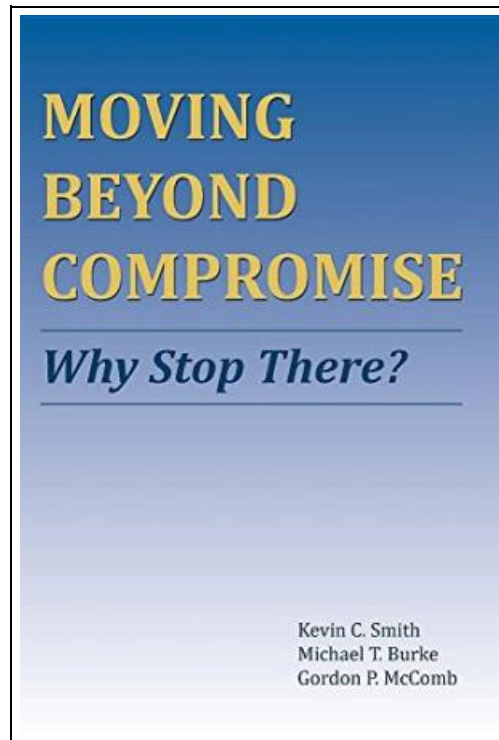


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MOVING BEYOND COMPROMISE: WHY STOP THERE? (PAPERBACK)

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Counsel Publishing, LLC, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. The process of making decisions is integral to life. We make decisions every day, from what to have for breakfast to critical issues of life and business. When two or more people are involved in making those decisions, the process often involves compromise and can be complicated by the basic give-and-take and trade-offs that are associated with this approach. Webster s New Twentieth Century Dictionary of the English Language defines compromise in this way: A settlement in which each side gives up some demands or makes concessions An adjustment of opposing principles, systems, etc., in which part of each is given up The result of such an adjustment or settlement Something midway between different things A laying open to danger, suspicion, or disrepute, as a compromise of one s good name, or; to surrender or give up (one s interest, principles, etc.) Compromise necessarily, then, leads to a result that has the great risk of being suboptimal because the concessions made can easily preclude consideration of alternatives and important viewpoints. One of the factors that those who promote compromise as a means of making decisions use as justification is that each side gives up something they want, and thus each side can live with the result. In reality, neither side will give up something critically important to them while expecting the other to do just that. The end result is often that either no decision or agreement can be reached or one or both of the parties is unhappy with the result. Too frequently, the ultimate result is failure because one or both parties do not fully support the agreement, which becomes more likely if one party feels it gave more than...

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