

Habit # 4

Think Win-Win

Based on the work of Stephen & Sean Covey



Habit 4: Think Win-Win

I balance courage for getting what I want with consideration for what others want. I make deposits in others' Emotional Bank Accounts. When conflicts arise, I look for third alternatives.



When you "Think Win-Win" you...

- Believe that everyone can win -
 "You win, I win, everyone wins!"
- Believe good things happen for everyone.
- Are happy when good things happen to other people.



When everyone wins...

- Everyone synergizes.
- Everyone feels good.
- No one "beats" anyone or is "better" than someone else.
- No one is selfish or makes others feel bad.
- Everyone feels confident & believes they can achieve the same as everyone else.
- Everyone is rewarded for their hard work & accomplishments, not with prizes, but with friendship, pride, and good feelings.

"Think Win-Win"

- Do nice things for others.
- Support your friends even when they lose. -
"Good try!" "Don't give up, try again, I will help you!"
- Be a "Bucket Filler!"

