Principles of Creative Cooperation

- Synergy. The whole is greater than the sum of its parts.

Synergy and Communication

- The lowest level of communication coming out of low trust situations is characterized by defensiveness, protectiveness, and legalistic language.
- The middle level of communication is respectful communication -- where fairly mature people communicate.
- The highest level of communication is synergistic (win/win) communication.

Fishing for the Third Alternative

- In many compromise situations there is usually a third alternative.
- Synergistic third alternatives are often better for both parties than their original alternatives.
Valuing the Differences

- Valuing the differences is the essence of synergy.
- The truly effective person has the humility and reverence to recognize his own perceptual limitations and to realize the rich resources available through interaction with the hearts and minds of other people.
- If two people have the same opinion, one person is unnecessary.

Conclusion

- You don’t have to take insults personally.
- You can sidestep negative energy.
- You can look for the good in others.
- You can express ideas, feelings, and experiences in a way that will encourage others to be open also.
SYNERGY'S A-LIST

HAVE A HEALTHY RESPECT FOR DIVERSITY
  Everyone is unique and original just like you.

BE ABLE TO RELAX AROUND OTHERS
  Being wound too tight is for watches

VALUE OPINIONS WHETHER YOU AGREE OR NOT
  Leave "My Way" to Frank

CREATE BALANCE
  The idea is to give and take without being piggy about it

DEVLEOP TRUST
  Tough right out of the chute but worth it in the end

DISCOVER AND SHARE COMMON INTERESTS
  Go out of your way to mind-meld often

HUMOR
  Never leave home without it

DON'T STEROTYPE
  You'll be wrong 100% of the time

BE REAL
  Enough said

\[1 \text{ "The Portable 7 Habits" Synergy: Connecting to the Power of Cooperation"} \]