



GVV Case Study – International Negotiations, Part B

John decided on an amount he felt was reasonable, even if it meant he was paying the inspectors for more hours than they worked. Once he had an amount in mind, he negotiated with the inspectors. As part of the negotiations, John set a standard for the project reports the inspectors would submit. This allowed John to ensure he got good quality work from the inspectors in exchange for negotiating an appropriate level of compensation. John's actions didn't change his organization's stance on payment practices, but he succeeded at both working within the local customs and being as responsible as possible with the funding, all while ensuring the quality of the work completed.

This material has been adapted for the Online Ethics Center from the Giving Voice to Values content created by Dr. Mary Gentile.