



"Wisdom is better than weapons of war [God's acumen causes wars to cease]..." Ecclesiastes 9:18

SIGNATURE NEGOTIATIONS DEFINED BY DIPLOMACY

To have the root of DIPLOMACY, you must become a *negotiator*. Negotiating skill allows you to navigate around hostility. If you hold the following posture at the outset then collaboration is probable. Successful negotiations include: 1) understand choices are made for you and others jointly, so parties are neither selfless or selfish; 2) determine to maintain pure motives throughout the entire process without any hidden agendas attached; 3) demonstrate a high caliber of wisdom, judgment, justice, and equity entertaining no thought that would take advantage of others; 4) work all matters objectively, removing progressively away from subjectivity; 5) remain approachable, always paving a way for resolution even in the midst of an unsettling conflict; 6) and exhibit impeccable moral character that is first and foremost trustworthy, knowing that if a party is hard to read s/he just may be deceptive. If the other party cannot be truthful during negotiations, don't fool yourself into thinking you can keep him honest after you come to terms. He will also be without honor during the entire contract period. Deception is the best reason to shut down negotiations immediately. There are two types of wisdom: the wisdom of God and the wisdom of this world. Without a shadow of a doubt, only one works supreme. James 3:13-18 gives an incomparable description so you can easily discern between the two. "Who is a wise man and endowed with knowledge among you? Let him shew out of a good conversation his works with meekness of wisdom. But if ye have bitter envying and strife in your hearts, glory not, and lie not against the truth. This wisdom descendeth not from above, but is earthly, sensual, devilish. For where envying and strife is, there is confusion and every evil work. But the wisdom that is from above is first pure, then peaceable, gentle, and easy to be intreated, full of mercy and good fruits, without partiality, and without hypocrisy. And the fruit of righteousness is sown in peace of them that make peace."

The following nine decision-making properties help you make a resolution, not just accept a conclusion. **1) Clarity** removes confusion so you even see unseen options. It helps preview the road ahead even in the presence of the fear of the unknown. Therefore, clarity breakthroughs obscurity to really see the obvious. **2) Simplicity** makes decisions effortlessly. Begin to disengage complexities one at a time to work with the real problem, not prevailing symptoms. Then you will handle decision-making with ease, not reluctance. **3) Rarity** gives you the courage to uphold a resisted, illogical resolution although it may be an uncommon and/or unpopular alternative. **4) Finality** is firm about procrastination not having any place in the determination of a decision. Knowing that the sooner you bring closure to outstanding issues, the quicker success you will have and enjoy. **5) Durability** affects longevity of your decision, influencing succession value. Each decision should be viewed in harmony with the length of its existence. In other words, is the impact classified as temporary or permanent? **6) Audacity** moves you into activating boldness. A reply no can't stop you because you are not motivated by possible rejection, but by the affirmation of your quest. Remember this truth, if you don't ask, the answer is no, all the time, every time. If you ask, at least you have half a chance to get what you want. If you know you can't be denied, then you won't be alarmed. Each reply gives practice. What appears to be rejection actually lends great fortitude in returning to the playing ground. Boldness acts as though the claim made is your possession. You are not requesting something that another has the rights to give you. By faith, you have the title deed. **7) Alterability** acknowledges some decisions in life are irreversible. Most good decision-making allows quality time to review every conceivable angle so the best option can surface and be refined. You should allow time to weigh out your options. Quality time needs to be concentrated, not necessarily lengthy. **8) Validity** bases all decision-making on responding to truth, not the emotion beyond it. When something contrary enters in, wavering is the result. Tottering back and forth, challenges what you believe is absolute truth. These are times you may not be ready to make a decision to ensure that it is not led by emotions. It just may be time to continue exploring. That is how it was confirmed that the earth was round not flat. **9) Novelty** reached for in decision-making clearly answers the impossible. Being open to innovation births something revolutionary even from innocent mistakes. In showcasing uniqueness, others may not be able to image your desires. They may think your idea is crazy. They may even think you have lost your mind. In actuality, you did. You moved yourself out of the way to allow the newness of experience to arise: creativity is the freedom of expression to explore something that has never been done before. Engaging innovation moves you from trying old things off the shelf repeatedly to producing great things out of the box.

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Thought for Transformation

Successful negotiations is said to be herald as win-win, i.e., both sides win. What about if you both lost? At the beginning, it appears to be nothing lost, nothing gained. Instead of I lose equals you lose, what if it could conceivably be transformed into "if you lose, I lose. I have to make sure you don't lose, so I won't lose." Is that potential loss great enough to reenter negotiations and work out a truce that arrives at an equitable agreement for all? When you can reach a third alternative agreement, you move from successful to signature negotiations. This stance gives you power to negotiate an upgrade for the other party: you remain ready to yield to a place of agreement without compromising moral standards because you are interested in investing something s/he cannot get anywhere else. You can sow, not give away, something not deserved. You can even "seed" something reserved for yourself. Know this, you are not giving something away you do not have; you may be trying to keep something you do not want to give. Don't perceive it as a sacrifice, but surrender. Commit to reading a chapter from Proverbs daily so the wisdom of God will thrive.

Quote for Daily Distinction

In the same boat, same storm, your attempts not to lose become even greater.