

# HABIT #4

## Think Win-Win

**“Pursue Victory with Honor”**



THINK WIN-WIN

## ICE-BREAKER

- Stand next to a partner.
- One of you needs to make a fist; as tight a fist as you possibly can.
- On the count of three, I want the other partner to try and open the other person's hand.



## FOLLOW-UP

- Did any of you simply ask the other person to open their fist?
- *“When the environment feels competitive we automatically play with a Win-Lose mindset.”*  
What does this mean?

## HABIT #4 - THINK WIN-WIN

1. In a Win-Win relationship, both people are happy and feel equal.
2. Each person needs to develop a healthy definition of the word **COMPETITION**; develop a **balance** between *wanting* to win and doing it in a *healthy, positive way*.
3. Realize that **COMPARISONS** to other people are *not healthy* and a *waste of your time* **WHY?**
4. To have a “winning” relationship with someone, friendly competition can stay but comparisons must go.



# **“WIN – LOSE” – THE TOTEM POLE**

- **An attitude towards life that says the pie of success is only so big, and if you get a piece there is less for me.**
- **Relationships, friendships, and loyalty are secondary to winning the game, being the best, and having it your way.**





# “WIN – LOSE” – THE TOTEM POLE

People with this attitude usually:

- Use other people, emotionally or physically, for their own selfish purposes
- Try to get ahead at the expense of others
- Spread rumors about others
- Concentrate on getting their own way without thinking about others' feelings
- Become jealous and envious when something good happens to someone else
- Full of pride





# **“LOSE – WIN” – THE DOORMAT**

- **“Have your way with me. Wipe your feet on me. Everyone else does.”**
- **Setting low expectations and compromising your standards to do what other people want.**





# “LOSE – WIN” – THE DOORMAT

People with this attitude usually:

- Set low expectations for themselves
- Have low self-esteem and never consider themselves worthy or good enough
- Compromise their standards over and over again
- Give in to peer pressure
- Allow themselves to be walked on with the excuse of being the “peacemaker”
- Is there a time when a Lose-Win attitude is fine?

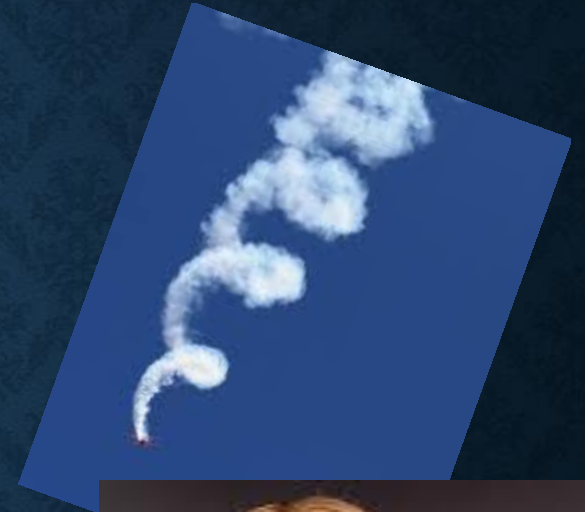


<https://www.youtube.com/watch?v=iJgcawIlwVo>



# **“LOSE – LOSE” – THE DOWNWARD SPIRAL**

- “If I’m going down, you’re going down with me.”
- Usually happen when 2 Win-Lose people get together
- You want to win at all costs; Can occur when someone becomes obsessed with someone or something in a negative way.



# “LOSE – LOSE” – THE DOWNWARD SPIRAL

People with this attitude usually:

- Seek revenge
- Desire to win at all costs
- Are obsessed with others in a negative manner
- Have codependent and emotionally damaging relationships

<https://www.youtube.com/watch?v=1x4LUK4ved4>





## **“WIN – WIN” – THE ALL YOU CAN EAT BUFFET**

- **The belief that everyone can win**
- **You care about other people and want them to succeed, but you also care about yourself and your success.**



# “WIN – WIN” – THE ALL YOU CAN EAT BUFFET

People with this attitude usually:

- Are happy when others succeed
- Help others succeed
- Are willing to share recognition with others
- See life as an All-you-can-eat buffet for everybody



<https://www.youtube.com/watch?v=KdYufVC2rB4>



# AVOID THE TUMOR TWINS

- Competing

- Can be healthy → Drives us to improve
- “Competition is healthy when you compete against yourself, or when it challenges you to reach and stretch and become your best.”
- Becomes “dark” when you tie your self worth to winning or when you use it to place yourself above others.





# AVOID THE TUMOR TWINS

- **Comparing**

- How we measure up to other people
- Why is comparing bad news?

- **WE ARE ALL ON DIFFERENT TIMETABLES!**

- “Comparing ourselves makes us feel like a wave of the sea tossed to and fro by the wind. We go up and down, feeling inferior one moment and superior the next, confident one moment and intimidated the next.”





# **SCENARIOS: VERBALLY DISCUSS HOW EACH SITUATION COULD BE EACH DIFFERENT MINDSET**

- **Example Situation:** The Smith family wants to have their evening meal at 6 p.m. This happens to be the time when the kid's favorite TV show is on.

**Remember if you can't get to a  
Win- Win then it's a no deal.**

## **SITUATION 1:**

- You and your friend cannot agree on what to do tonight. You want to go to the movies and he/she wants to go out to dinner with some friends.



## SITUATION 2:

- Twins, Trevor and Tom, got to borrow their grandmother's car for a week while she was in Florida. The twins' parents told them that if there was any fighting, they would have to park the car until Granny got back. On Wednesday, they both have a practice at 5:00 and 7:30pm. Trevor has to meet with two different bands and Tom has basketball and hockey practice.