

Relationship Skill #4: Negotiating Win-Win Agreements (July 9, 2026)

**“Can two walk together, unless they are agreed?”
(Amos 3:3)**

In Philippians 2:2, Paul encourages the Christians at Philippi to be “like-minded.” But as we all know, we live in a culture that seems to value argument over agreement. Therefore, here are a couple of important rules to consider in the act of negotiating agreements...

1. Both parties must be working to accomplish the mission of the team. In this case, the “we” becomes more important than the “I.” If one or both members of the team only care about getting their own way, negotiations will break down.
2. Both parties must be able to clearly voice their own opinion and, at the same time, fully understand (empathize with) the perspective of the other person. This requires that the negotiation focuses on the issue and refuses to become an attack against the other person.
3. Both parties must be committed to negotiating a “win-win” agreement or walk away with “no deal.” “Win-win or no deal” agreements are not merely compromises. They are agreements that work for both parties and accomplish the mission of the team. These agreements do not leave one person getting what they want while the other person merely concedes.

If both parties are not willing to fulfill the agreement, it will eventually end with a broken relationship and resentment. In hindsight, it would have been better if that agreement had never been made.