# Introduction

Habit 6 is about achieving synergy, which is the RESULT of Habits 4 and 5. It is important to recognize how these habits are tools needed to create Synergy. The focus of this journal is understanding and applying what you have learned to help you work with another person to achieve creative cooperation.

# Understanding Key Concepts

1. Define synergy.
2. The first step to finding a Third Alternative is **Check Willingness**.
   1. What did you learn from Habit 4 that could make you more willing to work with others?

* 1. How can Habit 4 help you to both recognize problems that exist and help you to resolve those problems when working with others?

1. The second step is **Reflect Viewpoints**. What did you learn from Habit 5 that could help you understand other viewpoints?
2. What is a **Third Alternative**? (Include an example of a 3rd alternative in your explanation.)

# Applying the Concepts

1. Who is an important person in your life who sees things *very differently* than you do? How would pursuing a 3rd Alternative change this relationship? Are you willing to make the effort?
2. **Describe 2 key differences** between you and this person. How do **YOU** deal with these differences (tolerate, accept, value, or celebrate)? Why?
3. **Recognize 2 blocks to synergy**—what blocks can you identify in this relationship? Explain why you think they are blocks to synergy. *(Some examples of blocks to synergy include personality traits, different paradigms or expectations, miscommunication, lack of respect for the other person, etc.)*

***Habit 4*** *is about your attitude and thinking win-win. Think about key concepts in Habit 4, including win-lose thinking, courage and consideration, and abundance vs. scarcity.*

1. How would you describe your attitude toward this relationship? In other words, what is your paradigm (win-lose, lose-win, etc.) in this relationship? What changes can you make?

***Habit 5*** *is about seeking to understand another person’s point of view and listening* ***without*** *the intent to reply.*

1. What can you do to better understand this person? How can you use what you learned in Habit 5 to improve this relationship?

***DEVELOP a SPECIFIC STRATEGY*** *to work toward significant change in this relationship. This strategy will only be effective if you work within YOUR circle of influence, meaning focus on changes YOU can make and things YOU can do. Answer the questions below to help you think about a strategy from different angles.*

1. ***How*** will **YOU** address your blocks to synergy?
2. ***How*** will **YOU** change your attitude to more of a win-win approach?
3. ***How*** will **YOU** incorporate the essence of listening to understand?
4. ***How*** will **YOU** modify your behaviors and/or habits to achieve synergy?

***PRACTICE YOUR STRATEGY.*** *Doing something is a significant part of this learning journal. Developing a well-thought-out strategy is important, but unless you put it to use, the strategy is “stuck” in a theoretical context; it’s not real!*

1. What have you been able to do? What more will you do after completing this learning journal?

# Reflecting on Your Learning

1. What do you need to know about yourself if you want to achieve synergy when working with others?
2. What do you need to understand about other people if you want to achieve synergy when working with them?
3. What is a public victory?How do Habits 4, 5, and 6 work together to help you work with other people to achieve a public victory?