**Video Title:** Compromise and Negotiation - Coach Gig's Daily Locker Room

**Video URL:** <https://www.youtube.com/watch?v=d1pAVqs6FrQ>

**Run Time:** 3:07

**Source:** The Daily Locker Room/YouTube

**Close Caption Available:** Yes

Compromise is covered on page 57 of the textbook. Coach Gig takes the position that negotiation and compromise are the same thing. If you deal with people in business and in everyday life, you're going to find yourself in disagreements with people. When we negotiate with another party, we wind up with a solution in the middle between what both parties wanted at the start. Finding this middle solution can lead to “peace, joy, and happiness.”

We should not be stuck on always being right and think that the other side is always wrong. Coach Gig learned this firsthand when his clock was cleaned while negotiating a business deal. He arrived at the insight that compromise is necessary to resolve a dispute. Compromise can lead to a better plan than the two sides began with. When negotiation is framed as right versus wrong, nothing good will happen. Both sides will be better off if they compromise.

*Questions for Thought and Discussion*

1. What do you think of Coach Gig’s assertion that negotiation and compromise are basically the same thing?
2. Coach Gig is ecstatic about compromise, but think of a situation where compromise leads to a solution that satisfies neither side.
3. How might a worker at any level develop the mindset that being right all the time is not important?
4. Why might compromise lead to “peace, joy, and happiness”?
5. If a manager really needs a $2 million budget increase for next year, why not ask for $4 million, thinking that the compromise figure will be $2 million?