



lose - lose  
**EVASION**  
(leaving things as they are)

win - lose  
**COMPETITION**  
(the end justifies the means)

lose - win  
**CESSION**  
(more flies are caught with  
honey than with gall)

win - win  
**COLLABORATION**  
(two heads think better  
that one)

mini-win - mini-lose  
**COMMITMENT**  
(splitting the difference)