Habit 4: Think Win-Win  
 by C Kohn, Agricultural Sciences, WUHS

Name: Hour Date:

Date Assignment is due: Why late? Score: + ✓ -  
 Day of Week Date If your project was late, describe why

# Unit Preview

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| --- |
| **Habit 4: Think Win-Win** |
| Think Win-Win isn't about being nice, nor is it a quick-fix technique. It is a character-based code for human interaction and collaboration.  Most of us learn to base our self-worth on comparisons and competition. We think about succeeding in terms of someone else failing--that is, if I win, you lose; or if you win, I lose. Life becomes a zero-sum game. There is only so much pie to go around, and if you get a big piece, there is less for me; it's not fair, and I'm going to make sure you don't get anymore. We all play the game, but how much fun is it really?  Win-win sees life as a cooperative arena, not a competitive one. Win-win is a frame of mind and heart that constantly seeks mutual benefit in all human interactions. Win-win means agreements or solutions are mutually beneficial and satisfying. We both get to eat the pie, and it tastes pretty darn good!  A person or organization that approaches conflicts with a win-win attitude possesses three vital character traits:   1. Integrity: sticking with your true feelings, values, and commitments 2. Maturity: expressing your ideas and feelings with courage and consideration for the ideas and feelings of others 3. Abundance Mentality: believing there is plenty for everyone   Many people think in terms of either/or: either you're nice or you're tough. Win-win requires that you be both. It is a balancing act between courage and consideration. To go for win-win, you not only have to be empathic, but you also have to be confident. You not only have to be considerate and sensitive, you also have to be brave. To do that--to achieve that balance between courage and consideration--is the essence of real maturity and is fundamental to win-win. |

Source: <https://www.stephencovey.com/7habits/7habits-habit4.php>

**Units**

1. Definitions of Leadership

2. Habit 1 – Be Proactive

3. Habit 2 – Begin With the End in Mind  
  
4. Habit 3 – Put First Things First  
  
5. Habit 4 – Think Win-Win  
  
6. Habit 5 – Seek First to Understand  
  
7. Habit 6 – Synergize   
  
8. Habitat 7 – Sharpen the Saw  
 **Weekly Schedule: See Board and record**   
Mon  
  
  
  
Tues  
  
  
  
Wed  
  
  
  
  
Thurs  
  
  
  
  
Fri

Create 4 or more questions based on this topic:

1

2

3

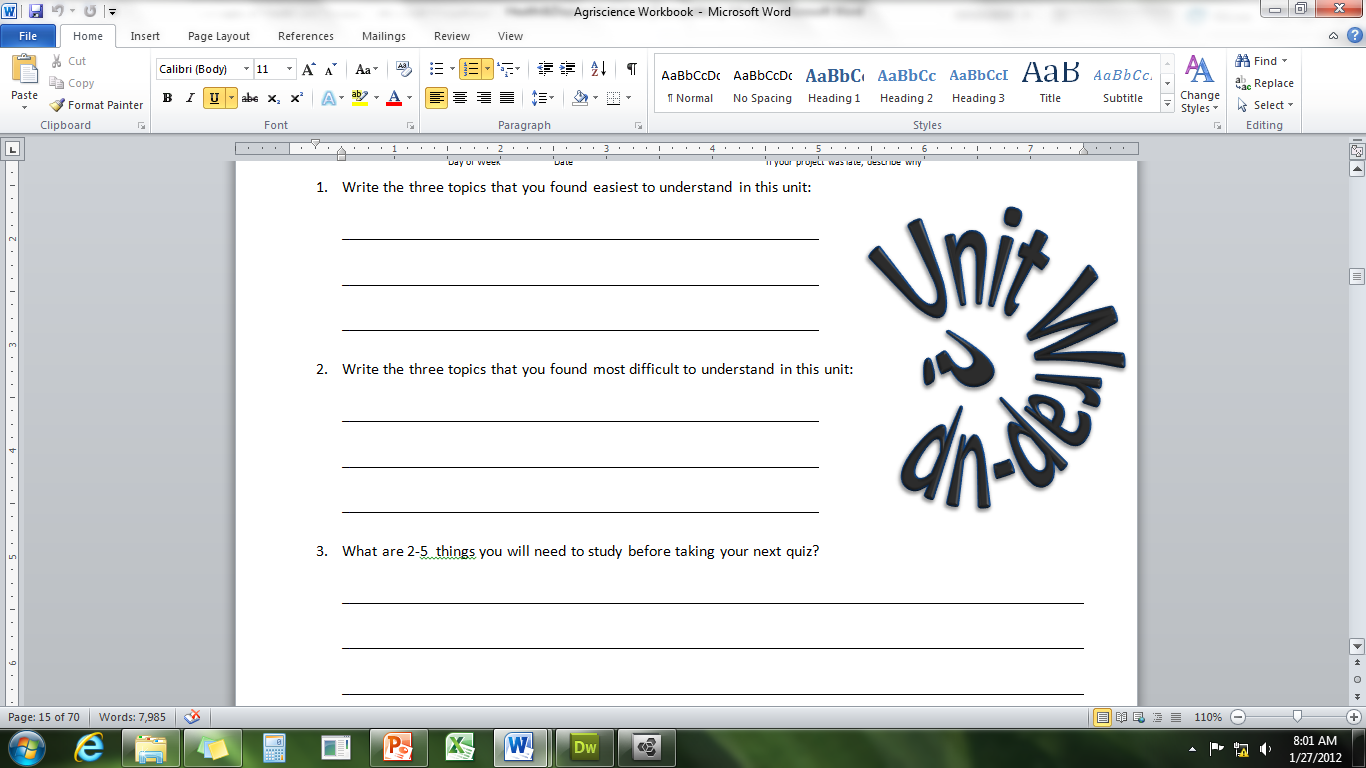
4

1. What are the six approaches to human interaction?
2. Is Win/Win always the best approach to human interaction? Give two examples of when Win/Win would not be effective or most beneficial:

1   
  
2

1. What is an example of the Win/Lose Approach?
2. What is an example of the Lose/Win Approach?
3. What is an example of the Lose/Lose Approach?
4. What is an example of the Win Approach?
5. What is an example of the Win/Win or No Deal Approach?  
     
      
     
      
   What are the 5 Dimensions of the Win/Win Model?
6. Character has three components; what are they? List and describe each:  
   1. Integrity:
   2. Maturity:
   3. Abundance Mentality:
7. Why are strong relationships necessary for the Win/Win Approach?
8. What are 5 elements of a good Agreement? List and describe:
9. Why does Win/Win not work in an environment of competition and contests?
10. What are the Four Steps of the Win/Win Process?
11. Select a situation in which you had to work with someone else; describe how you were able to direct the situation so that both you and the other person (or other group) were both able to walk away feeling as though you won. Did this Win/Win element improve your ability to come to an agreement? Explain:
12. Select a situation in which you had to work with someone else but were unable to reach a Win/Win agreement. What was the outcome, Win/Lose, Lose/Win, Lose/Lose, or something else (explain). What happened to the likelihood that you would work with this person or group in the future. Did you too contribute to the lack of a Win/Win agreement? Explain:

Unit Reflection C. Kohn, Agricultural Sciences - Waterford WI

1. Write the 3 topics that were most meaningful to you from this chapter:  
     
   1\_   
     
   2\_   
     
   3\_
2. Create 3 **high-level questions** related to this material   
   (*These questions could be something you still don’t know or questions that reflect understanding that you have now that you did not have before.*)  
     
   1\_   
     
   2\_   
     
   3\_
3. Describe a time when you feel you reflected the idea of this chapter in your own personal life:  
     
   \_   
     
   \_   
     
   \_   
     
   \_   
     
   \_   
     
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   \_
4. How might the idea of this chapter affect your life in the future? Be as specific as you can:  
     
   \_   
     
   \_   
     
   \_   
     
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