



Today's Lesson  
**Living in Process –  
Let's Make a Deal**  
Power Point notes available at:  
[www.unityofbakersfield.org](http://www.unityofbakersfield.org)

**Living in Process – Let's Make a Deal**



John F. Kennedy once said this about negotiation: *"Let us never negotiate out of fear, but let us never fear to negotiate."*

**Living in Process – Let's Make a Deal**



Everyone negotiates, it's what we do when we process information that helps us to achieved our goals and desires. We make deals with ourselves all the time.

**Living in Process – Let's Make a Deal**

Sometimes the deals we make with ourselves to get something we want or need are done for all the wrongs reasons. Let's look at Mary's case.

Mary continued her story with a trusted friend: *The relationship just wasn't working out, and I wanted it to so badly. I kept thinking if I just made myself look prettier, if I just tried to be a more loving, kind person, then he would love me.*

**Living in Process – Let's Make a Deal**

*I turned myself inside out to be something better, different, and more for him. What I finally came to realized is that I was okay just the way I was, and I was the one making my life a difficult mess trying to be someone I wasn't. I was so fearful of losing him that I failed to let him know who I really was by explaining my needs as an individual.*

**Living in Process – Let's Make a Deal**

Fear can be a powerful motivator. Sometimes we will make deals with ourselves or others that we know are bad just to keep from dealing with fearful situations, circumstances, or events. Ultimately, as Mary found out, we come to realize that it only made matters worse.

When dealing with people that push the fear button in us it's important to realize people will use one or more possibilities to make a deal just so they can get on with their lives.

### Living in Process – Let's Make a Deal

In his book, Thank You For Being Such a Pain – Spiritual Guidance for Dealing With Difficult People, Dr. Rosen explains six deal making options that people use.

**Option 1-- Ignore the whole thing.** Pretend the problem isn't there. Maybe the best thing to do is to do nothing.

### Living in Process – Let's Make a Deal

There are two reasons why avoidance doesn't work:

Nothing gets better and only stays the same; and

We pay the price for not expressing our feelings. Unexpressed feelings manifest themselves in a multitude of ways in our bodies.

### Living in Process – Let's Make a Deal

**Key point:** The only time when doing nothing makes sense is when a cooling off period is needed because emotions are so intense that time is needed before any negotiation takes place.

**Option 2 - Play nice.** Strive to be the peacemaker by putting harmony above everything else. Work to give them whatever they want.

### Living in Process – Let's Make a Deal

No matter how inappropriate the other person's behavior might be, if we just smile, endure, and let the other person have his or her way, we'll get through it. We make a deal with ourselves to pretend there isn't a problem. This choice creates several options for us:

**First** - Ask is the difficulty worth it? Is having to deal with a difficult but loyal customer worth it in the long run to the business?

### Living in Process – Let's Make a Deal

**Second** – By always giving in to my partners demands am I going to be expected to give in all the time when they want to do something I don't?

**Third** – How much power does this person have over me on the job? I may have no choice at this time but to just go along until something better comes along.

### Living in Process – Let's Make a Deal

**Key point:** Am I paying a huge price for my giving in by teaching people how to treat me? It doesn't always make sense to make nice.

**Option 3 – Retreat from the situation.** Do whatever is necessary to get away from the offending person. Tell the person to get lost and never darken your door again. Leaving can solve a lot of problems. When the going gets tough, the temptation to get going looms large.

Living in Process – Let’s Make a Deal

However, when we distance ourselves from the problem it never gets solved, so sticking it out is the best things we can. So when does it make sense to stay or to leave?

Leave only when you are in danger, when the situation is life-threatening, or when you no longer have control over your life.

Living in Process – Let’s Make a Deal

**Key point:** Leaving isn’t necessarily the best solution. When we leave a relationship without a sincere attempt to resolve the difficulties, the problem may seem to end, but only until our next relationship, because the deeper issues that helped to create the problem in the first place didn’t get resolved. There is no right or wrong in the activity of leaving because we end up learning from both.

Living in Process – Let’s Make a Deal

**Option 4 – Teach them a lesson.** Use whatever means are available to you to get even for making your life a living hell. Use the legal system if you have too.

There’s a story of a parish priest who would put garlic in the food he cooked knowing that his bishop hated it. The bishop made the priest’s life miserable, and he felt he had to do something to get even with the bishop.

Living in Process – Let’s Make a Deal

The desire for revenge is universal. There are three basic motives for taking revenge: to make ourselves feel better, to send a message, and to avert further harm. Revenge fantasies are harmless. Revenge itself, however, is a purely selfish act. It may help one feel better for the time being but it does nothing to dissolve the issues surrounding the conflict by promoting sensitivity, communication, or caring.

Living in Process – Let’s Make a Deal

WEAK PEOPLE  
REVENGE.  
STRONG PEOPLE  
FORGIVE.  
INTELLIGENT PEOPLE  
IGNORE.

**Key point:** Comes from George Herbert, who in the 17<sup>th</sup> century said: *Living well is the best revenge.*

Living in Process – Let’s Make a Deal

**Option 5 – Talk, talk, and talk some more.** Is it possible to negotiate change, to find some kind of solution to the conflict? To find common ground for a win-win?

The universal concept of change in relationships is that: if the other person would change their \_\_\_\_\_, then everything would be just great!

### Living in Process – Let's Make a Deal

When we entrust change to the other person we give them enormous power over us. Think about it for a moment: when others are being difficult, we go bonkers. Our feelings are dictated by their behaviors, behaviors over which we have little or no control.

**Key point:** Using the power of fear to deal with difficult people is like driving your car over a pile of walnuts to crack them open. Both might work, but that's not what they were designed to do.

### Living in Process – Let's Make a Deal

#### Option 6 – Find the spiritual meaning for this struggle.

What if you used this conflict as a means to learn fresh new insights and perspectives about yourself so that you could become a stronger, happier person?

What if you learned new ways to transcending this situation so that it will never cause you pain again?

### Living in Process – Let's Make a Deal

Martin Luther King, Jr. once said: *Love is the only force capable of transforming an enemy into a friend. The activity of love is the most powerful way to influence another; it cannot just be acquired through techniques, practices, or advice. A loving heart is cultivated, often over a period of years. It is a state of being, of feeling and knowing for yourself the kingdom of heaven in the midst of you.*

### Living in Process – Let's Make a Deal

**Key point:** *Hypocrite! First get rid of the log in your own eye; then you will see well enough to deal with the speck in your friend's eye.* This statement by Jesus in Matthew 7:5 to the person complaining about the wrong-doings of others around him is a classic example of how to start to change ourselves: before we start pointing the finger be sure we've got the beam out of our own eye first.

### Living in Process – Let's Make a Deal



It is this very incident of Jesus's life that caused the late philosopher, Martin Buber (February 8, 1878 – June 13, 1965) to write: *A person should realize that conflict situations between oneself and others are nothing but the effects of conflict situations in one's own soul.*