

Habit 4:

Win/Win



7 Habits Refresher
Training

What do we remember?



- Pizza Pie vs. Pizza Buffet

- EBA

- Balance
Courage and
Consideration

- Green and
Clean



- ▶ Ineffective Mindset:

There is only so much, and the more you get, the less there is for me.

Abundance vs. Scarcity

▶ Scarcity

- The more you get the less I have
- Have difficulty sharing recognition
- Feel as if something is being taken from them or they are missing out on something
- Sense of worth comes from comparison
- Surround themselves with “yes-men.”



- ▶ Effective Mindset:

There is plenty out there for everyone, and more to spare.

Abundance vs. Scarcity

▶ Abundance

- There's plenty out there for all of us
- Takes the fulfillment of Habits 1–3 and turns it outward
- Arises out of solid foundation in the Private Victory
- Results in sharing of prestige and recognition
- Opens possibilities, options and creativity

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Private Victory to Public Victory



Attitude

The Maturity Continuum

Trust



Trustworthiness

Emotional Bank Account

What happens when we have
a low EBA?

Is there trust?

What outcomes can we expect
based on this level of trust?



Emotional Bank Account

What happens when we have a high EBA?

How do we feel about working with others?

Where is our level of trust?



Table Talk...

- When someone is worthy of your trust or “trustworthy”, what does that say about their character?
- When someone is NOT worthy of your trust, what does that say about their character?

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Six Paradigms of Human Interaction

- ▶ Win/Lose
- ▶ Lose/Win
- ▶ Lose/Lose
- ▶ Win
- ▶ Win/Win or No Deal
- ▶ Win/Win

Which is more
important?



What happens when there is no balance between Courage and Consideration?

