidentifying a constraint can lead to ineffective solutions. For example, a company may wrongly focus on their sales force when a pricing error was the actual issue impacting sales.

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The Continuous Cycle of Constraints

After addressing one constraint, another will likely emerge. Continuous evaluation of limiting factors is necessary for sustained progress in work and personal life.

Starting Each Day Effectively

Eliminating a key bottleneck first thing in the morning can energize you and set a positive tone for the day. This key issue may be the most significant challenge you face.

Action Steps

Identify your most crucial goal today. Reflect on what restricts your progress toward this goal and why you haven't achieved it yet. Take immediate action to address these obstacles. Start in any capacity to gain momentum.

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Critical Thinking

Key Point: Identifying Key Constraints is a Structured Approach to Personal Growth

Critical Interpretation: The emphasis on pinpointing individual constraints for productivity highlights an analytical method to self-improvement. However, one may question if this narrow focus on internal and identifiable factors neglects the complexity of external influences that can impact personal and professional progress. While self-reflection can foster responsibility, it is crucial to consider systemic issues or unforeseen circumstances that may also hinder achievement. Studies such as those by Daniel Kahneman in 'Thinking, Fast and Slow' demonstrate that human behavior is often less rational and more influenced by contextual variables than the model proposed by Tracy suggests. Therefore, while identifying constraints serves as a powerful tool, readers should maintain a balanced view and acknowledge diverse factors affecting success.

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Chapter 12 Summary : Take It One Oil Barrel At A Time

Chapter 12 - Take It One Oil Barrel at A Time

Key Concept

To effectively overcome procrastination, focus on taking small, manageable actions rather than getting overwhelmed by the larger task at hand.

Strategy for Success

- Adopting a mindset of taking one step at a time is crucial. This approach is analogous to eating a frog one bite at a time or taking a journey one step at a time.
- Samuel Smiles emphasizes the power of focused dedication to a single task.

Real-life Example

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- The author shares his experience crossing the Sahara Desert, marked by oil barrels placed every five kilometers. These barrels served as visual goals, allowing travelers to navigate the vast, featureless terrain by aiming for the next visible barrel.

Application of the Concept

- Just as the oil barrels guided the journey across the desert, you can approach large tasks in your life by breaking them down into smaller steps.
- Progress requires faith that each successive step will lead to clarity and further action.

Building a Great Life

- Achievements in life, whether in careers or personal goals, result from completing one task at a time effectively.

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Chapter 13 Summary : Put the Pressure on Yourself

Chapter 13 - Put the Pressure on Yourself

Introduction

- Success requires continuous application of physical and mental energies toward a singular problem (Thomas Edison).
- Many wait for external motivation, which rarely comes, leading to stagnation.

Taking Charge of Your Life

- Only 2% of individuals work without supervision; they're considered leaders.
- It's essential to put pressure on oneself rather than waiting for external motivation.
- Set higher standards for yourself than others would.

Making It a Game

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- Gamify your work by starting early, working harder, and staying late.
- Always seek ways to exceed expectations and go the extra mile.

Self-Esteem and Reputation

- Self-esteem is defined by your actions and outcomes—your reputation with yourself.
- Achieving beyond average boosts your self-esteem and sense of worth.

Imagining Urgency

- Visualize needing to complete important tasks before a sudden departure or vacation.
- These imagined scenarios can spark immediate action on critical tasks.

Pressure and Performance

- Successful individuals create their pressure to perform; unsuccessful ones rely on external supervision.

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- Overcoming procrastination is easier when operating under a tight timeline.

Building a High-Performance Habit

- Self-imposed pressure leads to accomplishing tasks efficiently and effectively.
- Gradually foster a habit of quick task completion, enhancing personal achievement.

Strategizing Your Tasks

- Set deadlines and sub-deadlines for every task.
- Develop a “forcing system” to hold yourself accountable.
- Write down steps for major projects and estimate the time required.
- Organize schedules to allocate dedicated work periods for these tasks.

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Chapter 14 Summary : Maximize Your Personal Power

Chapter 14 - Maximize Your Personal Powers

“Gather in your resources, rally all your faculties, marshal all your energies, focus all your capacities upon mastery of at least one field of endeavor.” - John Haggai

The foundation of personal performance and productivity lies in your physical, mental, and emotional energies.

Energy Management

- Proper rest can enhance productivity significantly; you can achieve two to five times more when rested compared to when tired.
- Your body operates like a machine, requiring food, water, and rest to generate energy for accomplishing tasks.
- To maintain happiness and productivity, it's crucial to guard your energy levels, recognizing that productivity generally declines after eight or nine hours of work. Working longer doesn't equate to increased output, often resulting in

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mistakes and eventual burnout.

Identifying Optimal Times

- Recognize specific times in your day when you feel most productive and allocate these for tackling your most challenging tasks.
- For many, productivity peaks in the morning following a good night's sleep; others may find their stride in the afternoon or evening.

Procrastination and Fatigue

- Fatigue can be a significant contributor to procrastination. If you start a task when depleted, it can feel as challenging as starting a cold engine.
- When overwhelmed with tasks, remind yourself, "All I can do is all I can do," and prioritize sleep over prolonged work hours. Adequate rest can dramatically improve your output and quality of work the following day.

The Importance of Sleep

- Many Americans do not get sufficient sleep relative to their

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workload, leading to a state of mental fog.

- Consider going to bed by ten o'clock on weekdays; even an extra hour of sleep can substantially improve your life.

Regular Rest and Recreation

- Schedule one full day off each week to completely disengage from work-related tasks. Use this time for leisure activities that rejuvenate your mind, such as going to movies or exercising.
- Regular vacations, both short and long, are crucial for maintaining high productivity levels.

Nutrition and Energy Levels

- To enhance your energy, start your day with a protein-rich breakfast and maintain a healthy diet while avoiding excessive sugar and processed foods.
- Treat your body like a world-class athlete to sustain peak performance throughout your workday.

Conclusion and Self-Analysis

- Maintaining high energy levels is essential for productivity,

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happiness, and success.

- Conduct a personal analysis of your energy levels and health habits by asking yourself:

- 1) What should I do more of?
- 2) What should I do less of?
- 3) What should I start doing?
- 4) What should I stop doing?

Decide on actions to enhance your health and energy levels today.

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Chapter 15 Summary : Motivate Yourself Into Action

Chapter 15 - Motivate Yourself into Action

“

Supreme Joys

”

- Joy is found in adventure, victory, and creative action.

Be Your Own Cheerleader

- To perform optimally, self-coaching and encouragement are crucial.
- 95% of emotions are shaped by self-talk; how you interpret events influences feelings.

Embrace Optimism

- Resolve to respond positively to challenges.
- Maintain a cheerful disposition regardless of life's challenges.

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- Most people are indifferent to your problems; focus on positivity.

The Importance of Self-Esteem

- High self-esteem boosts motivation; practice positive self-talk consistently.
- Affirmations like “I like myself!” can develop a high-performance mindset.

Affirmations for Motivation

- Use phrases like “I can do it!” to combat doubt.
- Always say “I feel terrific!” regardless of actual feelings.

Characteristics of Optimists

1.

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Chapter 16 Summary : Practice Creative Procrastination

Chapter 16 - Practice Creative Procrastination

Creative procrastination is a powerful technique for improving personal performance. It involves prioritizing tasks effectively, allowing individuals to focus on high-value activities.

Key Principles of Creative Procrastination

-

Prioritize Wisely

: Identify essential tasks to be completed urgently in the morning and tackle significant tasks first.

-

Choose What to Procrastinate

: Everyone has limited time; thus, it's crucial to consciously decide to procrastinate on low-value tasks.

-

Set Posteriorities

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: Along with setting priorities, also determine what tasks can be delayed or eliminated.

The Importance of Saying 'No'

Saying "No" to low-value activities is vital. This will help maintain focus on what's important. Embrace the fact that if you want to add something new to your schedule, you must eliminate something old.

Combat Unconscious Procrastination

Many individuals fall into the trap of unconscious procrastination, avoiding significant tasks without realizing it. It's essential to be deliberate in your procrastination choices, allowing more time for impactful tasks.

Ongoing Review and Adjustment

Regularly assess your responsibilities to eliminate time-consuming tasks that provide little benefit. This habit helps create a balanced lifestyle and frees up time for more fulfilling activities, such as family time or personal development.

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Zero-Based Thinking

Utilize zero-based thinking to continually evaluate your commitments. Ask yourself if you would start a task today knowing what you know now. If not, it's likely a candidate for creative procrastination or abandonment.

Overall, practicing creative procrastination and instituting effective prioritization can lead to significant improvements in both personal and professional life.

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Critical Thinking

Key Point: The validity of creative procrastination as a prioritization strategy is questionable.

Critical Interpretation: While Brian Tracy advocates for creative procrastination as a means of enhancing productivity by focusing on high-value activities, one could argue that this approach may oversimplify the complexities of task management. By suggesting that one can simply choose to procrastinate on certain tasks in favor of others, it may inadvertently encourage avoidance of necessary duties that require attention. Moreover, productivity methods can vary widely among individuals; what works for some may not yield the same results for others. Research indicates that while prioritization is beneficial, the context of tasks—such as deadlines, personal interest, and potential consequences—also plays a crucial role in determining how effectively one manages their responsibilities (see Carr, N., "The Shallows: What the Internet Is Doing to Our Brains"). Therefore, readers should approach Tracy's viewpoint critically, considering that flexible and dynamic task management strategies might be more universally beneficial.

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Chapter 17 Summary : Do the Most Difficult Task First



Chapter 17 - Do the Most Difficult Task First

Key Quote

“Energy - invincible determination - a purpose once fixed, and then death or victory.” – Sir Thomas Fowell Buxton

Introduction

One effective technique to combat procrastination and enhance productivity is to tackle the most challenging task

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first, often referred to as "Eating your frog." This skill is essential for personal management.

Steps to Implement

1.

Task Listing

: At the end of your workday or on weekends, create a list of tasks for the following day.

2.

Prioritize Using ABCDE Method

: Review your list and apply the ABCDE Method alongside the 80/20 Rule to determine priorities.

3.

Select A-1 Task

: Identify your most critical task (A-1) which has significant consequences if not completed.

4.

Preparation

: Gather everything you need to complete this task and set it up in your workspace the night before.

5.

Clear Workspace

: Ensure your area is organized with the A-1 task clearly

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positioned for focus in the morning.

6.

Morning Discipline

: Commit to starting your day by working on this difficult task first, without distractions.

Building the Habit

- Repeat this process every day for 21 days to form a productive habit.
- By focusing on your toughest task first, you can enhance productivity substantially.

Benefits of this Approach

- Initiating your day with the most significant task generates energy and motivation, setting a positive tone for the rest of the day.
- Enhances feelings of power, effectiveness, and control over life and work.

Conclusion

Adopting the habit of addressing your most difficult task first

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leads to exceptional productivity. View yourself as a continual work in progress and commit to developing high productivity habits. Use the phrase “Just for today” to encourage incremental change: plan and commence your most challenging task at the start of each day. The impact of this practice can be transformative.

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Example

Key Point: Prioritizing the toughest task creates momentum and sets a productive tone for your day.

Example: Imagine waking up each morning and, instead of scrolling through your phone or jumping into easier tasks, you confidently tackle the most difficult project on your plate. By focusing on this challenging task first thing, you not only boost your energy levels but also cultivate a palpable sense of accomplishment. As you cross that obstacle off your to-do list early in the day, you pave the way for greater productivity, feeling empowered and in control, fully ready to tackle the rest of your day's responsibilities with newfound vigor.

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Chapter 18 Summary : Slice and Dice the Task

Chapter 18 - Slice and Dice the Task

Introduction to Procrastination

A major reason for procrastinating on significant tasks is their large and daunting appearance.

Salami Slice Method

The "Salami slice" method involves breaking a big task into smaller, manageable parts, allowing you to focus on completing just one slice at a time.

Psychological Benefits

Starting with a small piece can lead to a sense of accomplishment, motivating you to continue completing additional slices until the entire task is finished.

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Urge to Completion

You possess an inherent "urge to completion," providing happiness and empowerment when tasks are started and completed. This sense of closure stimulates a release of endorphins, enhancing your motivation for future tasks.

Small Steps Lead to Momentum

Each small success energizes you, fostering an inner drive to persist toward task completion and promoting feelings of satisfaction and happiness.

Swiss Cheese Method

The "Swiss cheese" method involves committing to work on a task for a short, defined period, such as five or ten minutes.

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Chapter 19 Summary : Create Large Chunks of Time

Chapter 19 - Create Large Chunks of Time

This chapter emphasizes the importance of creating dedicated segments of time for important tasks to enhance productivity and achieve significant contributions in both work and life.

Key Points:

- Concentrated Efforts: Focusing energy on a limited set of tasks amplifies your overall effectiveness.
- Scheduled Work Segments: Committing to specific time periods for focused work allows for the completion of larger tasks that require uninterrupted time.
- Examples of Implementation:
 - Salespeople often set fixed times, like one hour for calling prospects, to maintain discipline.
 - Executives allocate time daily for direct customer feedback.
 - Individuals carve out short periods for exercise or reading,

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leading to consistent progress over time.

- **Importance of Planning:** Successful individuals plan their days in advance, utilizing fixed time slots for key activities, which dramatically increases their productivity.
- **Minimizing Distractions:** During work time, it's vital to eliminate interruptions (like phone calls) and maintain focus, potentially working from home during quiet hours.
- **Utilizing Travel Time:** Business professionals can capitalize on flights or travel by thoroughly planning work that can be accomplished in transit, treating these moments as "gifts of time."
- **Incremental Progress:** Great achievements are built step by step; effective time management requires organizing concentrated work periods to enhance career and personal success.

Final Thoughts:

Prioritize large chunks of unbroken time for tasks that matter most. Continually seek ways to consolidate and efficiently manage time, making every minute count towards achieving your top goals.

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Chapter 20 Summary : Develop a Sense of Urgency

Chapter 20 - Develop A Sense of Urgency

“Do not wait; the time will never be ‘just right.’ Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along.” (Napoleon Hill)

Action Orientation

- High performers exhibit a strong "action orientation."
- They invest time in thinking, planning, and prioritizing before swiftly moving towards their goals.
- Productive individuals achieve more by engaging in high-value tasks, leading to the mental state of "flow."

The State of Flow

- In "flow," individuals feel elated, clear, and energized, experiencing high levels of performance.

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- Enhanced clarity, creativity, and competence are hallmarks of this state, along with heightened insight and intuition.

Cultivating a Sense of Urgency

- A sense of urgency is an internal drive to act quickly and effectively.
- This urgency fosters a "bias for action," encouraging immediate steps towards goals rather than prolonged discussions.

Momentum Principle

- Action-oriented individuals activate the "Momentum Principle," where overcoming initial inertia requires effort, but maintaining movement demands less energy.
- Rapid movement leads to increased energy, productivity, and competence.

Building Reputation through Urgency

- A strong sense of urgency propels one onto a fast track in their career.
- Consistently completing work quickly elevates self-esteem

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and respect.

Practical Steps to Action

- Use affirmations like "Do it now!" to motivate immediate action.
- If distracted, remind yourself with "Back to work!" to refocus.

Final Resolution

- Resolve to develop urgency in all actions.
- Identify areas of procrastination and commit to fast action.
- Respond promptly to opportunities and tasks to enhance productivity and well-being.

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Chapter 21 Summary : Single Handle Every Task

Chapter 21 - Single Handle Every Task

Key Concept

Effective planning and prioritizing boil down to concentrating on your most important task. This single-minded focus is crucial for achieving high levels of performance and personal productivity.

The Power of Single Handling

Single handling means to focus on a task without distractions until it is fully completed. Repeatedly reminding yourself to “Back to work!” can help maintain this focus. Concentration can reduce the time required to complete tasks significantly, while frequent interruptions can increase completion time drastically.

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Momentum and Efficiency

Starting and finishing a task in one go develops momentum, energy, and motivation, leading to improved productivity. Each interruption not only breaks momentum but also increases the difficulty of resuming the task.

Self-Discipline as a Foundation

Self-discipline is key to success and is defined as the ability to push yourself to do what is necessary regardless of your feelings. Persistence in completing high-priority tasks demonstrates character and willpower.

The Benefits of Persistence

Regularly completing significant tasks heightens self-esteem and respect, creating a positive feedback loop that enhances

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Chapter 1 | Quotes From Pages 17-19

1. There is one quality that one must possess to win, and that is definiteness of purpose, the knowledge of what one wants and a burning desire to achieve it.” (Napoleon Hill)
2. One of the very worst uses of time is to do something very well that need not be done at all.” Stephen Covey says that, 'Before you begin scrambling up the ladder of success, make sure that it is leaning against the right building.'
3. Think on paper.
4. An average plan vigorously executed is far better than a brilliant plan on which nothing is done.
5. Clear written goals have a wonderful effect on your thinking.

Chapter 2 | Quotes From Pages 20-22

1. Planning is bringing the future into the present so

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you can do something about it now.” (Alan Lakein)

2. Action without planning is the cause of every failure.”

(Alex MacKenzie)

3. Proper Prior Planning Prevents Poor Performance.

4. The more time you take to make written lists of everything you have to do, in advance, the more effective and efficient you will be.

5. The first 10% of time that you spend planning and organizing your work, before you begin, will save you as much as 90% of the time in getting the job done once you get started.

6. You'll be amazed at how much more productive you become, and how much easier it is to eat your frog.

Chapter 3 | Quotes From Pages 23-25

1. We always have time enough, if we will but use it aright.

2. Before you begin work, always ask yourself, 'Is this task in the top 20% of my activities or in the bottom 80%?'

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3. Resist the temptation to clear up small things first.
4. Your ability to choose between the important and the unimportant is the key determinant of your success in life and work.
5. Eat That Frog! Make a list of all the key goals, activities, projects and responsibilities in your life today.

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Chapter 4 | Quotes From Pages 26-28

1. Every man has become great, every successful man has succeeded, in proportion as he has confined his powers to one particular channel.”
(Orison Swett Marden)
2. Rule: "Long-term thinking improves short-term decision making.
3. Failures do what is tension relieving while winners do what is goal achieving.” (Dennis Waitley)
4. The time is going to pass anyway. The only question is how you use and where you are going to end up at the end of the weeks and months.
5. Remember the wonderful words of Goethe, “Just begin and the mind grows heated; continue, and the task will be completed!

Chapter 5 | Quotes From Pages 29-30

1. The first law of success is concentration – to bend all the energies to one point, and to go directly to that point, looking neither to the right or the left.”

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(William Mathews)

2. The key to making this ABCDE Method work is for you to now discipline yourself to start immediately on your 'A-1' task and then stay at it until it is complete.
3. Your ability to think through, analyze your work list and determine your 'A-1' task is the springboard to higher levels of accomplishment, and greater self-esteem, self-respect and personal pride.
4. When you develop the habit of concentrating on your 'A-1,' most important activity, on eating your frog, you will start getting more done than any two or three people around you.
5. Practice this ABCDE Method every day and on every work or project list, before you begin work, for the next month. By that time, you will have developed the habit of setting and working on your highest priority tasks and your future will be assured!

Chapter 6 | Quotes From Pages 31-33

1. When every physical and mental resource is

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focused, one's power to solve a problem multiplies tremendously." (Norman Vincent Peale)

2. Why are you on the payroll? This is one of the most important questions you ever ask and answer, over and over again, throughout your career.
3. There are core competencies that you have developed that make it possible for you to do your job in the first place.
4. Here is one of the greatest questions you will ever ask and answer: 'What one skill, if I developed and did it in an excellent fashion, would have the greatest positive impact on my career?'
5. The good news is that all business skills are learnable.
6. Make a habit of doing this analysis regularly for the rest of your career. Never stop improving. This decision alone can change your life.

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Chapter 7 | Quotes From Pages 34-36

1. Concentration, in its truest, unadulterated form, means the ability to focus the mind on one single solitary thing.” (Komar)
2. This law says that, "There is never enough time to do everything, but there is always enough time to do the most important thing.
3. Rule: "There will never be enough time to do everything you have to do.
4. What are my highest value activities?
5. What can I and only I do, that if done well, will make a real difference?
6. What is the most valuable use of my time, right now?
7. Do first things first and second things not at all. As Goethe said, "The things that matter most must never be at the mercy of the things that matter least.
8. Eat That Frog! Your most powerful thinking tool for success is your ability to discriminate between one priority and another.



9. Take a few minutes each day and sit quietly where you cannot be disturbed. During this time, let your mind relax and just think about your work and activities, without stress or pressure.

Chapter 8 | Quotes From Pages 37-38

1. No matter what the level of your ability, you have more potential than you can ever develop in a lifetime.
2. When everything is laid out in order and sequence, you feel much more like getting on with the job.
3. The cleaner and neater your work area before you begin, the easier it is for you to get started and keep going.
4. Don't let this happen to you.
5. Resolve today to clean up your desk and office completely so that you feel effective, efficient and ready to get going each time you sit down to work.

Chapter 9 | Quotes From Pages 39-40

1. The only certain means of success is to render more and better service than is expected of you, no

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matter what your task may be.

2. Continuous learning is the minimum requirement for success in any field.

3. Refuse to allow a weakness or a lack of ability in any area to hold you back. Everything is learnable.

4. The best news is that you can learn whatever skills you need to be more productive and more effective.

5. The more you learn and know, the more confident and motivated you feel.

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Chapter 10 | Quotes From Pages 41-42

1. Do your work. Not just your work and no more, but a little more for the lavishings sake – that little more that is worth all the rest.” (Dean Briggs)
2. Your most valuable asset, in terms of cash flow, is your 'earning ability.'
3. You are designed in such a way that you will most enjoy doing the very things that you have the ability to be the very best at.
4. Successful people are invariably those who have taken the time to identify what they do well and most enjoy.
5. You should always focus your best energies and abilities on starting and completing those key tasks where your unique talents and abilities enable you to do it well and make a significant contribution.

Chapter 11 | Quotes From Pages 43-45

1. Concentrate all your thoughts on the task at hand.
The sun's rays do not burn until brought to a focus.

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2. Your job is to study the task and identify the limiting factor or constraint within it.
3. The accurate identification of the limiting factor in any process and the focus on that factor can usually bring about more progress in a shorter period of time than any other single activity.
4. Successful people always begin the analysis of constraints by asking the question, 'What is it in me that is holding me back?'
5. Often, starting off your day with the removal of a key bottleneck or constraint fills you full of energy and personal power.

Chapter 12 | Quotes From Pages 46-47

1. Persons with comparatively moderate powers will accomplish much if they apply themselves wholly and indefatigably to one thing at a time.” (Samuel Smiles)
2. There is an old saying that, 'By the yard it's hard; but inch by inch, anything's a cinch!'

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3. Confucius wrote that, 'A journey of a thousand leagues begins with a single step.'
4. Your job is to go as far as you can see. You will then see far enough to go further.
5. Leap — and the net will appear!
6. A great life, a great career is built by performing one task at a time, quickly and well. And then going on to the next task.
7. You can overcome procrastination and accomplish extraordinary things by just taking the first step, by getting started toward your goal and by then taking it one step, one oil barrel at a time.

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Chapter 13 | Quotes From Pages 48-49

1. The first requisite for success is to apply your physical and mental energies to one problem incessantly without growing weary.” (Thomas Edison)
2. The world is full of people who are waiting for someone to come along and motivate them to be the kind of people they wish they could be.
3. Your job is to form the habit of putting the pressure on yourself, and not waiting for someone else to come along and do it for you.
4. Make it a game with yourself to start a little earlier, work a little harder and stay a little later.
5. Your self-esteem, the core of your personality, has been defined by the psychologist Nathaniel Brandon as “your reputation with yourself.
6. Successful people continually put the pressure on themselves to perform at high levels.
7. By putting the pressure on yourself, you accomplish more

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and better tasks, faster than ever before.

Chapter 14 | Quotes From Pages 50-52

1. Gather in your resources, rally all your faculties, marshal all your energies, focus all your capacities upon mastery of at least one field of endeavor.”
(John Haggai)
2. The fact is that you have specific times during the day when you are at your best. You need to identify these times and discipline yourself to use them on your most important and challenging tasks.
3. Sometimes the very best use of your time is to go home early and go to bed and sleep for ten hours straight.
4. Take one full day off every week.
5. The better you feel when you start work, the less you procrastinate and the more eager you are to get the job done.
6. Whatever your answers are to these questions, take action today.

Chapter 15 | Quotes From Pages 53-54

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- 1.It is in the compelling zest of high adventure and of victory, and of creative action that man finds his supreme joys.
- 2.Fully 95% of your emotions, positive or negative, are determined by how you talk to yourself on a minute to minute basis.
- 3.To keep yourself motivated, you must resolve to become a complete optimist.
- 4.Your level of self-esteem, how much you like and respect yourself, is central to your levels of motivation and persistence.
- 5.In study after study, psychologists have determined that “optimism” is the most important quality you can develop for personal and professional success and happiness.
- 6.They believe that difficulties come not to obstruct, but to instruct.
- 7.Control your thoughts. Remember, you become what you think about most of the time.
- 8.Keep your thoughts and your energy focused forward, on

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the things you can do to improve your life, and let the rest go.

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Chapter 16 | Quotes From Pages 55-56

1. Make time for getting big tasks done every day.

Plan your daily workload in advance. Single out the relatively few small jobs that absolutely must be done immediately in the morning. Then go directly to the big tasks and pursue them to completion.

2. The fact is that you can't do everything that you have to do.

You have to procrastinate on something! Put off eating smaller or less ugly frogs. Eat the biggest and ugliest frogs before anything else.

3. Since you must procrastinate anyway, decide today to procrastinate on low value activities. Decide to procrastinate, outsource, delegate and eliminate those activities that don't make much of a contribution to your life in any case.

4. One of the most powerful of all words in time management is the word 'No!'

5. For you to do something new, you must complete or stop

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doing something old. Getting in requires getting out.

Picking up means putting down.

6. Your job is to deliberately procrastinate on those tasks that are of low value so that you have more time for those tasks that can really make a difference in your life and work.

7. Continually review your duties and responsibilities to identify those time consuming tasks and activities that you can abandon with no real loss.

8. Eat That Frog! Practice zero-based thinking on every part of your life. Ask yourself continually, 'If I was not doing this already, knowing what I now know, would I get into it again today?'

Chapter 17 | Quotes From Pages 57-58

1. The longer I live, the more I am certain that the great difference between men, between the feeble and the powerful, between the great and the insignificant, is energy -invincible determination- a purpose once fixed, and then death or victory.

2. Starting first thing in the morning with your biggest and

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most important task is the opposite of what most people do.

3. You will personally feel more powerful, more effective, more in control and more in charge of your life than at any other time.

4. Eat That Frog! See yourself as a work in progress.

5. Just for today, I will plan, prepare and start on my most difficult task before I do anything else.

Chapter 18 | Quotes From Pages 59-60

1. The beginning of a habit is like an invisible thread, but every time we repeat the act we strengthen the strand, add to it another filament, until it becomes a great cable and binds us irrevocably in thought and act.” (Orison Swett Marden)

2. An important point to remember is that you have deep within you an 'urge to completion' or what is often referred to as a 'compulsion to closure.'

3. When you start and finish a small piece of a task, you feel motivated to start and finish another part, and then another, and so on.

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4. You should try the 'Salami Slice' or the 'Swiss cheese' method on any task that seems overwhelming when you approach it for the first time.

5. A common quality of successful, happy people is that they are action-oriented.

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Chapter 19 | Quotes From Pages 61-62

1. Nothing can add more power to your life than concentrating all of your energies on a limited set of targets.
2. The key to the success of this method of working in specific time segments is for you to plan your day in advance and specifically schedule a fixed time period for a particular activity or task.
3. A time planner, broken down by day, hour and minute, organized in advance, can be one of the most powerful, personal productivity tools of all.
4. Remember, the pyramids were built one block at a time. A great life and a great career is built one task, and often, one part of a task, at a time.
5. Eat That Frog! Think continually of different ways that you can save, schedule and consolidate large chunks of time.

Chapter 20 | Quotes From Pages 63-64

1. Do not wait; the time will never be 'just right.'
Start where you stand, and work with whatever

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tools you may have at your command, and better tools will be found as you go along.

- 2.The faster you move, the more energy you have. The faster you move, the more you get done and the more effective you feel.
- 3.With this ingrained sense of urgency, you develop a 'bias for action.' You take action rather than talking continually about what you are going to do.
- 4.In the final analysis, nothing will help you more in your career than for you to get the reputation for being the kind of person who gets important work done quickly and well.
- 5.Resolve today to develop a sense of urgency in everything you do.

Chapter 21 | Quotes From Pages 65-66

- 1.And herein lies the secret of true power. Learn, by constant practice, how to husband your resources, and concentrate them, at any given moment, upon a given point.
- 2.Your ability to select your most important task, to begin it

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and then to concentrate on it single mindedly until it is complete is the key to high levels of performance and personal productivity.

3. You keep urging yourself onward by repeating the words 'Back to work!' over and over whenever you are tempted to stop or do something else.
4. It has been estimated that the tendency to start and stop a task... can increase the time necessary to complete the task by as much as 500%.
5. In the final analysis, success in any area requires tons of discipline. Self-discipline, self-mastery and self-control are the basic building blocks of character and high performance.
6. Persistence is actually self-discipline in action.
7. By focusing clearly on your most valuable task and concentrating single mindedly until it is 100% complete, you actually shape and mold your own character.
8. You eventually feel capable of setting and achieving any goal. You become the master of your own destiny.

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9. And the key to all of this is for you to determine the most valuable and important thing you could possibly do at every single moment and then, 'Eat That Frog!'

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Eat That Frog! Questions

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Chapter 1 | Set the Table| Q&A

1.Question

What is the first step to overcome procrastination and achieve personal productivity?

Answer: The first step is to gain clarity about what you want to accomplish in each area of your life.

Having a definite purpose helps you focus and reduces confusion.

2.Question

Why is it important to write your goals down?

Answer: Writing your goals down crystallizes them and transforms them from mere wishes into tangible objectives, creating clarity and energy behind your goals.

3.Question

How does setting a deadline impact the achievement of goals?

Answer: A goal without a deadline lacks urgency and can

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lead to procrastination. Setting a deadline creates a timeframe for action and completion.

4.Question

What is the significance of organizing your tasks into a plan?

Answer:Organizing your tasks by priority and sequence gives you a roadmap to follow, increasing the likelihood of achieving your goals efficiently.

5.Question

What should you do immediately after creating a plan?

Answer:You should take immediate action on your plan to maintain momentum, as even an average plan executed well is better than a perfect plan left undone.

6.Question

What daily practice can significantly enhance productivity toward achieving goals?

Answer:Resolve to do something every day that moves you towards your major goal. Consistent daily actions accumulate and lead to substantial progress.

7.Question

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How do clear written goals affect motivation and creativity?

Answer: Clear written goals stimulate your motivation and creativity, driving you to take action and helping you overcome procrastination.

8.Question

What kind of mindset should you adopt when writing your goals?

Answer: You should write your goals in the present tense as if they are already achieved, using positive language to encourage acceptance by your subconscious mind.

9.Question

What kind of exercise can have a profound impact on your life according to the chapter?

Answer: The exercise of drafting ten goals you want to accomplish in a year, selecting the most impactful one, and taking daily steps towards it can change your life.

Chapter 2 | Plan Every Day In Advance| Q&A

1.Question

What is the significance of planning every day in advance

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according to Brian Tracy?

Answer: Planning every day in advance is crucial because it allows you to take control of your time and energy. It's depicted as a way to bring future tasks into the present, enabling you to act on them now rather than procrastinate. By spending a few minutes to plan, you can save hours in execution, making you more productive.

2.Question

How can creating lists improve productivity?

Answer: Creating lists improves productivity by providing structure to your tasks. When you write down everything you need to accomplish, you clear your mind of clutter and focus on what's important. This discipline can boost your output by 25% or more as it gives you a visual framework to work within, motivating you as you check items off.

3.Question

What is the 10/90 Rule and its implications for planning?

Answer: The 10/90 Rule states that spending the first 10% of

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your time planning can save you up to 90% of the time needed to complete the actual work. This means if you invest time upfront in planning and organizing, you significantly enhance efficiency and performance when executing tasks.

4.Question

How does planning the night before help you?

Answer:Planning the night before allows your subconscious mind to process the tasks while you sleep, often leading to new ideas and insights upon waking. This practice sets a clear intention for the next day, making it easier to hit the ground running.

5.Question

What role does breaking tasks into smaller steps play in overcoming procrastination?

Answer:Breaking tasks into smaller, manageable steps makes them less daunting and easier to approach. This incremental method is akin to 'eating an elephant one bite at a time,' providing a clear pathway forward and helping to build momentum as you complete each step.

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6.Question

Why is it important to categorize tasks into a master list, monthly list, weekly list, and daily list?

Answer:Categorizing tasks into different lists helps to prioritize and manage your time effectively. The master list captures all future tasks, while the monthly, weekly, and daily lists help break those tasks into actionable steps according to urgency and importance, ensuring nothing is overlooked and enhancing focus.

7.Question

What mental benefits can be gained from systematic planning and execution of tasks?

Answer:Systematic planning enhances mental clarity, boosts confidence, and fosters a sense of control and accomplishment. As you tick off completed tasks, you feel more energized and motivated, which can create a positive feedback loop that drives further productivity.

8.Question

In what way does seeing progress on your list contribute to motivation?

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Answer: Seeing progress on your list provides a visual representation of success, generating a sense of achievement that boosts self-esteem and keeps morale high. This visible momentum can serve as a powerful motivator to tackle harder tasks and stay productive throughout the day.

9.Question

How should one start planning to become more effective in their work?

Answer: To become more effective, one should immediately begin planning by writing down all tasks for the upcoming 24 hours and continuously adding to this list as new tasks arise. Organizing these by priority and sequence, and consistently working from this organized list will drastically enhance overall productivity.

10.Question

What are the psychological effects of ticking off tasks on a list?

Answer: Ticking off tasks on a list provides a psychological boost that reinforces feelings of competence and

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achievement. It creates a sense of forward motion, energizes you, and diminishes the overwhelming nature of larger projects by showcasing steady progress.

Chapter 3 | Apply the 80/20 Rule to Everything| Q&A

1.Question

What is the 80/20 Rule, and how can it impact personal productivity?

Answer: The 80/20 Rule, or Pareto Principle, states that 20% of your activities typically account for 80% of your results. This means identifying and focusing on the few tasks that provide the most value can significantly enhance productivity. For instance, if in a work setting you focus on the two key projects that will drive most of your revenue, instead of spreading effort across ten tasks of lesser importance, you will achieve much better personal and professional outcomes. Prioritizing these 'vital few' can lead to greater success.

2.Question

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How can procrastination be linked to the 80/20 Rule?

Answer: Procrastination often occurs on the most important tasks—the 'vital few'—that can propel you forward, while people mistakenly occupy themselves with 'trivial many' tasks that yield little value. For example, if you have to prepare a critical presentation (top 20%) but choose to spend time answering emails or organizing files (bottom 80%), you'll feel busy but won't make meaningful progress towards your goals.

3.Question

What should you ask yourself before starting a task to ensure you are focusing on the right things?

Answer: Before you begin work, always ask yourself, 'Is this task in the top 20% of my activities or in the bottom 80%?'

This self-inquiry helps prioritize meaningful work, ensuring that you're not just busy, but productively engaged with tasks that will provide the most significant impact on your results.

4.Question

Why is starting with high-value tasks important, and how

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can it affect your habits?

Answer: Starting with high-value tasks is crucial because it sets a productive tone for your day and helps establish a habit of tackling significant work first. If you frequently engage in low-value tasks, you risk creating a habit that perpetuates inefficiency. Conversely, tackling important tasks boosts motivation and creates a disciplined approach to managing your time and efforts.

5.Question

What emotional rewards come from completing valuable tasks versus low-value tasks?

Answer: Completing valuable tasks often brings a deep sense of pride and satisfaction, contrasting sharply with the minimal emotional rewards from low-value tasks. The effort invested in significant projects not only yields tangible results but also fosters a positive self-perception, whereas finishing trivial tasks may leave you feeling unfulfilled.

6.Question

In what way is time management equated to personal

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management?

Answer: Time management is essentially personal management because it involves controlling your choices regarding what you do next. The ability to prioritize important tasks over unimportant ones is fundamental to achieving success in both personal and professional spheres.

7.Question

What commitment should one make to enhance their focus on impactful tasks?

Answer: One should commit to identifying and prioritizing the 10% or 20% of tasks that can yield 80% or 90% of their results. Resolve to dedicate more time to these high-impact activities and to minimize time spent on lower-value work, thus significantly improving effectiveness and satisfaction in life.

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Chapter 4 | Consider the Consequences| Q&A

1.Question

What is the significance of understanding the potential consequences of our actions?

Answer:Understanding the potential consequences helps us determine the true importance of tasks and how they align with our long-term goals. By evaluating the outcomes of doing or not doing a task, we can prioritize our actions and make informed decisions that lead to greater success.

2.Question

What role does 'long-time perspective' play in success?

Answer:Long-time perspective is the most accurate predictor of upward mobility, influencing our choices and behaviors by encouraging us to think ahead and prioritize actions that yield long-term benefits over immediate gratification.

3.Question

How can long-term thinking improve short-term decision-making?

Answer:Long-term thinking allows us to clarify our future

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intentions, which in turn helps us make better choices in the present. By keeping our ultimate goals in mind, we become more discerning about our current activities and can avoid distractions that don't contribute to our future success.

4.Question

What distinguishes successful people from unsuccessful people according to Chapter 4?

Answer:Successful people are willing to delay gratification and prioritize actions that achieve long-term goals, while unsuccessful people focus on immediate pleasures without considering future consequences.

5.Question

What is the motivational implication of defining a clear future intent?

Answer:A clear future intent acts as a powerful motivator, propelling us to overcome procrastination and engage in actions that lead to significant positive outcomes in our lives.

6.Question

What should you regularly ask yourself to determine your priorities?

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Answer: You should ask, 'Which one project or activity, if I did it in an excellent and timely fashion, would have the greatest positive impact on my life?' This helps clarify what to focus on to maximize your efforts and results.

7.Question

How does procrastination relate to the potential impact of our actions?

Answer: The more we recognize the positive potential impact of our actions, the more motivated we become to overcome procrastination. Understanding the significance of a task encourages us to act promptly and effectively.

8.Question

What lesson does Goethe impart regarding starting tasks?

Answer: Goethe highlights the importance of simply beginning a task; once we make the effort to start, our motivation and focus often increase and lead us to successfully complete the task.

9.Question

Why is it important to review your tasks regularly?

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Answer: Regularly reviewing tasks helps to ensure that we stay aligned with our long-term goals and priorities, allowing us to make adjustments as necessary to focus on activities that are most impactful.

Chapter 5 | Practice the ABCDE Method Continually| Q&A

1.Question

What is the significance of prioritizing tasks using the ABCDE Method?

Answer: The ABCDE Method allows you to distinctly categorize tasks by their importance, helping you focus on the most critical activities. By identifying your 'A' tasks as the most significant, you ensure that you're dedicating time to work that has serious consequences, thereby maximizing your productivity and impact on your goals.

2.Question

How can the ABCDE Method combat procrastination?

Answer: When you clearly define your tasks as 'A', 'B', 'C', 'D', or 'E', you create a structured focus that makes it easier to

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overcome procrastination. Knowing exactly what your top priority order is provides motivation to start working on your most essential tasks—your 'A-1'—instead of getting sidetracked by less important tasks.

3.Question

Why is it important to complete the 'A-1' task first?

Answer: Completing the 'A-1' task first is crucial because it is the most consequential task on your list. This focused approach fuels your momentum and productivity for the day, as tackling the biggest challenge first often leads to a sense of accomplishment, reducing the likelihood of feeling overwhelmed by remaining tasks.

4.Question

How does the ABCDE Method enhance time management skills?

Answer: The method enhances time management by honing your ability to evaluate and categorize tasks based on importance. This intentional focus allows you to allocate your time to the tasks that will yield the most significant

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results, ultimately increasing your efficiency and effectiveness over time.

5.Question

Can you explain the types of tasks defined in the ABCDE Method?

Answer: Yes, 'A' tasks are critically important and must be completed; 'B' tasks are important but have lesser consequences; 'C' tasks are nice to do but not necessary; 'D' tasks can be delegated to others; and 'E' tasks can be eliminated entirely without any substantial effect.

6.Question

What practical steps should someone take after learning the ABCDE Method?

Answer: After learning the ABCDE Method, one should immediately create a comprehensive task list, assign each task an A, B, C, D, or E designation, and begin work on the 'A-1' task immediately, maintaining discipline to complete it before moving on to other tasks.

7.Question

How can the practice of the ABCDE Method lead to

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greater self-esteem?

Answer: Using the ABCDE Method consistently helps individuals achieve higher levels of productivity and effectiveness, contributing to a sense of accomplishment. As important tasks are tackled and completed, it fosters a sense of pride, self-respect, and personal achievement.

8.Question

What is the overall goal of applying the ABCDE Method regularly?

Answer: The overall goal is to develop a habit of prioritizing and executing tasks that lead to significant outcomes, ensuring that each day is spent on completing high-priority activities, ultimately contributing to long-term success and achievement.

Chapter 6 | Focus on Key Result Areas| Q&A

1.Question

Why is it important to know why you are on the payroll?

Answer: Understanding your reason for being on the payroll clarifies your role and the specific results

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you need to achieve. It ensures you can perform effectively, get paid more, and get promoted faster.

2.Question

What are key result areas, and why are they significant?

Answer:Key result areas are specific results that you must achieve to fulfill your job responsibilities. They are similar to vital functions of the body—failure in these areas can jeopardize your job and overall success.

3.Question

How should you approach identifying your key result areas?

Answer:To identify your key result areas, list your output responsibilities and discuss them with your boss to ensure everyone agrees on your primary responsibilities. This alignment helps focus your efforts.

4.Question

What is the consequence of having a weak key result area?

Answer:Your weakest key result area sets limits on your overall performance. If you are poor in one area, it can drag

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down your effectiveness in all other competencies.

5.Question

What should you do if you have areas of weakness?

Answer:Identify your weaknesses clearly, set improvement goals, and create a plan to enhance your skills in those areas.

This proactive approach can lead to significant career improvements.

6.Question

What is the critical question to guide your career development?

Answer:The pivotal question is: 'What one skill, if I developed it excellently, would have the greatest positive impact on my career?' Use this question to focus your efforts and growth.

7.Question

How can you gain insight into your key skill for improvement?

Answer:Ask your boss, coworkers, and even friends and family what skill they believe would significantly boost your job performance. Their perspectives can highlight important

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areas of growth.

8.Question

What is the relationship between skill development and procrastination?

Answer:Improving your skills in a particular area increases your motivation to perform that task, reduces procrastination, and enhances your determination to get it done.

9.Question

Why is ongoing analysis of your skills important?

Answer:Regularly analyzing your skills and getting feedback ensures continuous improvement throughout your career. It fosters a habit of self-assessment which leads to lifelong growth.

10.Question

What is the long-term benefit of mastering your key result areas?

Answer:Mastering your key result areas can expedite your career advancement, increase job satisfaction, and enhance your ability to contribute effectively to your organization.

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Chapter 7 | Obey the Law of Forced Efficiency| Q&A

1.Question

What does the Law of Forced Efficiency state?

Answer:The Law of Forced Efficiency states that there is never enough time to do everything, but there is always enough time to do the most important thing.

2.Question

How can understanding this law help us prioritize our tasks?

Answer:By recognizing that we can't do everything, we focus on completing our highest value tasks, which greatly contributes to our goals and responsibilities.

3.Question

What is an example of how people manage time pressures?

Answer:People often find time to complete tasks right before deadlines, demonstrating the ability to concentrate under pressure, although it may lead to increased mistakes and

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stress.

4.Question

What are the three key questions to ask for prioritizing tasks?

Answer:1. What are my highest value activities? 2. What can I and only I do that will make a real difference? 3. What is the most valuable use of my time right now?

5.Question

Why is it important to identify your 'frogs'?

Answer:Identifying your 'frogs' allows you to focus on the most impactful tasks that drive success in your personal and professional life.

6.Question

How can stress from deadlines affect productivity?

Answer:Working under tight deadlines often increases stress and leads to mistakes, resulting in longer completion times and the need to redo tasks.

7.Question

What should you do to overcome procrastination according to the chapter?

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Answer: To overcome procrastination, continuously ask yourself what the most valuable use of your time is, and focus on those tasks without distraction.

8. Question

How does solitude contribute to better decision-making?

Answer: Solitude allows for reflection, providing insights and breakthrough ideas that can significantly improve efficiency and reshape your work direction.

9. Question

What does Goethe's quote imply about priorities?

Answer: Goethe's quote emphasizes that the most important tasks should never be sidelined by less important ones, reinforcing the importance of prioritization.

10. Question

What practical step can you take daily to improve focus?

Answer: Take a few minutes each day to sit quietly and reflect on your tasks, which can lead to clarity and helpful insights for your work.

**Chapter 8 | Prepare Thoroughly Before You Begin|
Q&A**

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1.Question

Why is it important to prepare thoroughly before starting a task?

Answer:Preparing thoroughly before starting a task is essential as it minimizes procrastination and enables you to focus solely on the task at hand.

When you have everything organized and ready, it requires just a small mental push to begin, making it feel easier and more achievable. Just like an archer needs to have their arrow nocked and the bow drawn back, you need to have your materials at hand to smoothly transition into productive work.

2.Question

How can a clean workspace contribute to productivity?

Answer:A clean and organized workspace creates a conducive environment for productivity by reducing distractions and mental clutter. When your work area is tidy and everything you need is within reach, it sets a positive tone that promotes focus and efficiency, making you feel

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more motivated and confident to tackle your tasks.

3.Question

What metaphor does the author use to describe the act of preparing for tasks?

Answer:The author uses the metaphor of preparing to cook a meal by laying out all the ingredients as a way to illustrate the importance of having everything ready before you start a task. Just as you gather and prepare all the components for cooking, you should also organize all your materials to effectively tackle your projects.

4.Question

What can we learn from those who claim to be 'almost done' with their scripts?

Answer:The commonality of people saying they are 'almost done' with their scripts often highlights the danger of inaction disguised as progress. It serves as a cautionary tale that without actual preparation and taking the first step, many life-changing tasks remain untouched. This underscores the necessity of setting forth with concrete actions rather than

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merely stating intentions.

5.Question

How should one adopt a positive mindset before starting work?

Answer: To adopt a positive mindset before starting work, one should engage in positive body language—sitting up straight and leaning slightly forward, as well as carrying oneself confidently. This posture not only alters your physical state but also influences your mental state, setting you up for a productive work session.

6.Question

What steps can be taken to create an effective work environment?

Answer: To create an effective work environment, you should begin by decluttering your desk, ensuring it is clean and organized. Set up your workspace where all tools and materials are easily accessible, and ensure your seating supports comfort for extended periods. Personalizing the space to make it enjoyable can foster a sense of productivity

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and invite focus.

7.Question

How can someone develop their potential according to the chapter?

Answer: To develop your potential, it's important to take immediate action on your tasks rather than prolonging preparation indefinitely. By consistently preparing thoroughly and taking the first steps towards your goals, you gradually unlock and maximize your potential, which is often greater than what you realize.

8.Question

What is the psychological impact of a neat work area?

Answer: A neat work area has a significant psychological impact as it fosters a sense of control, cleanliness, and organization. This can lead to feelings of confidence, positivity, and readiness, ultimately influencing your performance and productivity level.

Chapter 9 | Do Your Homework| Q&A

1.Question

What is the core message of this chapter on personal

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productivity?

Answer: The core message emphasizes the importance of continuous learning and skill development to overcome procrastination and increase effectiveness in personal and professional tasks. It suggests that by enhancing your skills and knowledge, you become more confident and motivated to tackle challenges.

2.Question

How can skill improvements influence procrastination?

Answer: Skill improvements directly influence procrastination by reducing feelings of inadequacy. When you feel competent in a task, you are more likely to start and complete it without delay. Increased skills lead to greater confidence, making it easier to overcome daunting tasks.

3.Question

How can someone start upgrading their key skills?

Answer: To start upgrading key skills, a person can dedicate time to reading, learning, and practicing relevant materials in

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their field each day, attending workshops, and listening to educational audio programs during commutes. Setting specific goals for skill development is also crucial.

4.Question

Can anyone learn the skills that they currently lack?

Answer: Yes, the chapter emphasizes that everything is learnable. With dedication and the right resources, anyone can acquire the skills necessary for their success—whether it's touch typing, public speaking, negotiation, or writing.

5.Question

What role does continuous learning play in achieving success?

Answer: Continuous learning is described as the minimum requirement for success in any field. It ensures that one stays abreast of industry changes and personal development, thus enabling them to provide more and better services than expected.

6.Question

What practical steps are outlined for personal improvement?

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Answer: Practical steps for personal improvement include reading daily in your field, taking courses and attending conferences, actively engaging with learning materials, and turning travel time into learning time by listening to audiobooks or educational programs.

7.Question

How does building mental muscles relate to skill advancement?

Answer: Building mental muscles through mental exercises—like learning and practicing new skills—parallels physical training. The more you challenge your mind, the stronger and more capable you will become, leading to further skill advancement without limits.

8.Question

What should be the mindset of a professional towards learning?

Answer: A professional should adopt a mindset of lifelong learning, treating their career as a continuous 'Do-It-To-Yourself' project. This involves ongoing education,

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skill enhancement, and a commitment to being one of the most knowledgeable individuals in their field.

9.Question

Why is it important to identify core competencies for the future?

Answer:Identifying core competencies is important because they dictate what skills will be crucial for future success and leadership in a particular field. By recognizing and developing these competencies, individuals can position themselves as leaders and high achievers.

10.Question

What is the significance of Og Mandino's quote mentioned in this chapter?

Answer:Og Mandino's quote underscores that success is achieved through exceeding expectations in service delivery. It highlights the importance of diligence and proactive efforts in improving one's competencies to foster success.

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Chapter 10 | Leverage Your Special Talents| Q&A

1.Question

What is the importance of identifying and leveraging your unique talents?

Answer:Identifying and leveraging your unique talents is crucial because it allows you to excel in areas where you can contribute the most value, both personally and professionally. When you focus on your special abilities, you enhance your earning potential and career satisfaction, creating opportunities to make a significant impact.

2.Question

How can you find out what you are really good at?

Answer:Take time for self-reflection and consider the tasks you excel at and enjoy. Ask for feedback from others about what they believe your strengths are, and think about the compliments you receive. Reflect on past successes to identify patterns and areas where you have consistently performed well.

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3.Question

What role does passion play in leveraging your talents?

Answer:Passion plays a vital role in leveraging your talents because when you enjoy what you do, you are more likely to invest the time and effort necessary to become truly excellent. The intersection of skill and enjoyment often leads to higher performance and job satisfaction.

4.Question

Why is it suggested to focus on a few key tasks rather than trying to do everything?

Answer:Focusing on a few key tasks allows you to channel your best energies into what you do exceptionally well, maximizing your effectiveness and impact. Trying to do everything spreads your efforts too thin, reducing your ability to excel and contribute meaningfully.

5.Question

What questions should you continually ask yourself to ensure you are leveraging your talents effectively?

Answer:You should ask yourself: 'What am I really good at?', 'What do I enjoy the most about my work?', 'What has been

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most responsible for my success in the past?', and 'If I could do any job at all, what job would it be?' These questions help clarify your strengths and guide you towards fulfilling career choices.

6.Question

What should you do if you could choose any job in the world?

Answer:If you could choose any job, you should envision what that job entails and consider what preparation you would need to excel in that role. Then, take actionable steps starting today to move towards that career, whether through education, networking, or skill development.

7.Question

How does one's earning ability relate to their unique talents?

Answer:Your earning ability is largely tied to the unique talents and skills you possess. By honing in on these special abilities and becoming proficient, you create opportunities to earn more by applying your skills in the marketplace.

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8.Question

What is the significance of the phrase 'eat the frogs' in this context?

Answer:The phrase 'eat the frogs' signifies taking on the most challenging and crucial tasks that may dominate your time and energy. By doing so, you maximize your productivity and effectiveness in leveraging your special talents for greater success.

Chapter 11 | Identify Your Key Constraints| Q&A

1.Question

What is the primary question you should ask to identify personal constraints in achieving goals?

Answer:Ask yourself, 'What is it in me that is holding me back?' This allows you to reflect on your personal qualities, habits, and competencies that may be preventing you from reaching your goals.

2.Question

How does the 80/20 Rule apply to personal productivity constraints?

Answer:The 80/20 Rule indicates that 80% of the constraints

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holding you back are internal factors, such as your own habits and disciplines, while only 20% are external factors. Recognizing this helps you focus on personal improvement.

3.Question

What steps should you take to identify limiting factors in a process?

Answer:Begin by making a list of every step in the process or task. Analyze each step to determine what is specifically holding you back, whether it's a resource, skill deficiency, or even a gap in your own perceptions.

4.Question

Why is identifying the correct constraint crucial for problem-solving?

Answer:Identifying the correct constraint is essential because misidentifying the problem leads to wasted time and resources on solving the wrong issue, which can prevent you from making real progress.

5.Question

What effect does removing a key constraint have on your daily productivity?

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Answer: Removing a key constraint often energizes you, propelling you forward and enabling you to accomplish more throughout the day as it clears the path to completing your main tasks.

6.Question

What is the most important goal you should identify in your life?

Answer: Identify what one goal, if achieved, would have the greatest positive effect on your life. This prioritization helps create clarity and direction for your efforts.

7.Question

What action should you take once you have identified your main goal?

Answer: Once your main goal is clear, you should ask yourself what is holding you back, and then take immediate action, however small, to move towards that goal. Starting is key.

8.Question

Can you give an example of a misidentified constraint in a business context?

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Answer:A corporation believed their declining sales were due to issues with the sales force. After significant investment in retraining, they realized the actual constraint was a pricing error made by an accountant. Once fixed, sales improved dramatically.

9.Question

What is the relationship between constraints and personal development?

Answer:Constraints often indicate areas for personal growth and improvement. By identifying and addressing them, you can enhance your skills, overcome obstacles, and increase your overall effectiveness.

10.Question

How often do constraints reappear in personal and professional growth?

Answer:Constraints are ongoing and dynamic. As one is identified and resolved, another will often arise, necessitating a continuous process of self-reflection and adjustment to maintain progress.

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Chapter 12 | Take It One Oil Barrel At A Time| Q&A

1.Question

What is the main idea of Chapter 12, 'Take It One Oil Barrel at A Time'?

Answer:The chapter emphasizes the importance of breaking down large tasks into smaller, manageable steps to overcome procrastination and achieve goals. It uses the metaphor of crossing the Sahara Desert by focusing on oil barrels placed five kilometers apart, encouraging readers to take one step at a time to make progress.

2.Question

How can focusing on small tasks help overcome procrastination?

Answer:By concentrating on smaller, immediate actions rather than the overwhelming size of a larger task, individuals can reduce anxiety and increase motivation. This approach makes the task seem more achievable, allowing them to build momentum and confidence as they complete

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each step.

3.Question

Can you provide a real-life example of 'taking it one oil barrel at a time'?

Answer:If someone has a goal to write a book, they might initially feel overwhelmed by the prospect of writing hundreds of pages. Instead of focusing on the entire book, they can set a goal to write just one page a day. By consistently writing one page, over time, they will accumulate enough content to complete the book.

4.Question

Why is it important to have confidence in taking the next step, as mentioned in the chapter?

Answer:Having confidence in taking the next step is crucial because it allows individuals to move forward even amidst uncertainty. The belief that each step will lead to greater clarity keeps them motivated and reinforces the idea that progress is possible, regardless of how daunting the overall goal appears.

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5.Question

What is a practical first step one can take towards overcoming procrastination?

Answer:A practical first step is to create a detailed list of all the actions required to complete the task at hand. Once the list is made, the individual can focus on completing just one item from it, which helps to build momentum and reduces the feeling of being overwhelmed.

6.Question

How does Tracy's personal experience crossing the Sahara illustrate the chapter's message?

Answer:Tracy's experience crossing the Sahara illustrates the chapter's message by showing how he successfully navigated a vast, challenging landscape by focusing on visible markers (oil barrels) rather than the entire desert. This metaphor emphasizes that regardless of the size of a challenge, progress can be made by concentrating on immediate, actionable steps.

7.Question

What attitude is encouraged in the chapter towards

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lifestyle changes?

Answer: The chapter encourages a gradual and persistent attitude towards lifestyle changes, such as saving money or improving health. It highlights the idea that significant transformations are the result of small, consistent actions taken regularly over time.

8.Question

What is the significance of the advice 'Leap — and the net will appear'?

Answer: The significance of this advice lies in the encouragement to take bold steps without requiring certainty about the outcome. It suggests that sometimes one must act in faith, and by doing so, support or solutions will emerge as one progresses.

9.Question

How can one apply the lesson from this chapter to their career?

Answer: In a career context, an individual can apply this lesson by focusing on completing one task or project at a

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time, thereby enhancing productivity and performance.

Consistently achieving smaller goals contributes to long-term success and career advancement.

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Chapter 13 | Put the Pressure on Yourself| Q&A

1.Question

What does it mean to 'put pressure on yourself' as described in this chapter?

Answer: Putting pressure on yourself means taking initiative and responsibility for your own progress and success. It involves setting high standards, creating self-imposed deadlines, and being proactive rather than waiting for external motivation. For example, rather than waiting for a supervisor to remind you of a task, you determine its importance and tackle it head-on without needing permission or reminders.

2.Question

How can one develop the habit of working without supervision?

Answer: To develop the habit of working without supervision, start by setting clear goals and deadlines for yourself. Treat your tasks as if they have an urgent deadline—like preparing

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to leave for a month—and push yourself to complete them. This requires self-discipline and consistency, as you prioritize your work and hold yourself accountable for following through.

3.Question

What is the significance of self-esteem in the context of personal productivity?

Answer:Self-esteem, defined as 'your reputation with yourself', is critical for personal productivity because it directly influences how you perceive your abilities and achievements. When you consistently push yourself to do your best and complete tasks efficiently, your self-esteem increases. This leads to a positive feedback loop where higher self-esteem boosts your motivation to take on and complete further challenges.

4.Question

What practical steps can one take to combat procrastination?

Answer:To combat procrastination, implement strategies

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such as setting strict deadlines, breaking down tasks into smaller steps, and creating a detailed plan for completion. Treat each day as if it is your last chance to accomplish important tasks, and start working on the most critical job immediately. This mindset change can help eliminate the urge to delay and increase your productivity.

5.Question

How does the concept of 'eating frogs' apply in everyday life?

Answer:The concept of 'eating frogs' involves tackling your most important and often the most challenging tasks first. By prioritizing these tasks, you gain momentum throughout the day and avoid the stress of procrastination. In everyday life, this could mean starting your workday with the toughest project or completing significant tasks that contribute to your goals before moving on to less critical ones.

6.Question

Why is it important to raise the bar on oneself?

Answer:Raising the bar on yourself is important because it

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pushes you to reach higher levels of achievement and productivity. When you set challenging but attainable goals, you stretch your capabilities, improve your skills, and enhance your performance. This habit fosters personal growth and helps you achieve more than you initially thought possible.

7.Question

What role does visualization play in successfully managing tasks?

Answer: Visualization aids in successfully managing tasks by helping you mentally prepare for their completion. By imagining receiving an emergency message or an all-expenses-paid vacation, you create a sense of urgency that motivates you to prioritize your responsibilities. This mental exercise can sharpen your focus, reduce procrastination, and drive you to take immediate action.

8.Question

How can deadlines enhance productivity?

Answer: Deadlines enhance productivity by creating a sense

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of urgency that encourages you to focus and prioritize your tasks. When you set specific deadlines for yourself, you are more likely to manage your time effectively and avoid dilly-dallying, thus completing tasks more efficiently and with better outcomes. The experience of meeting these deadlines also builds confidence and reinforces good habits.

Chapter 14 | Maximize Your Personal Power| Q&A

1.Question

What is the importance of managing energy levels for productivity?

Answer:Managing energy levels is crucial for productivity because fully rested individuals can accomplish significantly more than when fatigued. For example, when well-rested, you may produce two to five times more work, emphasizing the need for adequate sleep and breaks.

2.Question

How does fatigue contribute to procrastination?

Answer:Fatigue can lead to procrastination because when

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you are tired, you lack the energy and motivation to start tasks. Trying to begin a challenging task while exhausted is akin to starting a cold engine, making it difficult to get going.

3.Question

What are effective strategies to improve energy levels?

Answer:Effective strategies include getting a full night's sleep, going to bed early during weekdays, taking a designated day off each week to recharge, and regularly scheduling vacations. Additionally, eating a healthy diet and exercising will help maintain high energy levels.

4.Question

Why is it suggested to assess current health habits?

Answer:Assessing current health habits allows individuals to identify areas for improvement that directly affect their energy and productivity. By asking reflective questions about physical activity, dietary habits, and health-related behaviors, individuals can make informed changes to enhance their performance.

5.Question

What dietary changes can boost energy levels?

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Answer: To boost energy levels, individuals should start the day with a high-protein, low-fat, low-carbohydrate breakfast, eat nutrient-dense meals like salads with lean proteins for lunch, and avoid high-sugar and high-fat foods. This kind of dietary approach supports sustained energy throughout the day.

6.Question

How can taking regular breaks and vacations improve productivity?

Answer: Regular breaks and vacations can significantly improve productivity by allowing the mind and body to recharge. After a weekend or vacation, individuals often return to work with renewed energy and focus, leading to higher efficiency and better quality output.

7.Question

What actions should be taken to ensure optimal performance?

Answer: To ensure optimal performance, one should analyze their daily habits, increase beneficial activities, reduce

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harmful ones, start new healthy practices, and stop detrimental behaviors altogether. Immediate action based on this analysis is essential for long-term improvements.

Chapter 15 | Motivate Yourself Into Action| Q&A

1.Question

How does self-talk influence motivation according to Chapter 15?

Answer:Self-talk significantly influences motivation as it plays a critical role in determining your emotional state. Positive self-talk can boost your self-esteem and encourage you to perform at your best, while negative self-talk can de-energize you. By continuously affirming positive statements like 'I can do it!' or 'I like myself!', you shift your mindset towards optimism, which in turn fuels your motivation.

2.Question

What are the three behaviors of optimists mentioned in the chapter?

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Answer: The three behaviors of optimists are: 1) ****Looking for the good**** in every situation, always finding a silver lining. 2) ****Seeking valuable lessons**** in setbacks, believing that difficulties are meant to instruct. 3) ****Looking for solutions**** to problems rather than assigning blame, fostering an action-oriented mindset.

3.Question

What should you do when faced with a setback according to the advice given?

Answer: When faced with a setback, you should focus on finding the valuable lesson it presents, think about the positive aspects of the experience, and actively look for a solution instead of dwelling on the problem.

4.Question

How can one cultivate a more optimistic outlook?

Answer: To cultivate a more optimistic outlook, you should practice positive self-talk, visualize your goals, focus on what you want rather than what you don't want, and keep your thoughts focused on solutions and potential

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improvements.

5.Question

What is the importance of accepting responsibility for your own life as discussed in the chapter?

Answer:Accepting full responsibility for your life is essential because it empowers you to take control of your circumstances. It encourages you to make progress and focus on what you can do to improve, rather than making excuses or blaming others.

6.Question

Why is it recommended to avoid sharing problems with others?

Answer:The chapter suggests avoiding sharing problems because most people are not genuinely invested in others' troubles, and it may lead to negative emotional exchanges. It's better to maintain a positive demeanor and focus on solutions rather than commiserating.

7.Question

What mindset shift is necessary to enhance motivation and personal power?

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Answer: The necessary mindset shift involves focusing your thoughts and conversations on your goals and future aspirations, while letting go of past failures and negative experiences. This forward-looking approach enhances your motivation and personal empowerment.

8.Question

What is the overall message of Chapter 15 in terms of action and motivation?

Answer: The overall message of Chapter 15 is to actively motivate yourself through positive self-talk, accepting responsibility, cultivating optimism, and focusing on goals and solutions, which can significantly enhance your performance and joy in life.

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Chapter 16 | Practice Creative Procrastination| Q&A

1.Question

What is creative procrastination and why is it effective?

Answer:Creative procrastination involves

deliberately deciding what low-value activities to

postpone so you can prioritize and complete

high-value tasks. It's effective because it allows you

to focus your energy on what truly matters,

ultimately improving your productivity and

performance.

2.Question

How does one decide what to procrastinate on?

Answer:You should analyze your tasks based on their value

and urgency. Focus on completing the most important tasks

first, and consciously choose to delay or eliminate

low-priority tasks, which may only serve as distractions.

3.Question

What is the key difference between a priority and a posterity?

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Answer: A priority is something you do more of and sooner, while a posterity is something you do less of and later, if at all. Understanding this distinction helps in effective time management.

4.Question

How can saying 'No' impact your time management?

Answer: Saying 'No' empowers you to reject low-value tasks, freeing up time for activities that truly align with your goals and values. It helps you maintain focus and assert control over your life activities.

5.Question

Why is it necessary to review and eliminate time-consuming tasks?

Answer: Regularly reviewing your tasks allows you to identify activities that consume time without adding significant value to your life, enabling you to make conscious decisions about what to eliminate or delegate.

6.Question

What is zero-based thinking and how can it be applied?

Answer: Zero-based thinking involves evaluating whether, if

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you were starting anew, you would engage in a particular activity. If you wouldn't, it's a signal to consider abandoning that activity to make more room for valuable tasks.

7.Question

Can you give an example of how personal habits can be modified through creative procrastination?

Answer:Sure! The example of a golfer who prioritized his weekly golf games over family and work illustrates this well. By recognizing that golfing was causing stress and detracting from his priorities, he chose to cut back on golf in favor of more meaningful activities, thus regaining control over his life.

8.Question

What are some activities people should consider eliminating to practice creative procrastination effectively?

Answer:Activities like excessive television watching, unproductive meetings, or social engagements that don't align with your goals are candidates for elimination. By reducing these, you can redirect that time towards productive

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and enriching pursuits.

9.Question

How can recognizing conscious versus unconscious procrastination influence productivity?

Answer: Recognizing the difference allows you to actively prioritize important tasks rather than merely putting them off unconsciously. This mindfulness ensures that you are making decisions that align with your long-term goals rather than succumbing to distractions.

10.Question

What steps can one take to implement creative procrastination in daily life?

Answer: One can start by identifying their 'frogs'—the most crucial tasks to tackle first. Next, they should seek ways to say 'No' to lesser tasks, regularly evaluate their commitments, and apply zero-based thinking to ensure they are engaging only in valuable activities.

Chapter 17 | Do the Most Difficult Task First| Q&A

1.Question

What is the main concept of Chapter 17 of 'Eat That

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Frog!''?

Answer: The main concept is to tackle your most difficult task first thing in the morning, which helps overcome procrastination and boosts productivity.

2.Question

How does the author suggest we prioritize our tasks?

Answer: The author suggests using the ABCDE Method combined with the 80/20 Rule to identify the most important task, labeled as A-1, that must be accomplished.

3.Question

What are the steps to prepare for the next day's tasks?

Answer: At the end of your workday, create a list of tasks, review it, select your most important task (A-1), gather everything needed for that task, and clear your workspace.

4.Question

What impact does starting with the most difficult task have on your productivity?

Answer: Starting with the most difficult task first not only jumpstarts your day but also energizes you and enhances

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your sense of effectiveness and control.

5.Question

Why is it important to establish the habit of doing the hardest task first?

Answer:It builds discipline, breaks the cycle of procrastination, and positions you as a highly productive individual, impacting your overall success and satisfaction.

6.Question

What is the significance of the phrase 'Just for today'?

Answer:The phrase encourages individuals to not feel overwhelmed by the need to change their entire lives at once. Instead, focus on committing to a positive action for just that day.

7.Question

Can you explain how 'eating the frog' can affect your psychological state?

Answer:By completing the most daunting task early, you gain a sense of accomplishment and confidence, which enhances your motivation and overall mindset for the day.

8.Question

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How long should you practice this habit to make it automatic?

Answer: You should practice this habit for 21 days to turn it into a regular, automatic part of your daily routine.

9.Question

What feeling accompanies the completion of the most challenging tasks, according to the chapter?

Answer: Completing challenging tasks first leads to feelings of power, effectiveness, and being in control of one's life.

10.Question

What overarching benefit does the author claim one will gain from this practice?

Answer: The overarching benefit is that developing the habit of doing difficult tasks first will significantly increase personal productivity and drive success.

Chapter 18 | Slice and Dice the Task| Q&A

1.Question

What is the 'Salami Slice' method and how can it help overcome procrastination?

Answer: The 'Salami Slice' method involves

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breaking a large task into smaller, manageable parts or 'slices.' By focusing on one small part of the task at a time, you reduce the feeling of being overwhelmed, making it psychologically easier to start and complete the work. This approach not only helps you make progress by creating a sense of accomplishment with each slice, but also ignites an urge to continue working on the next parts.

2.Question

What is meant by the 'urge to completion' and how does it impact motivation?

Answer:The 'urge to completion' refers to a deep psychological drive that makes us feel happier and more fulfilled when we complete tasks. This sense of closure provides a surge of endorphins, leading to increased motivation for future tasks. When we finish a part of a project, we often feel energized and compelled to tackle the next portion, creating a powerful cycle of productivity.

3.Question

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Can you explain the 'Swiss cheese' method and its effectiveness?

Answer: The 'Swiss cheese' method involves committing to work on a task for a short, defined period, like five or ten minutes, effectively 'punching a hole' into the overwhelming task. This quick burst of effort creates forward momentum and a sense of accomplishment, which can trigger further motivation to keep going, similar to the 'Salami Slice' method.

4.Question

How can applying these methods lead to long-term success?

Answer: By consistently using methods like the 'Salami Slice' and 'Swiss Cheese,' you develop a habit of starting tasks instead of procrastinating. As you complete more tasks, you enhance your sense of self-efficacy, build momentum, and foster an action-oriented mindset. This habitual approach not only helps in completing individual tasks but also cultivates a broader attitude towards taking initiative and pushing

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through challenges.

5.Question

What real-life example illustrates the effectiveness of these techniques?

Answer:The example of several friends of the author who became best-selling authors demonstrates the effectiveness of these techniques. They resolved to write just one page or even one paragraph each day, showcasing how taking small, consistent actions can lead to significant achievements, such as completing an entire book.

6.Question

What should you do if you have a large, complex task you've been avoiding?

Answer:If you're faced with a large, complex task that feels overwhelming, you should immediately apply either the 'Salami Slice' or 'Swiss Cheese' methods. Break the task into small parts or commit to starting for just a few minutes to ease into it. This approach will help eliminate procrastination and set you on a path towards completion.

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7.Question

Why is it important for successful people to be action-oriented?

Answer:Successful people are action-oriented because they understand that taking immediate action on good ideas leads to results. This promptness in starting tasks helps them harness opportunities effectively, creating a habit of productivity that contributes to their overall success and happiness.

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Chapter 19 | Create Large Chunks of Time| Q&A

1.Question

What is the significance of creating large chunks of time for productivity?

Answer:Creating large chunks of time allows individuals to focus energy and concentration on key tasks that require uninterrupted effort, thereby increasing the quality and quantity of work accomplished. It fosters a disciplined approach to work, similar to successful salespeople who dedicate specific hours, amplifying productivity and contribution.

2.Question

How can planning your day in advance improve your work efficiency?

Answer:By scheduling fixed time slots for specific activities, you establish a clear plan which helps eliminate procrastination and distractions. This disciplined structure empowers you to dedicate uninterrupted time, ultimately

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leading to completing more significant tasks.

3.Question

What are 'gifts of time' and how can they be utilized effectively?

Answer:'Gifts of time' refer to moments such as travel or transition periods that can be effectively used to work on smaller tasks or parts of larger projects. By recognizing and utilizing these moments, you can enhance productivity and keep progressing toward your key objectives.

4.Question

What strategies can be employed to eliminate distractions during work periods?

Answer:To eliminate distractions, it is crucial to turn off notifications on phones and computers, work in a quiet environment, and set a strict time frame for tasks. For instance, getting up early to work at home before the daily interruptions begin can lead to accomplishing more.

5.Question

How does working in a controlled environment, such as an airplane, enhance productivity?

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Answer: In a controlled environment like an airplane, where external distractions are minimized and focus is heightened, individuals can dedicate extensive periods to work without interruptions, leading to significant progress on tasks.

6.Question

What does the metaphor about the pyramids symbolize in the context of time management?

Answer: The metaphor about the pyramids signifies that great achievements and a successful life or career are built incrementally, one task at a time. It emphasizes the importance of systematically organizing time to complete essential jobs effectively.

7.Question

What is the key takeaway regarding time management from this chapter?

Answer: The key takeaway is to deliberately organize and consolidate your time to focus on the most important tasks, making every minute count and ensuring steady progress toward significant goals.

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Chapter 20 | Develop a Sense of Urgency| Q&A

1.Question

What is the key quality of highly productive people according to Chapter 20?

Answer: Action orientation is the key quality, characterized by quickly launching into tasks after careful planning.

2.Question

How can one trigger the state of 'flow'?

Answer: By developing a sense of urgency, which fosters an inner drive to proceed swiftly with tasks.

3.Question

What emotional state is experienced during 'flow'?

Answer: You feel elated, clear, energized, calm, and highly effective, as if actions are effortless.

4.Question

What does the 'Momentum Principle' of success entail?

Answer: It suggests that while starting may require significant energy, maintaining momentum afterward becomes easier and more efficient.

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5.Question

How does developing a sense of urgency impact your self-esteem and reputation?

Answer:It leads to higher self-esteem and creates a reputation for being efficient and reliable, making you more respected in your field.

6.Question

What mantra can help you maintain urgency?

Answer:Repeating 'Do it now!' can encourage immediate action.

7.Question

What should you do if distractions start to slow down your productivity?

Answer:You should repeat 'Back to work!' to refocus your efforts.

8.Question

What is one actionable step to develop urgency in your life?

Answer:Select an area of procrastination and commit to taking fast action in that area.

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9.Question

According to Napoleon Hill, when should we start taking action?

Answer: We should start immediately, as the time will never be 'just right'.

10.Question

How does fast activity contribute to personal growth?

Answer: Faster movement leads to greater output, enhanced effectiveness, and increased competence.

Chapter 21 | Single Handle Every Task| Q&A

1.Question

What does 'Single Handle Every Task' mean in the context of productivity?

Answer: It means focusing on one task at a time and committing to completing it without any distractions. This approach emphasizes the importance of single-minded concentration to enhance efficiency and reduce overall time spent on tasks.

2.Question

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How can concentrating on a single task improve productivity?

Answer: Concentrating on a single task can reduce the time required for completion by up to 50% or more. When you avoid starting and stopping, you maintain momentum and energy, which leads to faster and more effective work.

3.Question

What are the consequences of multitasking and switching between tasks?

Answer: Multitasking can increase the time needed to complete tasks by up to 500% due to the time lost in refocusing and overcoming inertia each time you switch. Returning to a task requires getting back into a productive rhythm, which can be time-consuming.

4.Question

How does self-discipline relate to successful task completion?

Answer: Self-discipline is the ability to initiate and continue working on a task until it is fully complete. It is fundamental

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for success as it allows you to persist through challenges, thereby reflecting your character and resolve.

5.Question

What impact does completing important tasks have on self-esteem?

Answer:Completing important tasks boosts your self-esteem, as you feel a greater sense of respect for yourself. The more you achieve, the better you feel, which reinforces your ability to persist and take on new challenges.

6.Question

What is the significance of the phrase 'Eat That Frog'?

Answer:Eating the frog symbolizes tackling your most important or challenging task first, ensuring you dedicate the necessary focus and energy to getting it done immediately, which sets a positive tone for the rest of your day.

7.Question

How does focusing on a single task contribute to character development?

Answer:By persistently focusing on and completing essential tasks, you cultivate self-discipline and self-control, which are

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vital traits for character building. This process leads to personal growth, increased confidence, and a sense of mastery over your life.

8.Question

What mindset should one adopt to increase productivity and effectiveness, according to the chapter?

Answer:One should adopt a mindset of prioritizing tasks and committing fully to completing them. This involves recognizing the importance of your work and defining clear objectives, which ultimately leads to higher performance and personal satisfaction.

9.Question

In what way does single-tasking lead to personal effectiveness?

Answer:Single-tasking allows for deeper engagement with the task at hand, promoting the development of skills and knowledge that enhance overall effectiveness. It encourages a cycle of success, as completing tasks fosters confidence and motivation for future endeavors.

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10.Question

What is the overall message of Chapter 21 regarding task management?

Answer: The overall message is to focus on single handling every task, which leads to improved productivity, personal discipline, and character development. By identifying and committing to the most important tasks, you significantly enhance your potential for success.

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Eat That Frog! Quiz and Test

Check the Correct Answer on Bookey Website

Chapter 1 | Set the Table| Quiz and Test

1. Only 3% of adults have clear written goals, leading to significantly higher productivity.
2. Vagueness and confusion can enhance motivation and productivity.
3. Setting a deadline is unimportant when it comes to achieving goals.

Chapter 2 | Plan Every Day In Advance| Quiz and Test

1. Planning is essential for productivity and can help overcome procrastination.
2. According to the 10/90 Rule, spending 90% of your time planning can save you 10% in execution time.
3. Working from to-do lists can increase productivity by 25% or more.

Chapter 3 | Apply the 80/20 Rule to Everything| Quiz and Test

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1. The 80/20 Rule suggests that 20% of your activities yield 80% of your results.
2. Identifying key tasks means focusing on as many tasks as possible to increase productivity.
3. Effective time management includes prioritizing tasks based on their importance rather than their urgency.

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Chapter 4 | Consider the Consequences| Quiz and Test

1. Long-term thinking does not play a significant role in effective decision making.
2. Successful individuals tend to prioritize long-term rewards over short-term pleasures.
3. Regularly evaluating the potential outcomes of choices is unnecessary for determining priorities.

Chapter 5 | Practice the ABCDE Method Continually| Quiz and Test

1. The ABCDE Method categorizes A Tasks as tasks with no consequences.
2. It is recommended to start your day with a complete list of tasks when using the ABCDE Method.
3. The ABCDE Method encourages you to eliminate all tasks that have some level of importance.

Chapter 6 | Focus on Key Result Areas| Quiz and Test

1. Focusing on Key Result Areas (KRAs) can enhance your problem-solving abilities.

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2. Every job consists of three to five KRAs that are essential for fulfilling responsibilities.
3. Regularly analyzing your performance and seeking feedback is important for continuous improvement in your career.

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Chapter 7 | Obey the Law of Forced Efficiency| Quiz and Test

- 1.The principle of the Law of Forced Efficiency states that there is always enough time to accomplish the most important tasks.
- 2.Working under deadline pressure consistently results in higher productivity and less stress.
- 3.Reflecting quietly on your tasks can provide valuable insights for setting priorities.

Chapter 8 | Prepare Thoroughly Before You Begin| Quiz and Test

- 1.Preparation is not important for overcoming procrastination and enhancing productivity.
- 2.Creating a comfortable workspace can improve your productivity.
- 3.Effective preparation does not help in minimizing procrastination.

Chapter 9 | Do Your Homework| Quiz and Test

- 1.Og Mandino claims that the path to success lies in rendering less service than expected.

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2. Continuous learning is essential for success and helps to reduce procrastination.

3. Mastering a single skill is sufficient for maintaining productivity and effectiveness.

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Chapter 10 | Leverage Your Special Talents| Quiz and Test

1. Everyone has the same unique talents that set them apart.
2. Focusing on your strengths can help you make a meaningful impact in your life and work.
3. Engaging in activities that you love has no correlation with your true talents.

Chapter 11 | Identify Your Key Constraints| Quiz and Test

1. Identifying a limiting factor is essential for achieving productivity and effectiveness.
2. According to the 80/20 Rule, 80% of constraints are external and only 20% are internal.
3. Continuously evaluating your constraints is necessary for sustained progress in both work and personal life.

Chapter 12 | Take It One Oil Barrel At A Time| Quiz and Test

1. To overcome procrastination, one should focus on taking large and overwhelming actions.

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2.The author's experience crossing the Sahara Desert illustrates the importance of visual goals in navigating large tasks.

3.Achieving goals in life only requires taking two or three large actions at a time.

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Chapter 13 | Put the Pressure on Yourself| Quiz and Test

1. Successful individuals rely on external supervision to achieve their goals.
2. Setting higher standards for yourself than others would is essential for personal growth.
3. Visualizing needing to complete important tasks before a vacation can decrease motivation to act.

Chapter 14 | Maximize Your Personal Power| Quiz and Test

1. Proper rest can enhance productivity significantly; you can achieve two to five times more when rested compared to when tired.
2. Working longer hours always leads to increased productivity and better output.
3. Many Americans get sufficient sleep relative to their workload, leading to optimal mental performance.

Chapter 15 | Motivate Yourself Into Action| Quiz and Test

1. Joy is primarily found in routine activities and

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avoiding challenges.

2. Maintaining a cheerful disposition is essential when responding to life's challenges.

3. Affirmations like 'I can do it!' are ineffective in combating doubt and improving motivation.

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Chapter 16 | Practice Creative Procrastination| Quiz and Test

1. Creative procrastination encourages individuals to focus on low-value tasks instead of high-value activities.
2. Saying 'No' to low-value activities is essential to maintain focus on what's important.
3. Zero-based thinking helps in regularly evaluating if current tasks are still worth pursuing based on what you know now.

Chapter 17 | Do the Most Difficult Task First| Quiz and Test

1. One effective technique to combat procrastination is to tackle the most challenging task first.
2. The ABCDE Method should not be used to prioritize tasks when creating a task list.
3. Starting your day with the most significant task does not generate energy or motivation.

Chapter 18 | Slice and Dice the Task| Quiz and Test

1. The 'Salami slice' method involves breaking a big

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task into smaller, manageable parts.

2.The 'Swiss cheese' method requires you to commit to working for long periods of time on a task.

3.Both the 'Salami slice' and 'Swiss cheese' methods help in overcoming procrastination and reducing feelings of overwhelm.

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Chapter 19 | Create Large Chunks of Time| Quiz and Test

1. Focusing energy on a limited set of tasks does not amplify overall effectiveness.
2. Successful individuals do not plan their days in advance to increase productivity.
3. Minimizing distractions is important during focused work periods.

Chapter 20 | Develop a Sense of Urgency| Quiz and Test

1. High performers do not invest time in thinking, planning, and prioritizing before taking action.
2. The state of flow is characterized by low levels of performance and lack of clarity.
3. Cultivating a sense of urgency can help propel one onto a fast track in their career.

Chapter 21 | Single Handle Every Task| Quiz and Test

1. Single handling means to focus on a task without distractions until it is fully completed.

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2.Frequent interruptions have no impact on task completion time.

3.Self-discipline is defined as the ability to push yourself to do what is necessary regardless of your feelings.

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