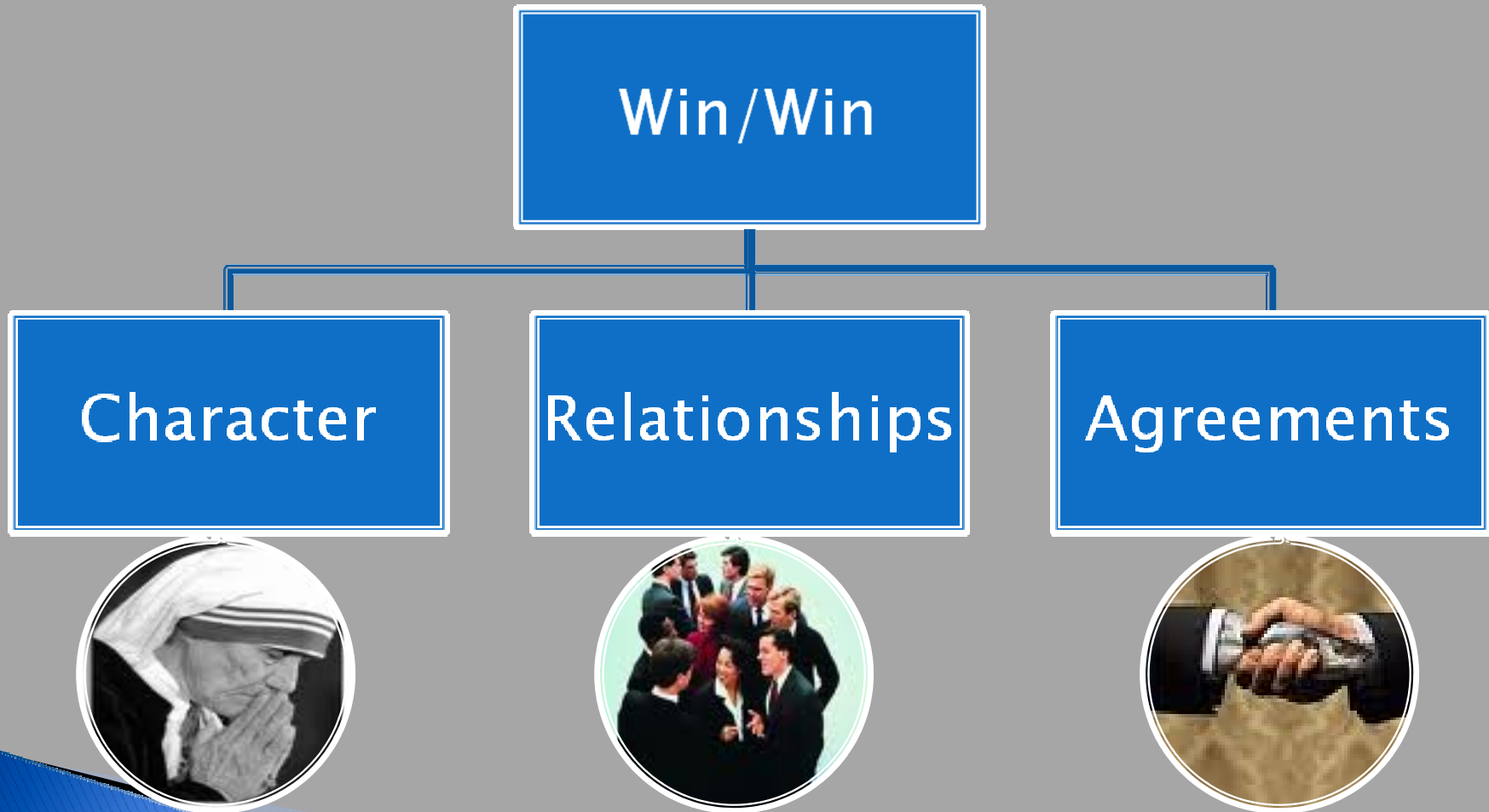


How do we get to Win/Win?



Three Dimensions of Win/Win



Character Component of Win/Win

Integrity

- Sticking with you true values, feelings and commitments

Maturity

- Expressing your ideas and feelings with courage and consideration for the ideas and feelings of others

Integrity

N. adherence to moral and ethical principles; soundness of moral character; honesty.



- Habits 1–3 Help develop and maintain our integrity
- Can not even begin to know a “win” unless we have a deep rooted sense of our beliefs and values
- If we can’t make commitments to ourselves, our commitments to others become meaningless

Maturity

Courage and Consideration

- ▶ Be nice AND courageous
- ▶ Be empathic AND confident
- ▶ Be considerate AND brave
- ▶ Balance between the two is the “essence” of maturity

Relationship Component of Win/Win



- ▶ Trust or a high EBA is the building block for strong relationships.
- ▶ Without trust the best we can hope for is compromise.
- ▶ With a high EBA. There is a deep respect. More understanding AND forgiveness.
- ▶ Because there is trust AND respect, we are open and honest.

Relationship Component of Win/Win

- ▶ Even when we are dealing with someone who is Win/Lose, relationships are still the key
- ▶ Focus on the circle of influence
- ▶ Make EBA deposits through courtesy, respect and appreciation
- ▶ Don't react
- ▶ Rely on your character to give you strength

“Touched ‘Em All”

