



## **Habit 4 Think Win-Win: The Habit of Mutual Benefit (7 Habits of Highly Effective People Signature)**

*Stephen R. Covey*

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Habit 4: Think Win-Win is about 'ensuring that all agreements or solutions are mutually beneficial, mutually satisfying.' Dr. Stephen R. Covey leads listeners through an exploration of six different paradigms (patterns of thoughts and behaviour) and reveals the win/win paradigm that will create a 'higher way' toward meaningful-and mutual-successes. In this in-depth exploration of Habit 4, you will hear Dr. Covey explain why Win/Win is the only real alternative in interdependent realities. Including discussions of character, integrity, and maturity, Dr. Covey also teaches listeners how to create an 'abundance mentality' so that they can 'take personal joy, satisfaction, and fulfilment and turn it outward, appreciating the uniqueness, the inner direction, the proactive nature of others.' This is not pop psychology or simply a trendy catch phrase. Rather, Dr. Covey helps the listener examine the character attributes that lead to behaviours. By living with honesty, integrity, kindness, and other time-tested principles, listeners find the real keys to changing unwanted behaviours.



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