



Win-Lose "I'm going to win no matter what"	Win-Win "Let's find a solution that works for both of us"
Lose-Lose "If I'm going to lose, you're going to lose too."	Lose-Win "I always lose"

## HABIT #4: THINK WIN/WIN

Students were introduced to Habit #4: Think Win-Win. To Think Win-Win means I balance courage for getting what I want with consideration for what others want. When conflicts arise, I look for a win-win solution. We all can win!

Students are learning that there can be four different outcomes to any problems they encounter.

**Win-Lose**- Thinking Win-Lose means that the person is only focused on what they want, "I'm going to win no matter what."

**Lose-Lose**- Thinking Lose-Lose means that both people are so focused on his/her own win that he/she both lose, "If I'm going to lose, then you're going to lose."

**Lose-Win**- Thinking Lose-Win means one person doesn't voice what he/she wants and accepts the other person's win even if he/she disagrees, "I always lose."

**Win-Win**- Thinking Win-Win is what we should strive for when encountering problems. Win-Win thinking is considering the other person's win and looking for a solution in which both people win, "Let's find a solution that works for both of us."

Students were also introduced to another Leadership Tool called the "Synergizer." The **Synergizer** is a tool used when students or groups have different approaches to a situation. It helps students find "Third Alternative" solutions that are better than either of the original solutions and lead to synergy and Win-Win outcomes. Write one approach to the situation in one of the lower boxes (My Way). Write the other approach in the other lower box (Your Way). Then brainstorm together to come up with a better way (High Way) that is not a compromise, but is a new solution that is better than either of the original approaches. Write this better solution in the top box.

