

<b>Private Victory®</b>	<b>KEY CONCEPTS</b>			
<b>Public Victory®</b>	<b>KEY CONCEPTS</b>			
<b>H4</b> <b>Habit 4: Think Win-Win®</b> <i>Everyone can win.</i>	<b>PARADIGMS</b>  <b>Common Paradigm</b> There is only so much, and the more you get, the less there is for me.  <b>Highly Effective Paradigm</b> There is plenty out there for everyone and more to spare.	<b>PRINCIPLES</b>  • Mutual benefit • Fairness • Abundance	<b>HIGHLY EFFECTIVE PRACTICES</b>  • Have an Abundance Mentality. • Balance courage and consideration. • Consider other people’s wins as well as your own. • Create Win-Win Agreements.	<b>KEY CONCEPTS</b>  • Win-Lose • Lose-Win • Lose-Lose • Win • Win-Win • Win-Win or No Deal
<b>H5</b> <b>Habit 5: Seek First to Understand, Then to Be Understood®</b> <i>Listen before you talk.</i>	<b>Common Paradigm</b> I need to make sure people understand my point of view.  <b>Highly Effective Paradigm</b> I have greater influence with others if I truly understand them first.	• Respect • Mutual understanding • Empathy • Courage	• Practice Empathic Listening. • Respectfully seek to be understood.	• Autobiographical responses • Listening with the intent to understand • When to listen empathically • Ask clarifying questions • Empathic communication in the digital world
<b>H6</b> <b>Habit 6: Synergize®</b> <i>Together is better.</i>	<b>Common Paradigm</b> Let’s compromise.  <b>Highly Effective Paradigm</b> Let’s come up with something that’s better than what either of us has in mind.	• Creativity • Cooperation • Diversity • Humility	• Value differences. • Seek 3 <sup>rd</sup> Alternatives.	• Build on strengths • The path to conflict • Barriers to synergy • Path to Synergy™
<b>H7</b> <b>Habit 7: Sharpen the Saw®</b> <i>Balance feels best.</i>	<b>Common Paradigm</b> I’m too busy today to take time for myself.  <b>Highly Effective Paradigm</b> I take time for myself every day because it gives me the ability to do everything else.	• Renewal • Continuous improvement • Balance	• Achieve the Daily Private Victory.	• The four dimensions (body, mind, heart, spirit) • Overcoming obstacles