

Habit Help

Habit 4: Think Win- Win/Everyone can win

Understanding the Habit

Having a Win-Win Attitude means:

1. Seeing life as a cooperative arena, not a competitive one.
2. Balancing courage for getting what you want with consideration for what others want.
3. Seeking successful, productive interactions by “filling others’ buckets/making deposits on others’ emotional bank accounts”. In doing this, negative energy focused on understanding and resolving issues.

The Win/Win process has four steps:

- 1 See the problem from the other point of view, in terms of the needs and concerns of the other party.
- 2 Identify the key issues and concerns (not positions) involved.
- 3 Determine what results would make a fully acceptable solution.
- 4 Identify new options to achieve those results.

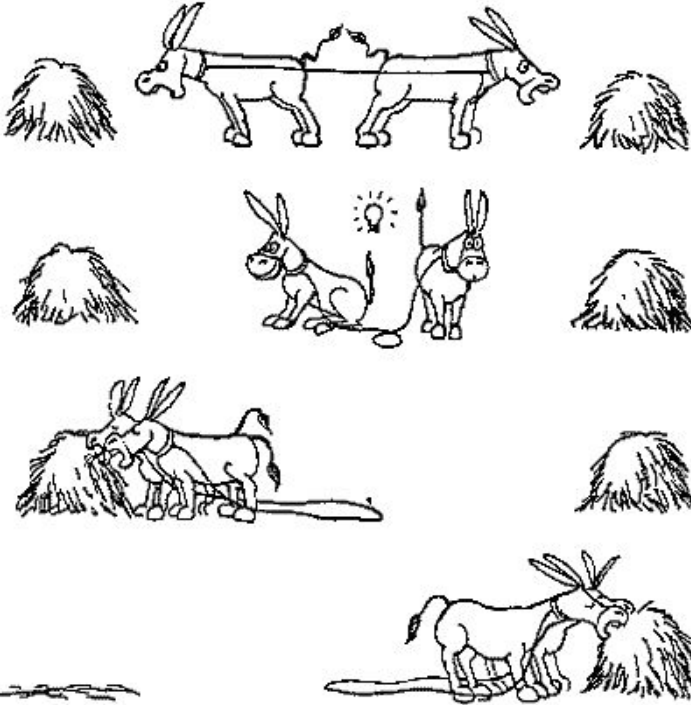
When approaching conflicts the win-win leader demonstrates:

1. *Integrity*: Stick with your true feelings, values, and commitments. “One of the most important ways to manifest integrity is to be loyal to those who are not present.”
Stephen Covey
2. *Maturity*: Express your feelings by balancing courage and consideration. Yes, you can be empathetic but also confident and you can be considerate and sensitive but also brave!
3. *Abundance Mentality*:
 - I believe there is plenty out there for everybody (ex. Options, success, opportunities, etc.)
 - I am happy for the success of others
 - I treat everyone with equal respect
 - I find it easy to share recognition and credit
 - I have a deep inner sense of personal worth and security

Putting the Habit into Practice

Getting started

- Read the Habit 4 story from 7 Habits of Happy kids with your class. Have a discussion about how Lily made a Win-Win choice to involve her mom with the garden
 - **Introduce the habit with an object: Use the picture of the “peace hands”.** Remember that **“Peace begins with YOU and Me!!”** and also remember **working together peacefully to find solutions to problems together helps everyone wins**
- Peace sign- **“Peace begins with YOU and ME!!”**
- Trophy picture- **“Think Win Win, we are ALL winners!!!”**
- Donkey Picture (attached)



- Read other books from the school library that go along with this habit, or a few of these books:

What makes me Happy by Catherine and Laurence Anholt

Life is Fun by Nancy Carlson

I Knew you Could by Craig Dorfman

Alexander and the wind-up mouse by Leo Lionni

The Rainbow Fish by Marcus Pfister

The very clumsy click beetle by Eric Carle

Let's be Enemies by Janice May Udry

The Butter Battle by book by Dr. Seuss

Dragon Stew by Tom McGowen

Law of the Great Peace by John Bierhart

The checker players by Alan Venable

Hiawatha, messenger of Peace by Dennis Brindall

Bartholomew and Ooblick by Dr. Seuss

- Bucket Filling and SACK activity (see enclosed handout)
- Watch the short YouTube video called “Egghunt”. Here is the link http://www.youtube.com/watch?feature=player_embedded&v=52M5EfrkBB0#!
- **Island Activity** Materials: 2 table clothes or 2 mats

Instructions:

Split the students into two groups. (Depending on the size of mats that you have, the number of students will vary.) Have the groups each stand on one of the mats. Once they are on the mats, explain to them to imagine as if the mats are islands and the ground is the water that surrounds the island. The water is shark infested and if the students step on it they will be out of the game. The goal is to have the students figure out how to flip both mats to the opposite side, while having all students survive. Remind them that they cannot touch the ground or they will be out of the game. In order to win, one group needs to get on the same mat as the other group (it will be a tight fit) so that the mat will be free. Flip the free mat and do the same thing on the other side.

Lesson:

If you are not thinking Win-Win before you start the activity, people will be pushed, shoved, and ultimately lose. Think Win-Win, work together and allow everyone to live and stay on the island.

- **Arm Wrestling/ Thumb Wrestling**

Instructions:

Have the students' get in groups of 2. They are going to either be arm wrestling or thumb wrestling; the goal is to have as many pins as possible. Tell them they will be receiving 1 Miracle dollar for every pin that they get against their partner. When they are ready, time them for 30 seconds on the activity. Once the 30 seconds are up, stop the game and get a count of how many pins were recorded.

Lesson:

Now explain that the goal wasn't to get more than your teammate, the goal was to get the most pins. In other words, if they work together, they can get more pins in 30 seconds working together than if they were to compete for each pin. Start the exercise again and see how many pins they can come up with now (they should have a lot more because they are thinking win-win instead of win-lose.)

Points to Ponder:

- How are you and your students filling buckets and making sure you aren't emptying other's buckets?
- Do you and your students make a sincere apology when you or the students have emptied someone's bucket?
- When conflicts arise, how will keeping the buckets filled make a difference and how will a win-win attitude help you and your students find resolution?

Baby Steps with Lily Skunk in mind:

- Today ask an older person what the golden rule is. After you know, try it out on someone.
- Try to go a whole day without sulking, pouting, or feeling sorry for yourself.
- The next time you want to argue or fight with someone about who should get the best toy, ask, “How can I make you happy too?”
- Make a “wish poster”. Start by drawing a line down the middle. On one side, cut and paste magazine pictures of things you want (like an ant farm). On the other side, cut and paste pictures of things your mom and dad want (like a clean room). Together, look at your “wish poster.” See how you can work with each other to make both your wishes and your parents’ wishes come true.

“One of the biggest things I have learned is that I don’t always have to be right.” –Jeffrey Swartz

“What do we live for, if it is not to make life less difficult for each other?” – George Eliot

“The true meaning of life is to plant trees, under whose shade you do not expect to sit.”—Nelson Henderson

“It’s amazing how much can be accomplished if no one cares who gets the credit.”—John Wooden, former UCLA Basketball Coach, Basketball Hall of Fame



Habit 4 Update:

Putting the Habit into practice

Getting Started:

- **Introduce the habit with an object:**
Piggy bank- Think of friendship like a bank. (See below for further explanation)
Box of Band-Aids- *"Fairness does not mean everyone gets the same. Fairness means everyone gets what they need."* (Look for Band-Aid activity below)
- Read books from the school library that go along with the habit, or a few of these books:
Pickle Chiffon Pie by Jolly Roger Bradfield
Ball by Mary Sullivan
The door bell rang by Pat Hutchins
The Butter Battle by Dr.Seuss

Jamaica's Find by Juanita Havill & Anne Sibley O'Brien
The Moccasin Goalie by William Roy Brownridge
Chrysanthemum by Kevin Henkes
Frederick by Lio Lionni
Little Blue Truck by Alice Schertle
Swimmy by Leo Lionni
Tops & Bottoms by Janet Stevens
Hermit Crab by Eric Carle
The very noisy night by Diana Hendry
Bagels from Benny by Aubrey Davis
Prudy's problem & how she solved it by Carey Armstrong-Ellis
Sheila Rae, the Brave by Kevin Henkes
Thunder cake by Patricia Polacco
Guji Guji by Robert Guillaume
The Berenstain Bears go to Camp by Stan & Jan Berenstain

- **Blur Studio- Gopher Broke on youtube**

Greed, sharing, problem/solution- Gopher needs to think win-win

<http://www.youtube.com/watch?v=qDRzrAtzFjU>

Activity #1 with discussion

Think of your friendship like a bank

When you are kind and considerate to your friends, it's like you're putting money in their "emotional bank".

The better you are to your friends, the more money you add to their bank.

When you aren't kind to your friends, it's like taking money out.

Fill up the banks!

Sometimes we have bad days and take coins out of someone's bank.

That's why it's important to fill up each other's banks as much as we can, so there is always plenty left over.

How do we fill banks?

*It's okay for you to do things your sometimes but it's important to also think of yourself. Thinking of others will fill your friend's bank.

*It's okay to let your friends do things their way sometimes. This is a way to be kind, and make someone happy. But it's important to also give your opinion and stand up for yourself. Standing up for yourself will fill your bank.

*One way to think win-win and fill up banks is to find a way for both people to be happy and "win" when there is a problem. Thinking win-win will fill both your banks!

Think Win-Win activity

1. 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.

2. 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.

3. 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.

4. 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.

After discussing what each group is about, read the story, then draw a picture to show a lose-lose, lose-win, win-lose, and a win-win solution.

Abby's parents said the family could get a pet if she and her brother could both agree on what kind of pet to get. Abby wanted a cat, but her brother didn't because the cat fur made him sneeze. Her brother wanted a bird, but Abby didn't because birds were too loud. Can you think of a win-win solution to this problem?

Win-Win	Win-Lose
Lose-Win	Lose-Lose

Hint: Can you think of a pet that doesn't have fur and is also quiet?

Activity #2

Is this Fair?

(Band-aid activity)

There was a major epidemic of claiming that things in the class aren't "fair". As any of you who are teachers or have kids of your own know, the kids think that it's just not fair if they don't get the best of everything!

Have the students sit in a circle on the rug, close their eyes, and imagine that they had an injury somewhere on their body. You might receive several "but why?"s and curious glances, but hopefully they will be good sports and go along with it. Start by calling each student up to where you are sitting one at a time and ask them where their pretend injury

was. After each student answers, place a band-aid on the back of their hand without explanation. One student could say she has a broken arm...and she got a band-aid on her hand. One boy could say he had a "terrible horrible cut" on his leg....he gets a band-aid on his hand as well. The kids will probably whisper to each other about what is happening, but never asked a question.

After the last student receives his/her band-aid and sits down, hopefully a little child will say "Teacher, how come I said my knee had a bruise but you didn't put the band-aid there? I wanted it on my knee! This just isn't fair!" DING, DING, DING! That's exactly what you want to hear! Respond by saying, "but why isn't it fair? Everyone got a band-aid didn't they?" And hopefully another child will say, "Well YEAH, but what good is it if it's not where I needed it?" Then launch into a discussion about what fair truly means. Finish by summing up, "So maybe fair isn't when everyone gets the same thing...it's when everyone gets just what they need!"

Activity #3

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.

You may also want to use these think win-win phrases and see what happens.

- How do you see it?
- What would make this a win for you?
- I think the important things for you are...
- What’s your side of the story?