

PART 3
**The Public
Victory**

**THE RELATIONSHIP
BANK ACCOUNT**

**“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

How would you define a
Public Victory?



**PUBLIC
VICTORY:**

Success with other people; your ability
to get along with others.

Find a Friend – for this activity, you'll need to involve a friend, parent, or guardian. Start the conversation by asking them what they think a Public Victory is. Once you have a better understanding of their views, speak to them about the Relationship Bank Account.

Describe to them how the Relationship Bank Account works and why it is important.

Proof of Purchase Game

Craft your own Relationship Bank Account Deposit Slip. Get as creative as you like. However, make sure that your Deposit Slip includes the following:

- ⦿ Date
- ⦿ Deposit / Action
- ⦿ Dollar Amount (\$)
- ⦿ Signature

11/04/22	
Date	
Listened to my sister talk about her day	
Deposit	
\$ 99246	
	<i>Enliant</i>
	Signature

Refer to pp. 132-133.

Make several copies of your Relationship Bank Account slip. Give one to anyone who makes a deposit with you. This is like a thank-you note and will let the person know the value of the deposit he or she made with you.

Habit 4: Think Win-Win

The All You Can Eat Buffet

**“ME LIFT THEE,
AND THEE LIFT ME,
AND WE’LL BOTH
ASCEND
TOGETHER.”**

— JOHN GREENLEAF WHITTIER

What is win-win?



**THINKING WIN-WIN
IS THE FOUNDATION
FOR GETTING ALONG WITH
OTHER PEOPLE.**

Write your definition of win-win thinking. Once you have your description, share it with a friend. Use examples from your own life.

Complete the following sentences using the Notes feature or this workbook.

Refer to pp. 147-154.

- ⦿ It is hardest for me to think win-win when:

I'm under pressure and am struggling to meet a deadline

- ⦿ It is easiest for me to think win-win when:

When I am calm and can open my mind to any possibility

- ⦿ When I practice win-win thinking, I enjoy the following benefits: Being happier, calmer thinking I've won.

Now that you have a better understanding of win-win, let's look at the other side.

What is win-lose?



When people only want to win and don't care if others lose.



Using the Notes feature or this workbook, write about an experience where you had a win-lose mentality.

How did you feel?
Would you do things differently now?

Write Your Response Here.

When I had to go to work instead of hanging out with my friends. I thought going to work was a loss and hanging out with my friends was a win. If I didn't go to work my co-workers would've lost but I would've won.

What is lose-win?



When people allow others to win even when it means they lose.

Using the Notes feature or this workbook, write about an experience where you practiced lose-win or someone acted in a lose-win way toward you. How did you feel?

Write Your Response Here.

When I swapped seats with a guy on a plane so he could sit with his family. He won because he got to sit with his family and I lost because I wasn't in the aisle seat anymore.

What is lose-lose?



When people believe that if they go down, then others must go down with them.

Using the Notes feature or this workbook, list some lose-lose examples from history or current news events.

Write Your Response Here.

A lose lose situation is when Russia invaded Ukraine. Russia is losing soldiers and killing Ukrainians for a little piece of land. Russia is losing, and Ukraine is losing.

The following exercise will help you start living Habit 4.

List a specific situation that you may face in the next seven days that will require win-win thinking. It might be during a music lesson, at work, in a challenging class, or at home with your family. How will you prepare yourself to think win-win?

Write Your Response Here.

A win win situation is when I'm at home having to do homework. Normally I'd think in losing by having to take the time to do the work and winning by procrastinating and not doing it. Next week, I will think that I am winning by getting the assignment out of the way, and winning by learning valuable information.

Later, record the experience as it actually happened. Write what the experience taught you about thinking win-win.

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

Habit 5: Seek First to Understand, Then to Be Understood means listen first, talk second; see things from another person's point of view before sharing your own.

When was the last time you tried walking in someone else's shoes? What was the experience like – actually trying to consider another person's point of view or idea before sharing yours?

Using the Notes feature or this workbook, describe what happened and what you learned.

Write Your Response Here.

I tried to imagine what it would be like being a Ukrainian civilian while the Russians are invading your home. The experience was humbling as I could not imagine fighter jets, and bombs coming down and destroying deep core.

DICTIONARY GAME!



Write your own definition of the following listening styles:

⊙ Spacing Out:

Pretending we are listening but just day dreaming

⊙ Pretend Listening:

Pretending to listen and daydreaming but making comments every once in a while

⊙ Selective Listening:

Only pay attention to the part of the conversation that interests us

⊙ Word Listening:

Actually paying attention but only listening to the words, not the meaning behind them

⊙ Self-Centered Listening:

When we only see stuff from our point of view and don't seek to understand

⊙ Genuine Listening:

Listening with our whole body, and whole attention.

Refer to pp. 168-171.



What is mirroring? It is repeating back in your own words what another person is saying and feeling. You don't judge or give advice.

Read the following statement:

"I feel so ugly. Nobody will ever ask me to prom!"

A mirroring response could be:

"It sounds like you are discouraged about not being asked to the prom."

Now try some of your own. Think of mirroring responses for each of the following situations.

1

"No, you are not going out tonight!"

How would you respond using the mirroring technique? Feel free to say it out loud, write it down using the Notes feature or inside this workbook.

2

"You said I was the only one you wanted to be with, but that's not what I heard!"

Now that you understand, you need to be understood. To be understood requires courage.

“Then to Be Understood”: This half of Habit 5 requires the courage to speak up.

When do you have the most difficult time giving feedback to others? Why?

If you genuinely listen to another person, what happens when you then express your feelings, ideas, suggestions, or opinions?

When was the last time you kept your thoughts and feelings to yourself even though you really wanted to share them? Why didn't you share them? How did you feel about it?

Now that you have analyzed your actions, what can you do to improve your practice of the second half of Habit 5, “Then to Be Understood”?



Habit 6: **SYNERGIZE**

**“DIFFERENCES
CHALLENGE ASSUMPTIONS.”**

– ANNE WILSON SCHAEF



Synergy is when two or more people work together to create a better solution than either could alone.

To build and create synergy, you have to look for it. You have to see that each individual is unique and value that uniqueness. Name some synergistic relationships in nature, in your school and in your home. For example, sequoia trees and the flight formation of geese both demonstrate synergistic relationships in nature.

See how many different people you can learn about by completing the Synergy Boxes exercise. Write six more descriptions on the next screen. Now, go and find people that match the descriptions and write their names in the appropriate box. See how many names you can write in each box during the next two days.

THE SYNERGY BOXES

add your own descriptions in the blank boxes

Writes Stories, Plays or Poetry	Madame Hererra	Nate Fraser Klein
Eliot	Speaks More Than One Language	An Excellent Athlete
Cooks Extremely Well	Katya Hoffmann	Jakub
Plays a Musical Instrument	Caillin	Enjoys Studying Plants and Animals

Completing the Synergy Boxes exercise shows the importance of diversity and how each person is unique. But what about you? How are you different from others?

Refer to pp. 183-184.

THINK. DISCUSS. ANSWER.

1

Some people love to be with groups of people. Some people like to spend much of their time alone. How do you prefer to spend your time? Why?

I prefer to spend my time with others since it is more fun to socialize, laugh, hangout.

2

Some people are dreamers; they're always thinking of new possibilities, new ways of doing things. Some people are very practical; they like to study the world and know how to do things. Which type of person are you? Why?

I am a more practical thinker. It is more logical to think this way.

3

Some people make decisions based on their feelings and how they think others might feel. Other people make decisions based on facts. How do you prefer to make decisions? Why?

I make decisions based on how others feel, as my mum taught me not to be

4 so self-centred since I was little

Some people like their lives planned out and scheduled. Other people like to be surprised or just see what happens. Which way do you prefer? Why?

I like to go with the flow and be surprised. It doesn't feel like living when you have every hour of every day planned out.

The High Way

The “high” way is finding a better solution than win-lose, lose-win, or lose-lose, and it always produces more.

For this game you’ll need to use the Notes feature or write in this workbook.

- ⦿ Keep track of an important issue that you, your community, your school, or your family is facing right now. Maybe it’s violence at school, a dress code, or a community issue, such as changing the curfew for teenagers.

Issue / Problem

- ⦿ Organize a group of four or more people to discuss the issue you chose. Individually, think of ways to improve or change the problem.
- ⦿ Fill in some bubbles with the different solutions each of you come up with.

Gaming in class

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ban games from
wifi
network

Sit at
front of
class

enforce
punishments
for gaming

Call out
students for
gaming

take
away iPads

when talking,
ask for
"apples up"

walk around
classroom to
check for gaming

students
sent to
Principle for
gaming

ask
peers to
enforce
rule

- Use your imagination as you brainstorm new ideas.
- Together, decide which solution will make the biggest difference. Write your group's idea in the solution box. Be sure to use the habit of synergy.

Write Your Idea Here.

Sending students to the principle for gaming is the best solution as the students will be very weary of going to the principle so they just won't game altogether.

The following activities will help you dive into Habit 6. Choose two of them to complete and share your results with someone.

- ⦿ Find a safe international pen-pal club on the Internet and submit your name. This will allow you to get to know people from different cultural backgrounds.
- ⦿ Invite someone from a different cultural background to lunch. Ask about his or her country and unique customs.
- ⦿ Before you turn in your next class writing assignment or project, ask a friend to review it and make suggestions. Be prepared to make changes based on the new insights you receive.
- ⦿ Record any of the above experiences using the Notes feature or this workbook. This will help you keep track of what you learned about synergy.
- ⦿ Review the Baby Steps on p. 202.

Refer to p. 195.