

The 7 Habits of Highly Effective People

Habit 4: Think Win/Win

1. Principles of Interpersonal Leadership、『彼此接納建立』摘要…

- ▶ 『錯誤的思考框架、Flawed Paradigm』：
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- ▶ 『人際關係的六個框架、Six Paradigms of Human Interaction』：
 - Win/Win, Win/Lose, Lose/Win, Lose/Lose, Win, Win/Win or No Deal
- ▶ 『雙贏的五個層面、Five Dimensions of Win/Win』：
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- ▶ 『品格、Character』：
 - Integrity, Maturity (Balance between Courage and Consideration), Abundance Mentality,
- ▶ 『關係、Relationship』：
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- ▶ 『協議、Agreement』：
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- ▶ 『雙贏管理訓練、Win/Win Management Training』：
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- ▶ 『支援系統、Win/Win Performance Agreements』：
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- ▶ 『支援系統、Supportive System』：
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- ▶ 『過程、Process』：

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- ▶ 『應用建議、Applicaion Suggestion』：

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2. 相關的經文…

- ▶ 關於『雙贏、Win/Win』：

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- ▶ 關於『豐盛心態、Abundance Mentality』：

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- ▶ 關於『關係、Relationship』：

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- ▶ 關於『互相建立、Build up Each Other』：

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3. 分享與討論…

- ▶ 在這次的主題閱讀中，印象最深刻、或是對自己最有幫助的概念是什麼？

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- ▶ 對於『雙贏』與『互相建立』有什麼樣的心得？

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- ▶ 有沒有什麼其他的分享？

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4. 我們的回應…

🦋 我們的回應：

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📖 背誦經文：

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5. 摘要…

- ▶ Think Win-Win isn't about being nice, nor is it a quick-fix technique. It is a character-based code for human interaction and collaboration.

雙贏思維（Think Win-Win）並不是單純的『對人好』，也不是一種速成的技巧；它是一種以品格為基礎的人際互動與合作原則。

- ▶ Most of us learn to base our self-worth on comparisons and competition. We think about succeeding in terms of someone else failing--that is, if I win, you lose; or if you win, I lose. Life becomes a zero-sum game. There is only so much pie to go around, and if you get a big piece, there is less for me; it's not fair, and I'm going to make sure you don't get anymore. We all play the game, but how much fun is it really?

我們大多數人從小學會用比較與競爭來建立自我價值。我們把成功看成是建立在別人的失敗之上——也就是說，如果我贏了，你就輸了；或者如果你贏了，我就輸了。於是，人生變成一場零和遊戲。資源就像一個有限的餅，你多拿一塊，我就少一塊；這樣不公平，所以我會設法讓你不能再多得。大家都在玩這場遊戲，但這樣真的快樂嗎？

- ▶ Win-win sees life as a cooperative arena, not a competitive one. Win-win is a frame of mind and heart that constantly seeks mutual benefit in all human interactions. Win-win means agreements or solutions are mutually beneficial and satisfying. We both get to eat the pie, and it tastes pretty darn good!

雙贏的觀點，將人生看作一個合作的場域，而不是競爭的戰場。雙贏是一種心態，也是一種心靈的態度，在一切人際互動中不斷尋求彼此的益處。雙贏意味著，所達成的協議或解決方案，是對雙方都有益且令人滿意的。我們都能一起分享那塊餅，而且吃起來真的很好！

- ▶ A person or organization that approaches conflicts with a win-win attitude possesses three vital character traits:

Integrity: sticking with your true feelings, values, and commitments.

Maturity: expressing your ideas and feelings with courage and consideration for the ideas and feelings of others.

Abundance Mentality: believing there is plenty for everyone.

一個人或一個組織，若以雙贏的態度面對衝突，必須具備三個重要的品格特質：

『誠信、Integrity』：忠於自己真實的感受、價值與承諾。

『成熟、Maturity』：在表達自己想法與感受時，同時兼顧他人的想法與感受，既有『勇氣』也有『體諒』。

『豐盛的心態、Abundance Mentality』：相信資源足夠，每個人都可以得著。

- ▶ Many people think in terms of either/or: either you're nice or you're tough. Win-win requires that you be both. It is a balancing act between courage and consideration. To go for win-win, you not only have to be empathic, but you also have to be confident. You not only have to be considerate and sensitive, you also have to be brave. To do that--to achieve that balance between courage and consideration--is the essence of real maturity and is fundamental to win-win.

許多人習慣用「非此即彼」的方式思考：要嘛你是溫和的，要嘛你是強硬的。然而雙贏要求我們同時具備兩者。它是一種在『勇氣』與『體諒』之間取得平衡的藝術。要實踐雙贏，你不僅需要同理心，也需要自信；不僅要體貼敏銳，也要勇敢堅定。而這種在『勇氣』與『體諒』之間取得平衡的能力，正是真正成熟的本質，也是雙贏思維的核心。