

Seven Habits Public Victory

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PUBLIC VICTORY!!!! That's where you succeed with other people :) If you master the first 3 habits you will already be very effective...alone...in your room. But if you add on the next 3 habits, then you'll have a fantastic life full of great relationships. You'll be part of groups that make a difference in the world. It's an important part of being Effective, which is what the 7 Habits are all about. Before we get to Habits 4-6 we are going to talk about relationships.

Relationship Bank Accounts

We are constantly putting in deposits and making withdrawals from our relationships. And so is everyone else. When someone offers you a compliment, they are making a deposit. When that person tells you something hurtful, they are making a withdrawal. We all do it, because we're not perfect. But we need to make (and get) more deposits than withdrawals. So here is a list of things for you to consider when you think about a relationship in your life:

- Keep your promises
- Do small acts of kindness
- Be loyal
- Listen
- Say you're sorry
- Set Clear Expectations

"Keep in mind that the true measure of an individual is how he treats a person who can do him absolutely no good." Ann Landers

HABIT 4: Think Win-Win

How would you like to feel happy when others succeed and maybe even help them to do it? People with a Win-Win attitude do just that!!! When you are deciding something with another person (like

what movie to watch), you are about to participate in one of the following scenarios. Win-Win is the best because both parties walk away happy with the outcome.

Win-Lose: You win, they lose. That's okay because you still win, right? Nope. People who choose this scenario use other people to get what they want. They also damage relationships and tend to have all kinds of icky emotions like jealousy. There is little satisfaction in getting the prize...alone. In this situation you are watching the movie you wanted to watch, sure, but nobody feels very friendly towards you.

Lose-Win: This seems a little crazy. Why would a person choose to lose and let the other person win? Maybe they are feeling (and acting) like a doormat. Oftentimes, the person who chooses Lose might do so because they hope the other person will like them or because they don't feel like anyone could like them. They sit there watching a movie that they don't like!

Lose-Lose: In this scenario we have both people choosing to lose, which sounds kind of crazy. But think about it this way, if I don't want you to win so badly that I pick a scenario where we both lose? That's some serious dysfunction. But it happens all the time (think a break up or divorce) and people lose out on the opportunity to strengthen relationships or to walk away still on friendly terms. They sit there watching the movie that neither of them like.

No Deal: A true Win-Win allows for you and the other person (or people) to walk away from the discussion agreeing to disagree. This isn't a Lose-Lose situation because you decided that if you couldn't agree on which movie to watch then you

wouldn't watch a movie at all. Maybe you would play a game or jump on the trampoline instead.

Give yourself a little assessment:

How often do I feel like I'm competing against people in everyday situations?

Do I compare myself to people? Do I change the way I act, dress, behave, or respond because of it?

When I'm deciding something with another person, can I express my real opinion and do so without attacking theirs?

HABIT 5: Seek First to Understand, Then to Be Understood

"Before I can walk in another's shoes, I must first remove my own." Unknown

Sometimes we are so busy trying to be heard that we don't listen. Most of your brain is planning what you are going to say next rather than listening to what is being said. Why is that? Who knows? It takes training and disciplining our minds to actually learn to listen. Do you ever do any of these?

Bad Listening Habits

Spacing Out (Huh?)

Never ____ Sometimes ____ Way too much ____

Pretend Listening (Yeah, yeah, yeah...)

Never ____ Sometimes ____ Way too much ____

Selective Listening (I hear the stuff I like to hear)

Never ____ Sometimes ____ Way too much ____

Word Listening (I hear your words but I don't listen to your feelings)

Never ____ Sometimes ____ Way too much ____

Self-Centered Listening (and Responding)

Judging (you are a loser, what a stupid thing to do)

Never ____ Sometimes ____ Way too much ____

Advising (I think you should...)

Never ____ Sometimes ____ Way too much ____

Probing (interrogation)

Never ____ Sometimes ____ Way too much ____

Empathic Listening (and Responding)

We listen to the words but we also listen to the feelings behind the words. They are not always congruent (that's another way of saying that they don't always have the same meaning).

"I hate my life!"

A good response might be, "Sounds like you're pretty discouraged."

HABIT 6: Synergize

Synergy happens when two or more people work together to create something better than they could have created alone.

To build synergy each member of the group needs to:

- Define the problem or opportunity
- Brainstorm ideas
- Look for and value differences
- Be willing to look at multiple solutions
- Be open to other people's solutions being better than your own (as well as your solutions being better than others)
- Find the High Way (the best solution)

Types of People Often Found in a Group

Can you recognize yourself in one of these?

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|--------------|---|
| Plodders: | sure and steady, stick to a job until it's done |
| Followers: | Supportive of leaders, hear a great idea and run with it. |
| Innovators: | Creative, idea people. Offer sparks. |
| Harmonizers: | Provide unity and support; encouraging |
| Show-offs: | Fun to work with, can be tough sometimes but they add spice and momentum to the team. |

Synergy Categories

If you happen to look at this before the session, you have a much better chance of winning. Find people at the conference who fit in these categories, write their names in the square. Being Proactive is sometimes very, very helpful.

Lives in a different State	Is 16 or older	Likes Country music	Favorite color: Purple
Plays on a sport team	Plays the violin	Takes gymnastics class	Eats sushi
Knows how to program	Wears glasses	Is 13 years old	Has read LOTR
Loves Shakespeare	Does martial arts	Loves to draw	BONUS Square