

Playing Not to Lose?

When leaders are introduced to the concept of "Playing not to lose", no one believes they do. In fact, this leadership strategy is very common especially in times of chaos and stress according to research done by The Leadership Circle.

| Creative (Play to Win) | Reactive (Play Not to Lose) |
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| Achieves results by bringing out the best in others. Competencies include relating, self-awareness, authenticity, systems awareness and achieving. <i>It's playing the game as best as we can with all that we have.</i> | Emphasizes caution over creating results, self-protection over productive engagement and aggression over building alignment. <i>It's playing the game to avoid failing or making a mistake.</i> |

Reactive leadership strategies can yield short term results (which is why they are so popular). We may "win" temporarily but it doesn't last. We also generate conscious or unconscious:

- Guilt - *I wish I could get the job done without throwing people under the bus*
- Anxiety - *When will he/she retaliate or sabotage?*
- Fear- *If I focus on positivity, I'll lose productivity*
- Worry - *Something doesn't feel right*
- Lack of self worth-*Why can't I play the win-win game?*
- Frustration- *I'm tired of being nice and getting screwed*

These consequences end up depleting our vital energy and take us farther away from the very things we desire. It's worth exploring how and why we default to reactive behaviors when most of us really want to be more creative, inspiring and human in service to something bigger than ourselves!

If you want to know the degree to which you are a creative leader, check out our "Play to Win" Leadership Development Coaching Program.

[Click here for more info.](#)

THE SCOOP, an e-letter from www.brainstormingalamode.com, provides ideas and inspiration to enhance creativity, effectiveness and positivity at work and on teams.