

Journey Church Hawaii  
A Biblical View of The 7 Habits of Highly Effective People  
Habit Four: Think Win/Win  
Matthew 7:12  
Pastor John Honold  
August 13, 2017

- I. Think Win/Win and Five Other Paradigms of Human Interaction
  - A. Think Win/Win [Matthew 7:12]
    - 1. Continually seek mutual benefit in all interactions [Phil 2:1-4]
    - 2. “Cooperative, not Competitive” [John 21:21-22; 1 Cor 9:24-27]
    - 3. Abundance Mentality [Psalm 50:10]
  - B. Win/Lose
    - 1. “I get my way, you don’t get yours”
    - 2. Positional authority and/or Personality to get my way
    - 3. While there is a place for W/L [IE: athletics and low trust situations], most of life is NOT competition against another
  - C. Lose/Win
    - 1. Quick to please or appease; little courage to express their own feelings/convictions; easily intimidated by the ego strengths of others
    - 2. Capitulation; giving in or giving up
    - 3. Bury feelings [re-surface as psychosomatic illness, anger/rage; cynicism]
  - D. Lose/Lose
    - 1. When 2 W/L’s collide; both lose
    - 2. Vindictive; “get back/get even”; adversarial; mean-spirited
  - E. Win
    - 1. The only thing that matters is that I get what I want; no concern others
  - F. Win/Win or No Deal
    - 1. Can’t find a mutually beneficial solution; agree to disagree “amicably”
    - 2. Do not partner [at this time]; difference of values & objectives
- II. 5 Keys to Win/Win Interdependence
  - A. Character [integrity & emotional maturity]
  - B. Relationships [Emotional Bank Account]
  - C. Agreements
    - 1. Responsibilities
    - 2. Expectations
    - 3. Accountability [rewards/consequences]
  - D. Consistency: “You get what you reward”
  - E. Processes [Principles; John 15:7 & Leading by Example; 1 Cor 11:1]
- III. Rooted and Established in Love Together [Ephesians 3:17-19]