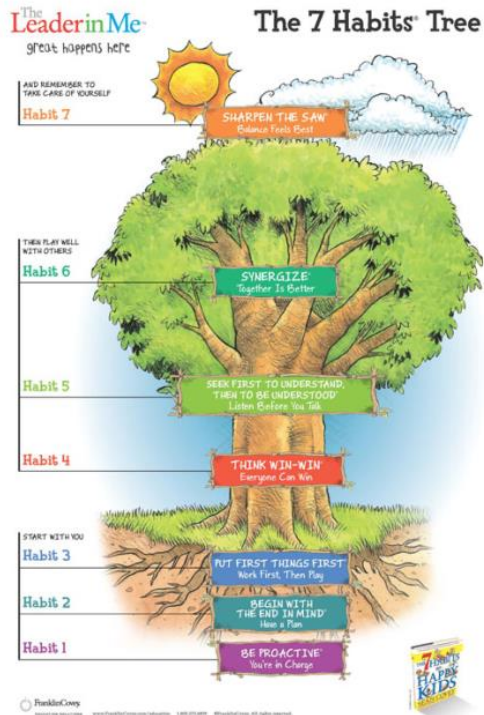


HABIT HELP



“In years to come, your students may forget what you taught them.
But they will always remember how you made them feel.”
-author unknown

Habit 4: Think Win-Win/Everyone Can Win

Understanding the Habit

Having a Win-Win Attitude means:

1. seeing life as a cooperative arena, not a competitive one
2. balancing courage for getting what you want with consideration for what others want
3. seeking successful, productive interactions by “filling others’ buckets/making deposits in others’ emotional bank accounts”. In doing this, negative energy focused on differences in personality or position is eliminated; positive, cooperative energy is focused on understanding and resolving issues

The Win/Win process has four steps:

1. See the problem from the other point of view, in terms of the needs and concerns of the other party.
2. Identify the key issues and concerns (not positions) involved.
3. Determine what results would make a fully acceptable solution.
4. Identify new options to achieve those results.

When approaching conflicts the win-win leader demonstrates:

1. *Integrity*: stick with your true feelings, values, and commitments
“One of the most important ways to manifest integrity is to be loyal to those who are not present.”
Stephen Covey
2. *Maturity*: express your feelings by balancing courage and consideration. Yes, you can be empathetic but also confident and you can be considerate and sensitive but also brave!
3. *Abundance Mentality*:
 - I believe there is plenty out there for everybody (i.e. options, success, opportunities, etc)
 - I am happy for the success of others
 - I treat everyone with equal respect
 - I find it easy to share recognition and credit
 - I have a deep inner sense of personal worth and security

Putting the Habit Into Practice

Getting Started:

- read the Habit 4 story from 7 Habits of Happy Kids with your class
- read either of the bucket books that Cathy has available

Must-Do's:

- Ensure students are made to look competent and likeable in front of their peers
- Provide accurate, prompt, personalized feedback on assignments and tests
- Identify individual student learning goals and foster their achievement
- Prepare students sufficiently for tests, especially the first one

Points to Ponder:

- How are you and your students filling buckets and making sure you aren't emptying others' buckets?
- Do you and your students make a sincere apology when you or the student have emptied someone's bucket?
- When conflicts arise, how will keeping the buckets filled make a difference and how will a win-win attitude help you and your students find resolution?

Quotes

- "You don't have to blow out the other person's light to let your own shine." Bernard M. Baruch
- "One of the biggest things that I have learned is that I don't always have to be right." Jeffery Swartz
- "What do we live for, if it is not to make life less difficult for each other?" George Eliot