Habit 4: Think Win-Win Synopsis

Introduction

- Think win-win is an attitude towards life.
- Life Is an All-You-Can-Eat Buffet
- Win-win is a mental frame of mind that says I can win and so can you.
- Win-win is the foundation for getting along well with each other.
- Healthy relationships are not competitive.
- “What do we live for, if it is not to make life less difficult for each other” (George Eliot)
- Try not to fill your heart with negative feelings.
- There are 4 paradigms people fall into.

Four Paradigms

- **Win-Lose (The Totem Pole)** – Full of pride. Gets ahead at the expense of others. Idea that there has to be a winner and a loser. Feeling of competition. You have to win. You have to have more of something than someone else or you will receive less. In the end Win-Lose will usually backfire. You may end up on the top of the totem pole. But you will be there alone and without friends.
  
  Examples of the Win - Lose approach:
  - Using other people, emotionally or physically, for your own selfish purposes.
  - Trying to get ahead at the expense of another.
  - Spreading rumors about someone else (as if putting someone else down builds you up).
  - Always insisting on getting your way without concerning yourself with the feelings of others.
  - Becoming jealous and envious when something good happens to someone close to you.

- **Lose-Win (The Doormat)** – Loses just to keep the peace. Lose – Win says, “Have your way with me. Wipe your feet on me. Everyone else does.” Lose – Win is weak. It is easy to get stepped on and be the nice guy. It is easy to give in. With a Lose – Win attitude you’ll find yourself setting low expectations and compromising your standards again and again. ****Note: if you are in an abusive relationship, you are in a Lose – Win situation. Get Out!!! It Never gets better.

- **Lose-Lose (The Downward Spiral)** – more concerned with others losing. Getting revenge is a Lose – Lose attitude. Can happen when someone becomes obsessed with another person in a negative way.

- **Win-Win (The All You Can Eat Buffet)** – Belief that there is plenty of success for everyone. Win – Win always creates more. Wanting another person to win fills you full of good feelings.
  
  Examples of Win – Win
  - You get a promotion at work and you share the praise and recognition with all those who helped you get there.
  - Your best friend gets accepted at the college you wanted to get into. You didn’t make it. Although you feel terrible about your own situation, you are genuinely happy for your friend.
How to Think Win – Win

- Thinking Win – Win all begins with you. You have to win the private victory first. You have to let go of insecurities and jealousies.
- Avoid the Tumor Twins – Competing and Comparing
  - Competition can be healthy, it drives us to improve, to reach and stretch.
  - Competition becomes dark when your tie your self-worth into winning or when you use it as a way to place yourself above another.
- Comparing yourself to others is nothing but bad news.
- Comparing forces us to create unnatural timetables. We all are on different development timetables, socially, mentally, and physically.
- “Life is like a great obstacle course. Each person has their own course, separated from every other course by tall walls. Your course comes complete with customized obstacles designed specifically for your personal growth. So what good does it do to climb the wall to see how well your neighbor is doing or to check out his obstacles in comparison to your own?”
- Developing a Win -Win attitude is not easy but you can do it.
- The most surprising benefit of thinking Win – Win is the good feelings it brings on.

**** Synopsis – Verbatim or paraphrased from Sean Covey – 7 Habits of Highly Effective Teens.