#35 The Art of Compromise with Solvable Problems

With solvable problems, compromise involves three steps:

1. Define the minimal core areas that you cannot yield on (areas of inflexibility). See the compromise ovals below.
2. Define areas of greater flexibility that are not so hot.
3. Come up with a temporary compromise. There are different levels of compromise. Talk about what you can and cannot do on this issue in terms of respecting your partner’s position right now. Use the Art of Compromise questions on the next page.

Remember, you cannot be influential unless you accept influence.

Notes:

*My inflexible are or core need on this issue is:*

*My more flexible areas on this issue are:*
The Art of Compromise Questions

Yield to Win: “Compromise with me like I am someone you love.”

Getting to “Yes”: Discuss these questions with your partner:

- Help me to understand why your inflexible area is so important to you.
- What are your guiding feelings?
- Help me to understand your flexible areas.
- What do we agree about?
- What are our common goals?
- How might these goals be accomplished?
- How can we reach a compromise?
- How can I help to meet your core needs?

Our compromise that honors both our dreams is: