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Think Win/Win

When it comes to human relationships, the ability to resolve problems and issues is a problematic subject matter. Responses to these problems vary person to person in which each individual will react differently to the complication. In *The Seven Habits of Highly Effective People*, Stephen R. Covey brings forth the Six Paradigms of Human Interaction. Within these Six Paradigms are Win/Lose, Lose/Win, Lose/Lose, Win, and Win/Win or No Deal.

Win/Win is the idea of mutual benefit and success. With Win/Win, both parties of the dispute congregate to reach a collective understanding, and more importantly a mutually satisfying decision. Utilizing a Win/Win mentality means that the individual must believe in the idea that despite the want to succeed, it doesn't exclude the opposing party's success. This concept allows the emergence of a Third Alternative: allowing a "better way, a higher way" (Covey).

Another prominent paradigm is Win/Lose. This is the concept that in order for one to reach their desired outcome, the other side must be excluded from their success. People with Win/Lose mentalities often exploit their power, possessions, or credentials to get their way. A Win/Lose mentality is often formed within an individual's personality due to the lack of emotional affirmation or support from their parents at a young age. This is because when a child is withdrawn of love or patience due to the comparison of others, he or she develops the idea of competing for love. As a result, when the child bases their value and worth on the affirmation

and acceptance of their parents, they are molded and shaped to have a Win/Lose mentality. An example of this would be a younger brother feeling that his parents love his sister more than him. From this the younger brother would reach the conclusion that he is less valuable and compete to win his love from his parents. Win/Lose mentality may be good to have in a competitive state or low trust situation. Despite this, we do not live our lives competitively. For example, a marriage is not a competition in which some people ask “Who is winning in the marriage?”. Such question can not be answered because in a marriage when both spouses aren't winning, both spouses are losing. When two Win/Lose individuals reach a conflict, often times it results in Lose/Lose. This is because when both parties are stubborn and ego driven, they are unable to reach a mutual agreement due to their constant clash of personality. Despite one's desire to win, some people are so concentrated and centered on the opposing individual, that they allow their desire for the other party to lose to completely blind themselves.

While some people always result to Win/Lose to solve their problems, there are also individuals with Lose/Win mindsets. Having a Lose/Win mindset is much worse than Win/Lose because it holds no standard to oneself. Lose/Win people have no vision and no demand for others and are quick to please and appease the opposing party. Having a Lose/Win mentality also makes the individual suppress their true feelings and later emerges to become a bigger problem.

In some situations such as athletics and tests, Win/Lose mentalities may be beneficial but when is it good to have a Lose/Win mentality. When a debate or issue that doesn't seem important enough to argue or fight over a Lose/Win mentality would benefit in which you are being the bigger person and accepting the outcome. Another example would be if you didn't value the relationship that much, so giving into their success would be much easier. Other than

these particular circumstances, it is usually good to think Win/Win. Thinking Win/Win takes a lot of self awareness and the ability to mutually learn. To push for a Win/Win solution takes courage to accomplish, especially when encountering a Win/Lose individual. Thinking Win/Win in itself is a form of proactiveness in which to think Win/Win, one must formulate ideas and reason beforehand to achieve communal acceptance and understanding.