



Some years back, I read a book titled "Productive Thinking". In the appendix, the insightful author, Max Wertheimer, describes an incident that prompted him to write this book.

His two sons were playing a court game. One was much older than the other. In scene one, the elder keeps winning, winning and winning; and the younger, in disgust, walks out of the court. Scene two sees the elder brother taking pity on his younger brother and playing the



game in such a way the younger always wins. This does NOT make the younger brother happy either. "Who wants this joke?" He walks out again.

Then the elder suggests to the younger: Let us sit down and think. "Think what?" asks the younger. "Think of a way by which we will so play the game that both of us win."

After a few minutes, they were in the court and both were winning! What did the magic? Changing the rules of the game. The rule was NOT who downs the other. The rule WAS: Let us see how long we can together keep the ball up!

A win-lose game became a win-win game! By changing the rules, the man-made rules.

The rules are not sacred. Our common well-being is sacred.

If we can make the rules, we can unmake them and remake them.

The rules can be so made that it is win-win. There is a commonly held belief that in a game one should win and another should lose.

"Otherwise, there is no fun." Almost implying that sadism is fun.

## From the Desk of Dr. Atthreya

Why not play up the belief :BOTH of us should have fun? That both of us should be able to smile at the finish of a game.

In life, the only healthy option is win-win. If it is win-lose, sooner than later, it will become lose-win and ultimately lose-lose.

This lose-lose phenomenon is occurring in families, companies and political parties, at accelerated tempo. People go about as if all the resulting misery is inevitable.

When we think of the implications for all of us, the only option we will like to exercise is the mature option, the manly option, the win-win option, you win-I win option.

That this is not common is because we have come to feel glad when the other person is sad and we go about as if that is a given, that the phenomenon is unalterable.

**WHILE AT SCHOOL, WE CAN ENCOURAGE CHILDREN TO GO FOR THE WIN-WIN APPROACH. THAT WILL MAKE FOR WELL BEING IN A FAMILY, IN AN ORGANISATION AND IN A SOCIETY.**

A question like this may arise: There are hundreds of competitive games, the I-win-you-lose games. Where are the win-win games?

A group has given the answer. It has



developed hundreds of cooperative games. When we play some of them, we can invent a few hundreds more OURSELVES.

Another question may arise: We should prepare our children for life. That means we should prepare them for competition. How else can we prepare our children for this competitive world?

A good question.

There is a good answer.

Countries have found answers to this question. They have found in COMPETITION an answer to COMPETITION. Countries like Denmark work in such a way that as a whole country it wins.

I am referring to a business situation because it is believed that competition is the essence of business.

The belief is such that parents prepare their children for such a situation as seen in the story.

The story is that of a father and son going for a walk. At one place, the father helps the son to mount on a high wall. "Now, jump down," the father says. "Dad, I will break my bones." "I am here, son," the dad says. The boy jumps and hurts himself. "Dad, why did you do this to me? You said you will hold me." The father replied: "Son, this is to let you know that in this world, you cannot trust even your dad!."

I believe none of us will be like this father.

Granted. We have to live in this world. We cannot wish away the gory fights in the name of games, not merely among players but among the on-lookers. The war-like language we find in the sports page makes our blood tingle and we have got used to it.

Granted. There is competition in the world and we have to prepare for competition.

Let us ALSO grant that we need cooperation in this world / this become possible only when we play more and more of win-win games. If we do not give our children this option for living gloriously, who will?

If we do not arrange it when they are at school, when else?

-- Dr. N.H. ATTHREYA



Think Again!

**Give your mind positive thoughts to chew on but keep them realistic. You can control your thoughts, and your thoughts control your life.**

-- Dora Albert

**There is only one optimist. He has been here since man has been on this earth, and that is 'man'.**