

Lesson 4: Think win/win

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Opening:

Would you rather be the ONLY person who wins or be in a group where everyone wins? why?

Mini Lesson:

Win/Win is a frame of mind and heart that constantly seeks mutual benefit in all human interactions. **Win/Win sees life as a cooperative**, not a competitive arena.

In the Business world (that many people call “dog eat dog” why would this habit be something that would make you successful?? Don’t you need to compete in order to get ahead?

Show Powerpoint and give a paper copy to students.

Win/Lose: this is most popular in business, sports, academics and even as control in some relationships.

Lose/Win: low self esteem, always put others before themselves regardless of the results.

Lose/Lose: this one is popular in divorce – if I can’t have it, nobody will.

Win: a person with this mentality thinks in terms of securing his own ends and leaving it to others to secure theirs.

Win/Win or No Deal: if both parties can’t win, then walk away, keeping trust intact.

<https://youtu.be/83gzM4HyQ9I>

For Win/Win the focus is on the results, not the methods. The essence of principled negotiation is to separate the person from the problem, to focus on interests and not on positions, to invent options for mutual gain, and to insist on objective criteria – some external standard or principle that both parties can buy into.

First – see the problem from the other point of view

Second – identify key issues and concerns (not positions)

Third – determine what results would constitute a fully acceptable solution

Fourth – identify possible new options to achieve those results

Application:

Create a comic strip with Story Board That and do a win/win, win/lose, lose/lose, win/win-no deal. each square in the comic strip must show the scenario with different outcomes.

The Win/Win Challenge. You have one week to identify a situation that COULD be competitive and be a win/lose or lose/lose situation. Turn that into a win/win. Journal and tell me about the situation, how you turned it into a win/win. How did everyone involved feel after. What could have happened if a win/win situation was not employed?