

## Part III The Public Victory Continued

### Habit 4 – Think Win-Win – Life is an All-You-Can-Buffer

Quotes:

“What do we live for, if it is not to make life less difficult for other?” George Eliot, Author  
“Pride gets no pleasure out of having something, only out of having more of it than the next man.” C. S. Lewis, Author

Think Win-Win is an attitude toward life, a mental frame of mind that says I can win, and so can you. It's not me or you. It's both of us.

Exploring and understanding this strange idea of Think Win-Win, it seems best to see “what **Win-Win** is not. Win-Win is not Win-Lose, Lose-Win, or Lose-Lose. These are all common but poor attitudes toward life.

#### Win-Lose --- The Totem Pole

- Win-Lose is an attitude toward life that says the pie of success is only so big, and if you get a big piece, there is less for me. So I'm going to make sure I get my slice first or that I get a bigger piece than you. Win-Lose is competitive. It is the totem pole syndrome. “I don't care how good I am as long as I'm a notch higher than you on the 'Totem Pole'.” Relationships, friendships, and loyalty are all secondary to winning a game, being the best, and having it 'my' way.

\*\*\*A Win-Lose attitude wears many faces. The following are some of them:\*\*\*

- Using other people, emotionally or physically, for their own selfish purposes.
- Trying to get ahead at the expense of someone else.
- Gossiping or spreading rumors about someone else (as if putting someone else down builds them up).
- Always insisting on getting their way without thinking about other people's feelings.
- Getting jealous when something good happens to someone close to you.

#### Lose-Win ---- The Doormat

- Lose-Win looks humble on the surface, but it's just as dangerous as Win-Lose. It's the doormat syndrome. Lose-Win says, “Have your way with me. Wipe your feet on me. Everyone else does.”
- Lose-Win is weak. With a Lose-Win attitude you'll find yourself setting low expectations and compromising your standards again and again.
- If you adopt this attitude Lose-Win as your basic attitude toward life, you'll be hiding your feelings deep inside. And that is not healthy.
- If you are in an abusive relationship, you're deep into Lose-Win. Abuse is a never-ending cycle of hurt and reconciliation, hurt and reconciliation. It **never** gets better. There is no win in it for you, and you better get out. Do not think the abuse is your fault or that somehow you deserve to be abused. That is what a **Doormat** thinks. No one deserves to be abused.

### **Lose-Lose --- The Downward Spiral**

- Lose-Lose says: "If I am going down, then you are going down with me, sucker." After all, misery loves company. War is a great example of Lose-Lose. Think about it. Whoever kills the most people wins the war. Revenge is lose-lose. By getting revenge, you may think you are winning, but really you are only hurting yourself.
- Lose-Lose is usually what happens when two Win-Lose people get together. If you want to win at all costs, and the other person wants to win at all cost, you're both going to end up losing.
- Lose-Lose can also occur when someone becomes obsessed with another person in a negative way. This is especially likely to happen with the closest to us.
- Two good people begin dating and things go well a first. It's Win-Win. But gradually they become emotionally glued and codependent. They begin to get possessive and jealous. They constantly need to be together, to touch, to feel secure, as if they own the other person. Eventually their dependency brings out the worst in both of them. They begin to fight and "get back at " each other, resulting in a **Downward Spiral of Lose-Lose**. It is not fun for anyone.

### **Win-Win --- The All You Can Eat Buffet**

**Win-Win** is a belief that everyone can win. It is both nice and tough all at once. I won't step on you but I won't be your doormat, either. You care about other people, and you want them to succeed. But also you care about yourself, and you want to succeed as well. Win-Win is abundant. It is the belief that there's plenty of success to go around. It's not either you or me. It is both of us. It's not about who gets the biggest piece of pie. There 's more than enough food for everyone. It's an **All YOU Can Eat Buffet**. You probably do more Win-Win thinking than you give yourself credit for. The following are all examples of the Win-Win attitude.

- You recently got a promotion at the ice cream shop you work at. You share the praise and recognition with all of those who helped you get there.
- You were just elected to an important school office and make up your mind not to develop a "superiority complex." You treat everyone the same, including kids that are outsiders or sit alone in the cafeteria.
- Your best friend just got accepted at the college you wanted to attend. You didn't make it. Although you feel terrible about your situation, you are genuinely happy for your friend.
- You want to get dinner. Your friend wants to see a movie. You jointly decide to download a movie and order in food to eat.
- How do you think Win-Win? Two clues: Win the Private Victory First and Avoid the Tumor Twins. Trust me, you'll see.

#### **\*\*\*\*\*Win The Private Victory First\*\*\*\*\***

It begins with you! If you are extremely insecure and haven't paid the price to win the private victory, it'll be difficult it'll be difficult to think Win-Win. You'll still be threatened by other people. It will be hard for you to be happy for their success, or to share recognition or praise. Insecure people get jealous very easily.

## \*\*\*\*\*Avoid the Tumor Twins\*\*\*\*\*

There are two habits that, like tumors, can slowly eat you away from the inside. They are **TWINS** and their names are **COMPETING** and **COMPARING**.

### COMPETING

- **Competition** can be extremely healthy. It drives us to improve, to reach and stretch. Without it, we would never know how far we could push ourselves. The glory of the Olympic Games is all about excellence and competition, and it motivates young men and women to work hard and becomes amazing athletes. In the business world, competition drives innovation and growth. There is a sunny side and a dark side to competition, and both are powerful. The difference is this: **Competition** is healthy when you compete against yourself, or when it challenges you to reach and stretch and become your best. **Competition** becomes dark when you tie your self-worth into winning or when you use it as a way to place yourself above another.

### COMPARING

- **Comparing** is competition's twin. And it's just as cancerous. Comparing yourself to others is nothing but bad news. Why? Because we're all on different development timetables – Socially, Physically and Mentally. Building your life based on how you stack up compared to others is never good footing. If I get my security from the fact that my GPA's higher than yours or my friends are more popular than yours, then what happens when someone else comes along with a higher GPA or more popular friends? 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. The **ONLY** good comparison is comparing yourselves against your own potential. The pearl of wisdom concerning comparing is: Break the habit. Stop doing it. Comparing yourself can become as strong as drugs and alcohol. You don't have to look like or dress like a model to be good enough. You know what really matters. Don't get caught up in the game and worry so much about being popular during your teen years, because most of life comes after.
- **The Fruits of The WIN-WIN Spirit**  
I've learned never to underestimate what can happen when someone thinks WIN-WIN. Believe me, this Win-Win stuff's contagious. If you're big-hearted, committed to helping others succeed, and willing to share recognition, you'll be a magnet for friends. Think about it. Don't you just love people who are interested in your success and want you to WIN? It makes you want to help them in return, doesn't it? The Win-Win spirit can be applied to just about any situation, from working out major conflicts with your parents to deciding who walks the dog. Sometimes, no matter how hard you try, you won't be able to find a Win-Win solution.
- **Watch How it makes you feel!**

The true test of whether or not you are in the thinking Win-Win or one of the alternatives is how you feel. Win-Lose and Lose-Win thinking will cloud your judgment and fill you with negative feelings. You simply cannot afford to do it. On the other hand, thinking Win-Win will fill your heart with happy and serene thoughts. It will give you confidence – even fill you with light!!!

Questions:

- 1. How would you describe Habit 4-----Think Win-Win-----in your own words?
- 2. Why is the Private Victory a prerequisite to Win-Win?
- 3. How can Competitions and Comparisons (the Tumor Twins) affect the ability to Think Win-Win? When is “no deal” sometimes the best solution?