

Will You Win or Lose?

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.

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.

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.

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.

Win

“As long as I win, I don’t care if you win or lose.”

People who hold a “win” paradigm think only of getting what they want. Although they don’t necessarily want others to lose they are personally set on winning.

Win-Win or No Deal

“Let’s find a solution that works for both of us, or let’s not play.”

Win-Win or No Deal is the highest form of win-win. People who adopt this paradigm seek first for win-win. If they cannot find an acceptable solution, they agree to disagree agreeably.