

The 7 Habits of Highly Effective People

Habit 6: Synergize

1. Principles of Creative Cooperation、『互相協同配搭』摘要…

- ▶ 『協同配搭、Synergy』：
 - What is synergy? Simply defined, it means that the whole is greater than the sum of its parts.
 - The essence of synergy is to value differences—to respect them, to build on strengths, to compensate for weaknesses.
- ▶ 『協同的溝通、Synergistic Communication』：
 - When you communicate synergistically, you are simply opening your mind and heart and expressions to new possibilities, new alternatives, new options.
 - This represents one of the great tragedies and wastes in life, because so much potential remains untapped—completely undeveloped and unused.
- ▶ 『教室裡的協同配搭、Synergy in the Classroom』：
 - The more authentic you become, the more genuine in your expression, particularly regarding personal experiences and even self-doubts, the more people can relate to your expression and the safer it makes them feel to express themselves.
- ▶ 『事務上的協同配搭、Synergy in Business』：
 - They were to come to the meeting prepared to listen rather than to present, prepared to create and synergize rather than to defend and protect.
- ▶ 『協同與溝通、Synergy and Communication』：
 - The respect among the members of the commission was so high that if there was disagreement, instead of opposition and defense, there was a genuine effort to understand. The attitude was “If a person of your intelligence and competence and commitment disagrees with me, then there must be something to your disagreement that I don’t understand, and I need to understand it..
- ▶ 『尋找第三個替代方案、Fishing for the Third Alternative』：
 - So they pool those desires. And they’re not on opposite sides of the problem. They’re together on one side, looking at the problem, understanding the needs, and working to create a third alternative that will meet them.
 - Instead of a transaction, it’s a transformation. They get what they both really want and build their relationship in the process.
- ▶ 『負面的協同、Negative Synergy』：
 - They don’t realize that the very strength of the relationship is in having another point of view.
 - Sameness is not oneness; uniformity is not unity. Unity, or oneness, is complementariness, not sameness. Sameness is uncreative… and boring. The essence of synergy is to value the differences.

- When a person has access to both the intuitive, creative, and visual right brain, and the analytical, logical, verbal left brain, then the whole brain is working. In other words, there is psychic synergy taking place in our own head.
- ▶ 『看重彼此的不同、Valuing the Differences』：
 - Valuing the differences is the essence of synergy—the mental, the emotional, the psychological differences between people. And the key to valuing those differences is to realize that all people see the world, not as it is, but as they are.
 - Is it logical that two people can disagree and that both can be right? It's not logical: it's psychological.
- ▶ 『力道的分析、Forth Field Analysis』：
 - You create an atmosphere in which it is safe to talk about these forces. You unfreeze them, loosen them up, and create new insights that actually transform those restraining forces into driving ones.
- ▶ 『所有的自然都是協同的、All Nature is Synergistic』：
 - Ecology is a word which basically describes the synergism in nature—everything is related to everything else. It's in the relationship that creative powers are maximized, just as the real power in these Seven Habits is in their relationship to each other, not just in the individual habits themselves.
 - You can value the difference in other people. When someone disagrees with you, you can say, “Good! You see it differently.” You don't have to agree with them; you can simply affirm them. And you can seek to understand.
 - When you see only two alternatives—yours and the “wrong” one—you can look for a synergistic third alternative. There's almost always a third alternative, and if you work with a Win/Win philosophy and really seek to understand, you usually can find a solution that will be better for everyone concerned.

2. 相關的經文…

- ▶ 關於『協同配搭、Synergy』：
 - 身子原不是一個肢體、乃是許多肢體。
Our bodies don't have just one part. They have many parts.
(哥林多前書：十二14, CEV)
 - 兩個人總比一個人好、因為二人勞碌同得美好的果效。
Two are better off than one, because together they can work more effectively.
(傳道書：四9, GNT)
- ▶ 關於『協同的溝通、Synergistic Communication』：
 - 所以你們該彼此勸慰、互相建立、正如你們素常所行的。
So encourage each other and build each other up, just as you are already doing.
(帖撒羅尼迦前書：五11, NLT)
 - 只要隨事說造就人的好話、叫聽見的人得益處。
Let everything you say be good and helpful, so that your words will be an encouragement to those who hear them. (以弗所書：四29, NLT)

▶ 關於『看重彼此的不同、Valuing the Differences』：

- 凡事不可結黨、不可貪圖虛浮的榮耀，只要存心謙卑、各人看別人比自己強。

Do nothing out of selfish ambition or vain conceit. Rather, in humility value others above yourselves. (腓立比書：二3, NIV)

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『協同配搭』與『看重彼此的不同』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…

- ▶ To put it simply, synergy means "two heads are better than one." Synergize is the habit of creative cooperation. It is teamwork, open-mindedness, and the adventure of finding new solutions to old problems. But it doesn't just happen on its own. It's a process, and through that process, people bring all their personal experience and expertise to the table. Together, they can produce far better results than they could individually. Synergy lets us discover jointly things we are much less likely to discover by ourselves. It is the idea that the whole is greater than the sum of the parts. One plus one equals three, or six, or sixty--you name it.

簡單說，協同效應（Synergy）就是「三個臭皮匠，勝過一個諸葛亮」。協同合作是一種創意合作的習慣：它包含團隊合作、開放心胸，以及一同為舊問題尋找新解決方法的冒險。但它不會自然而然發生；它是一個過程。在這過程中，每個人都把自己的經驗與專長帶到一起。眾人合作所能產生的成果，遠勝於個人單打獨鬥所能達到的。協同合作使我們能共同發現那些靠自己很難發現的事。它所表達的觀念是：整體大於各部分的總和。一加一可以等於三、六，甚至六十——端看我們如何合作。

- ▶ When people begin to interact together genuinely, and they're open to each other's influence, they begin to gain new insight. The capability of inventing new approaches is increased exponentially because of differences.

當人們開始真誠地彼此互動，並且願意接受彼此的影響時，就會獲得新的洞見。正因為彼此存在差異，創造新方法與新途徑的能力便會呈倍數增長。

- ▶ Valuing differences is what really drives synergy. Do you truly value the mental, emotional, and psychological differences among people? Or do you wish everyone would just agree with you so you could all get along? Many people mistake uniformity for unity; sameness for oneness. One word--boring! Differences should be seen as strengths, not weaknesses. They add zest to life. 真正推動協同合作的，是珍視彼此的差異。你是否真心看重人與人之間在思想、情感與心理上的不同？還是只希望每個人都同意你，好讓大家相安無事？許多人誤把「一致」當作「合一」，把「相同」當作「同心」。用一個字形容：乏味！差異應被視為優勢，而不是弱點；它使生命更加豐富多彩。