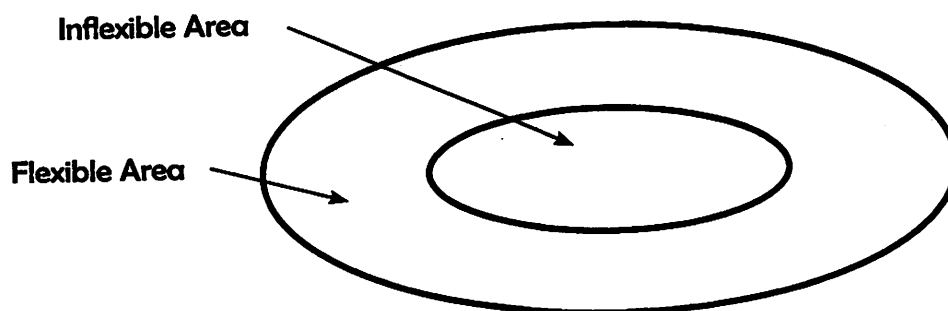


► **Exercise:** **The Art of Compromise**

Three Steps of Compromise:

1. Define the minimal core areas that you cannot yield on (areas of inflexibility). Try to keep this area as small as possible. See the compromise ovals below.
2. Define your areas of greater flexibility. Try to make this area as large as possible.
3. Now work on coming up with a temporary compromise by discussing the questions below. Then you can evaluate your compromise after a time and see where you are on the problem later.

COMPROMISE OVALS



My inflexible area or core need on this issue is:

My more flexible areas on this issue are:

Yield To Win:

Compromise With Me Like I Am Someone You Love.

Getting to "Yes."

Discuss these questions with your partner:

For issues where a Dreams Within Conflict exercise has not been used:

- Help me understand why your inflexible area is so important to you.
- What are your core feelings, beliefs, or values about this issue?

For all compromise issues:

- Help me 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 temporary compromise?
- What feelings do we have in common?
- How can I help to meet your core needs?

Our compromise that honors both our needs and dreams is: