

Everyone Can Win

Thinking win-win is the key to working well with others. It is the most effective way of thinking, especially in a family. Families that learn and practice win-win thinking are happier, experience less conflict, and are better able to meet the family challenges that arise.

STEPS

1. I balance courage for getting what I want with consideration for what others want.
2. I make deposits in others' Emotional Bank Accounts.
3. When conflicts arise, I look for 3rd Alternatives.
4. I cooperate instead of compete.

COMMON LANGUAGE

Cooperate
Mutual
Win-win

“Think Win-Win is a frame of mind and heart that seeks mutual benefit and mutual respect. It’s not thinking selfishly (win-lose) or like a victim (lose-win). It’s thinking in terms of ‘we, not me.’”

—Stephen R. Covey

RESOURCES

- *The Rainbow Fish* by Marcus Pfister
- *The Doorbell Rang* by Pat Hutchins
- *Let’s Be Enemies* by Janice May Udry
- *The Giver* by Lois Lowry
- *Number the Stars* by Lois Lowry
- *Hatchet* by Gary Paulsen
- *The Mixed-Up Chameleon* by Eric Carle

Habit 4: Think Win-Win®

Family Activity: As a family, take turns acting out each of the ways of thinking in the boxes below. Have one person pretend to be sitting on the couch watching TV and the other person enters the room interested in watching TV. After role-playing each scenario, discuss what feelings that particular way of thinking generates and write them down.

Win-Lose	Lose-Win
<p>I get the remote and you get nothing. We don't have enough for the both of us.</p> <p>Feelings:</p>	<p>You get the remote and I get nothing. If you win, I am a loser.</p> <p>Feelings:</p>
Lose-Lose	Win-Win
<p>We argue and I throw the remote against the wall. If I'm going down, you're going down with me.</p> <p>Feelings:</p>	<p>You and I decide to turn off the TV and play cards. It's not about you or me; it's about both of us.</p> <p>Feelings:</p>

What kinds of feelings do you want to have in your family?

Remember to celebrate your family's win-win moments!