

# The Peacemaker

## *A Biblical Guide to Resolving Personal Conflict*

### *Lesson #14 “Look at the Interest of Others”*

Read Chapter Eleven and answer the following questions from pages 225-233.

**Philippians 2:4** Let each of you look out not only for his own interests, but also for the interests of others.

- 1) What are the three weaknesses to a competitive style of negotiations?
  
  
  
  
  
  
  
  
  
  
- 2) What happens when you focus too much on the material issues?
  
  
  
  
  
  
  
  
  
  
- 3) How can we better communicate and appreciate the concerns of an opponent?
  
  
  
  
  
  
  
  
  
  
- 4) What is the meaning of ‘cooperative negotiation?’
  
  
  
  
  
  
  
  
  
  
- 5) What are the five basic steps of cooperative negotiations?
  
  
  
  
  
  
  
  
  
  
- 6) Why is preparation so important in negotiations?

- 7) All too often, we \_\_\_\_\_ the feelings and \_\_\_\_\_ of the people and \_\_\_\_\_ all our attention on the problems that \_\_\_\_\_ us. This approach often \_\_\_\_\_ further \_\_\_\_\_ and alienation, which only make conflicts \_\_\_\_\_ difficult to resolve.
- 8) How does an opponent perceive us as hypocrites and flatterers?
- 9) From the list (on pages 232-233) on how to display concern and respect which ones stood out to you?
- 10) Why is it important to affirm the relationship at the end of the negotiations?
- 11) When setting up a meeting, how do I show courtesy and respect?