

## Habit 4 Think Win-Win

### Win Lose Totem Pole

1. By staying in a \_\_\_\_\_ frame of mind, you believe that everyone is equal and no one is superior to anyone else. You have to keep an open mind to be win-win, which means that you can't feel \_\_\_\_\_ or inferior to anyone. Be yourself and have a \_\_\_\_\_ attitude.

### Win Lose The Doormat

2. You become a \_\_\_\_\_. You let people wipe their feet and you on take advantage of you. Then, you just sit there and feel sorry for yourself. Take \_\_\_\_\_ and stand up for yourself. Then, you just sit there and feel sorry for yourself. No one should ever feel this way. It's not healthy to have a \_\_\_\_\_ attitude.

### Lose Lose the Downward Spiral

3. The \_\_\_\_\_ attitude is what you have when two win-lose people get together. They, of course, want to be better than the other. Since they both cannot stop until they win, they will do \_\_\_\_\_ they can at all costs to beat the other person.

### Win Win the all you can eat Buffet

4. \_\_\_\_\_ is a belief that everyone can win. It's both nice and tough all at once. Won't step on you, but I won't be your doormat either.. You care about other people and you want them to \_\_\_\_\_. But you also care about yourself, and you want to succeed as well. It's not a matter of who gets the biggest piece of pie.

### Win the private victory first

5. You have to give yourself \_\_\_\_\_ and \_\_\_\_\_ them. Don't give yourself small goals and not do them then it would just be a waste.

Ex.

Don't eat the the fattening donut.

### Competing

6. Strive to \_\_\_\_\_ or \_\_\_\_\_ something by defeating or establishing superiority over others who are trying to do the same.

### The fruits of the win win spirit

7. The \_\_\_\_\_ spirit allows you to enjoy whatever activity, sport, accomplishment without the thought of losing.