**THE SCIENCE OF COMPROMISE**

“Getting your way is not just about you. Sometimes getting your way means letting the other person have it their way as well.” – Jeffrey Gitomer

It’s been said, “Never offer anything you wouldn’t be glad to accept yourself.”  That’s a pretty good strategy. It would certainly make you think before you tried to take advantage of someone.

When both people want it their way, and their ways are different, something has to give.  *Compromise* is a good way to think of it because it involves both give and take. It’s a form of *this for that*, or a form of *settling*.

The first key to compromise is knowing where you’re willing to settle. And the second is getting to the middle ground of the compromise process by asking questions of the other person – rather than begging, pleading, or trying too hard to persuade.

Questions also leads to understanding. “Mr. Jones, if we did it my way, what would happen?  How would this negatively affect you?” Once you understand how the other person may be negatively affected, then you can understand how to compromise or, better stated, what you're willing to give up in exchange for their partial happiness.

Where do you draw the line at compromise? And how far are you willing to draw that line to get your way?

Compromise usually means no one gets everything they wanted.  The key to making a good compromise is fairness. Are you okay with the outcome?  Is the other person okay with the outcome?

While compromise is a science, it’s one without a formula. Know what you’re willing to give up and ask questions to find out the other person’s needs, feelings, and passions.

And, like any other form of persuasion or getting your way, you have to look at the long-term outcome and measure its value or consequence against what you’re trying to achieve. That will not only help you compromise, it will also help you in life.

Note: This article is an excerpt from the book *“Getting Your Way”* by Jeffrey Gitomer.

**Tammy Tisland, MSAA Vice President**

218.766.9607

Tammy@UCBoldNorth.com