

PLAYING *to* WIN

PLAYING NOT TO LOSE

(99% or less) operating from our limitations

Win/Lose or Lose/Win

Skeptical

Resists change

Reacts to world and others

Makes excuses

Detached

Plays it safe

Operates from scarcity

Wasteful

Meets expectations

Gives up

Critical

Over-think / Over-discuss

Driven by perfectionism

Resentful

Unforgiving

Withholding

Controlling

Entitled

Problem-focused

Self-serving

Stuck in obligation

What is the company doing for me?

PLAYING TO WIN

(100%) operating from our strengths

Win/Win – 100/100

Trusting

Embraces change

Responds to world and others

Accountable

Engaged

Takes risks

Operates from abundance

Resourceful

Exceeds expectations

Resilient

Accepting

Laser / Concise

Committed to excellence

Appreciative

Forgiving

Expanding

Flexible

Grateful

Solution-oriented

Team-player

Stands in contribution

What will I contribute to the company?