

## COMPETITIVE BEHAVIORS

## COOPERATIVE BEHAVIORS

FIGHTING TO WIN  NEGOTIATING TO RESOLVE CONFLICTS  
SO THAT EVERYBODY WINS

REVENGE  FORGIVENESS

POLARIZING  INCLUSION

RACISM, SEXISM, AGEISM, HOMOPHOBIA  RESPECT, UNDERSTANDING OR APPRECIATION OF  
UNIQUENESS AND DIFFERENCES

WINNING OR LOSING  BEING OK, MAKING OTHERS OK, DOING YOUR BEST,  
EXCELLENCE

HOARDING  SHARING

POWER PLAYS, PASSIVITY, GAMES  RESPONSIVE COMMUNICATION, INTIMACY

US VS. THEM  I-THOU, INTEGRATION

SECRETS  HONESTY, ONENESS

PARLIAMENTARY PROCEDURE  CONSENSUS

FIGHTING ILLNESS, DISEASE, PAIN  HEALING, TRANSCENDING, EXPLORING OPTIONS

COMPARISONS  APPRECIATING, UNDERSTANDING, RESPECTING  
BEST-WORST; RIGHT-WRONG DIFFERENCES, OPTIONS

VIOLENCE  COMMUNICATION, CONFLICT RESOLUTION, POSITIVE  
REGARD FOR SELF AND OTHERS

ORDERS  REQUESTS, SUGGESTIONS, INVITATIONS

FAILURES  MISTAKES, FURTHER LEARNING OPPORTUNITIES

CRITICISM, JUDGEMENTS  FEELINGS, INFORMATION, TEACHING, APPRECIATING  
DIFFERENCES

BLAME  RESPONSIBILITY, CONFRONTATION

SYMBIOSIS, CODEPENDENCY  INTERDEPENDENCE, AUTONOMY, SYNERGY

ENDINGS  TRANSITIONS

PROBLEMS  OPPORTUNITIES, OPTIONS

POWER OVER — CONTROL  COOPERATION — POWER WITH

FEAR, ENVY, HATE  LOVE

from USATAA-NET vol 15 no 2 spring/summer 97



OPINIONS AND FEELINGS ARE FREQUENTLY A PERSONAL TRIUMPH OVER GOOD THINKING  
YOU DEFINE REALITY BY WHAT YOU KNOW, WHAT YOU BELIEVE, AND WHAT YOU DO ABOUT IT.