

Leader in Me: Lesson Plan Template

Title:	Think Win-Win		
Learning Objective:	Students will be able to participate in a game-like situation in which they can use the principle of mutual respect to get a mutual benefit (win-win).		
FranklinCovey Habit:	Think Win-Win		
21st Century Skill:	Communication and Collaboration Skills; Leadership and Responsibility; Social and Cross-Cultural Skills		
Subject Area:	Language Arts		
Activity Type:	___ Individual	__X_ Group	___ Homework
Source:	Adapted from a lesson plan from the staff at Crestwood Elementary School		
Activity Time:	30 min.	Grade Level:	3-6

Set Up

Student Materials	Teacher Materials	Review
	"Super" name for each student treats for Tic-Tac-Toe winners (enough for everyone)	This is an introduction to habit 4, think win-win.

Introduction

Students are to work with a partner and play a game of traditional Tic-Tac-Toe.

Pass out "Super" names to each player and then discuss the rules to "Super Tic-Tac-Toe." (directions below)

Activity

1. Instruct students how to fill out Habit 4 Worksheet.

Principle: Effective long-term relationships require mutual respect and mutual benefit.

2. Discuss the six paradigms of human interaction:

Win-Win: "Let's find a solution that works for both of us."

These people search for solutions that will make them happy and simultaneously satisfy others.

Win-Lose: "I'm going to beat you no matter what."

These people are concerned with themselves first and last. They want to win and they want others to lose. They are driven by comparison, competition, position and power.

Lose-Win: "I always get stepped on."

People who choose to lose and let others win show high consideration, but lack the courage to express and act on their feelings and beliefs. They are easily intimidated and borrow strength from acceptance and popularity.

Lose-Lose: "If I'm going down, you're going down with me."

People who have a lose-lose paradigm are low on courage and consideration. They envy and criticize others. They put themselves and others down.

Win: "As long as I win, I don't care if you win or lose."

People who hold a "win" paradigm think only of getting what they want. Although they don't necessarily want others to lose they are personally set on winning.

Win-Win or No Deal: “Let’s find a solution that works for both of us, or let’s not play.”

Win-Win or No Deal is the highest form of win-win.

People who adopt this paradigm seek first for win-win. If they cannot find an acceptable solution, they agree to disagree agreeably.

Wrap Up

Discussion: Thinking win-win means we are willing to share recognition, power, success and attention. There is enough for everybody.

Assessment

Students will be assessed on appropriate participation during the class discussion or activity.

Extensions & Integrations

SUPER TIC-TAC-TOE GAME

- This game is based on the original Tic-Tac-Toe game, but students must get five X's or O's in a row rather than three. For every five in a row, they get one point. The purpose of the game is to get as many points as they can as fast as they can. If they finish a game before the time is up, they are to immediately start a new game. Use only two grids for the first round.
- At the end of Round One, have students share the number of points they got. Most will only get a few points because they are competing. Before Round Two, ask them to think privately about their strategy and see if there is a better way to make more points than the way they have been playing the game so far.
- Play Round Two using only two grids, and again have everyone report the number of points they get. See if anyone has found out that if they cooperate they can get more points faster. If so, do not have them share their strategy yet.
- Before Round Three, remind the students that the purpose of the game is not to win the game, it is to find a way to get the most points possible in the shortest amount of time. This time have them discuss and plan together with their partner how they can get more points in a short period of time. Tell them they may need to find a new paradigm or way of thinking about the game.
- Play Round Three for 30 seconds using the last two grids, and see how many people have figured out that it is more effective to cooperate than to compete in this game, and go for a Win-Win than to compete and go for a Win-Lose.
- Debrief the game by discussing with the students the benefits of thinking Win-Win and cooperating rather than thinking Win-Lose and competing. Win-win thinking results in mutual benefit. You might introduce the concept of “abundance mentality”—there really is enough for everyone to feel like winners—enough points, praise, happiness, etc.
- Some students may be unhappy if they don't figure out the game the first time around. Make sure you applaud everyone for trying—even those who may not have succeeded in cooperating. You may even want to have a small prize for everyone as they have all learned an important lesson from this game.

HABIT 4: Think Win-Win

Principle:

Will you WIN or LOSE?

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let's not play." Win-Win or No Deal is the highest form of win-win. People who adopt this paradigm seek first for win-win. If they cannot find an acceptable solution, they agree to disagree agreeably.

How can you achieve Win-Win in an athletic competition?

Your goals are:

- Win the game
- Have fun
- Try hard
- Learn something new
- Build relationships/make new friends

Even if the first goal is not met, the others can be accomplished and you can still feel like a winner!