Explain this quote:

“Alone we can do so little; together we can do so much.”

-Helen Keller

**Synergy** is achieved when two or more people work together to create a better solution than either could alone. It is not your way or my way but a better way, a higher way. Take turns talking about a time when you worked together with others on a project. Describe the project. What went well? What were the challenges?

What can be learned from a flock of geese flying in a V-formation?

Read the poem aloud to your group. Discuss what it means.

*THE COLD WITHIN*

Six humans trapped by happenstance, in bleak and bitter cold,
Each one possessed a stick of wood, or so the story’s told.
Their dying fire in need of logs, the first man held his back,
For of the faces ‘round the fire, he noticed one was black.

The next man looking ’cross the way saw one not of his church,
And couldn’t bring himself to give the fire his stick of birch.
The third one sat in tattered clothes, he gave his coat a hitch,
Why should his log be put to use to warm the idle rich?

The rich man just sat back and thought of the wealth he had in store,
And how to keep what he had earned from the lazy, shiftless poor.
The black man’s face bespoke revenge as the fire passed from sight,
For all he saw in his stick of wood was a chance to spite the white.

The last man of this forlorn group did naught except for gain,
Giving only to those who gave was how he played the game.
 Their logs held tight in death’s still hand was proof of human sin,
 They didn’t die from the cold without—they died from the cold within.
Read the description below aloud to your group. Who in the group does this describe? Try to guess.

**MELONS**

- **Natural abilities include:**
  - Debating points of view
  - Finding solutions
  - Analyzing ideas
  - Determining value or importance

- **Melons may have trouble:**
  - Working in groups
  - Being criticized
  - Convincing others diplomatically

- **Melons learn best when they:**
  - Have access to resources
  - Can work independently
  - Are respected for intellectual ability
  - Follow traditional methods

**TO EXPAND THEIR STYLE,**

**Melons need to:**

- Accept imperfection
- Consider all alternatives
- Consider others’ feelings

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**BANANAS**

- **Natural abilities include:**
  - Planning
  - Fact-finding
  - Organizing
  - Following directions

- **Bananas may have trouble:**
  - Understanding feelings
  - Dealing with opposition
  - Answering “what if” questions

- **Bananas learn best when they:**
  - Have an orderly environment
  - Have specific outcomes
  - Can trust others to do their part
  - Have predictable situations

- **To expand their style,**

**Bananas need to:**

- Express their own feelings more
- Get explanations of others’ views
- Be less rigid

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**ORANGES**

- **Natural abilities include:**
  - Experimenting
  - Being independent
  - Being curious
  - Creating different approaches
  - Creating change

- **Oranges may have trouble:**
  - Meeting time limits
  - Following a lecture
  - Having few options or choices

- **Oranges learn best when they:**
  - Can use trial and error
  - Produce real products
  - Can compete
  - Are self-directed

**TO EXPAND THEIR STYLE,**

**Oranges need to:**

- Delegate responsibility
- Be more accepting of others’ ideas
- Learn to prioritize

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**GRAPESE**

- **Natural abilities include:**
  - Being reflective
  - Being sensitive
  - Being flexible
  - Being creative
  - Preference for working in groups

- **Grapes may have trouble:**
  - Giving exact answers
  - Focusing on one thing at a time
  - Organizing

- **Grapes learn best when they:**
  - Can work and share with others
  - Balance work with play
  - Can communicate
  - Are noncompetitive

- **To expand their style,**

**Grapes need to:**

- Pay more attention to details
- Not rush into things
- Be less emotional when making some decisions
Teenager: “Can I borrow the car?”
Parent: “Have you finished your homework yet?”
Teenager: “I’ll get to it later.”

Teenager: “I want to go to a party on Saturday?”
Parent: “Will there be adults at the house?”
Teenager: “I’m not sure.”

Great teams are usually made up of five or more different types of people, with each member playing a different but important role. Read the following descriptions aloud to your group. Which one sounds most like you?

**Plodders** – Sure and steady, they stick to the job until it’s done.

**Followers** – They are very supportive of leaders. If they hear a great idea, they can run with it.

**Innovators** – They are the creative people. They offer the sparks.

**Harmonizers** – They proved unity and support and are great synergizers as they work with others and encourage cooperation.

**Showoffs** – Fun to work with, they can be tough at times. They often add the spice and momentum needed to bring the team overall success.