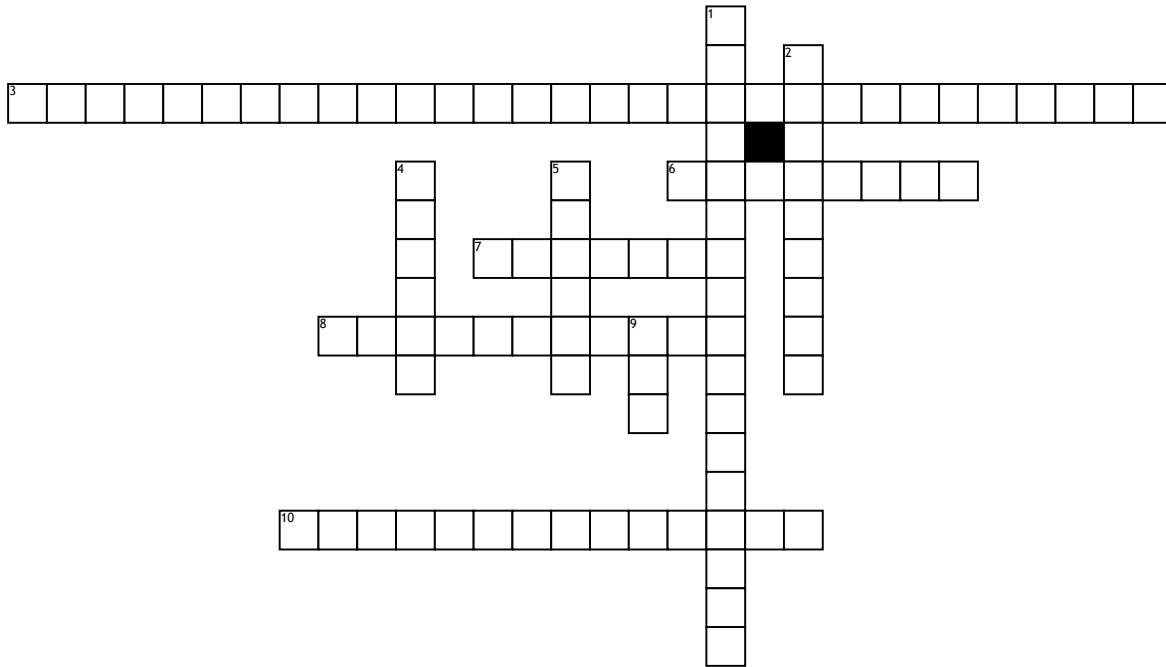


Habit 4- Think Win-win



Across

- 3. What are- Win/Win, Lose/Lose, Win/Lose, Win, Lose/Win, Win/Win, No Deal
- 6. What is the result of encounters between two Win/Lose individuals. Also the philosophy of highly dependent people.
- 7. What is the use of position, power, credentials, possessions or personality to get one's way. The win/lose mentality is dysfunctional to interdependence.
- 8. What is the Principle of Interpersonal Leadership
- 10. If we can't find a solution that would benefit both parties

Down

- 1. What are many executives, managers and parents oscillate between
- 2. What is the value we place on ourselves.
- 4. What is agreements or solutions are mutually beneficial A belief in the Third Alternative -- a better way
- 5. Which Option is Best?
- 9. What is the following- Win at all costs. Other people don't matter. The most common approach in everyday negotiation.