

Chapter 11: "Look Also to the Interests of Others"

Philippians 2:4 (NKJV)

Let each of you look out not only for his own interests, but also for the interests of others.

Competitive vs. Cooperative Negotiation

Inherent weaknesses in competitive negotiation:

- Often fails to produce the best possible solution. The tendency is to focus on the _____ rather than the source issues.
- Can be _____.
- Can significantly _____ personal _____.

Scriptural commendation for cooperative negotiation

- Matthew 22:37: Love your neighbor.
- 1 Corinthians 13:5: Love is not self-seeking.
- Matthew 7:12: Do to others as you would have them do to you.
- Philippians 2:3–4: Nothing through conceit; look out for the needs of others.

Note: loving others does _____ mean always _____ in (see Phil 2:4 and Matt 10:16).

Cooperative Negotiation Acronym

P _____.

A _____ relationships

U _____ interests.

S _____ for creative solutions.

E _____ options objectively and reasonably.

Step 1: P _____. (Prov 14:8, 22) (228–229)

- Pray.
- Get the _____.
- Identify issues and interests.
- _____ the Bible.
- Develop _____.
- Anticipate _____.
- Plan an alternative to a negotiated agreement.
- Plan your opening remarks with a _____ tone.
- Seek _____.

Step 2: A _____ relationships. (231–233)

- Communicate in a _____ manner.
- Spend time on _____ issues.
- Submit to authority.

- Earnestly seek to _____.
- Look out for the interests of others.
- Address _____ in a _____ manner.
- Allow _____.
- Give praise and thanks—when they make a valid point, acknowledge it and express appreciation for it.

Step 3: _____ interests. (234–236)

Definitions

Interest Identifiable / concrete question that must be answered or addressed to reach an agreement.

Position The desired outcome or definable perspective on an issue.

Interest What motivates people. Something people value.

Note: _____ are frequently at odds, but _____ may be very similar.

List your own interest related to 1) glorifying God, 2) serving others, and 3) growing to be like Christ.

Step 4: _____ for creative solutions. (240–242)

Try to satisfy as many interests as possible. Be willing to brainstorm or “expand the pie” and deal with additional elements that might help resolve the problem.

Step 5: _____ options objectively and reasonably. (242–243)

Warning! This may be the stage where you face the biggest struggle and challenge.

Example of objective evaluation: Daniel 1:11–16.

- Be as _____ as possible.
- Be as _____ as possible.
 - Listen and show respect.
 - Discern possible hidden reasons.
 - See things from their perspective.
 - Build on their words and ideas.
 - Invite advice and criticism.

Suggestion: put an agreement _____.

Answer the following points:

1. What issues were resolved.
2. What actions will be taken.
3. Who is responsible for each action.
4. Dates by which each action should be completed.
5. When and how the results of the agreement will be reviewed.

* Sande, Ken. *The Peacemaker: A Biblical Guide to Resolving Personal Conflict*. 3rd ed. Grand Rapids, MI: Baker Books, 2004.