

# Bargaining

**SERIES: AMBASSADORS  
FOR CHRIST IN THE  
MARKETPLACE**

**Synonyms Expand**

**2. stipulation,**

**3. arrangement,**

**4. transaction.**

**5. agreement.**

**6. trade.**

**7. contract, covenant.**

**To bargain**

**/ 'bɑ:ɡɪn /**

**noun**

**1.**

**an agreement or contract establishing what each party will give, receive, or perform in a transaction between them**

**2.**

**something acquired or received in such an agreement**

**3.**

**a. something bought or offered at a low price: *a bargain at an auction***

**b. (*as modifier*): *a bargain price***

**CHRISTIAN APPLICATION**

2Ki 18:23

“I’ll tell you what! Strike a **bargain** with my master, the king of Assyria. I will give you 2,000 horses if you can find that many men to ride on them!

☐ Pro 20:14

The buyer haggles over the price, saying, “It’s worthless,”  
then brags about getting a **bargain**!

☐ Isa 28:15

You boast, “We have struck a **bargain** to cheat death  
and have made a deal to

dodge the grave.  
The coming destruction  
can never touch us,  
for we have built a strong  
refuge made of lies and  
deception.”

☐ [Isa 28:18](#) I will cancel the **bargain**  
you made to cheat death,  
and I will overturn your  
deal to dodge the grave.  
When the terrible enemy  
sweeps through,  
you will be trampled into  
the ground.

☐ [Isa 36:8](#) “I’ll tell you what! Strike  
a **bargain** with my

master, the king of Assyria. I will give you 2,000 horses if you can find that many men to ride on them!

## **Marketplace Description**

- 1. Offer to do something for them in exchange for what you want them to do for you.**
- 2. You can exchange anything of value, including goods, money, actions, time, knowledge, etc.**
- 3. If needed, you can increase your offer.**
- 4. It is better to start lower, though not at a point where they feel insulted and consequently refuse to bargain with you.**

- 5. Take note of the need for continuing the relationship, but beware of them making it a bigger issue than it needs to be.**
- 6. Make your offer contingent on them committing to do as you ask.**
- 7. Do not make unilateral offers other than a gesture to get them moving, and then make such offers with care as to how they consider this.**

## **Example**

- *If you do this for me today, then I'll help you out in the work you need to get done tomorrow.***
- *If you want me to still be your friend, you'll do this.***

- *Right. If you can get the presentation ready, I'll go and talk to the customer.*

## Marketplace Notes

1. Bargaining uses the principles and tools of negotiation.
2. The underlying principle is one of exchange, where each person agrees to give something in order to get what they want.
3. It is typically used when neither party has the ability to command or persuade the other to do as they want without being given anything for this.
4. Relationships in negotiation can be important. If you want the relationship to remain good, then

the exchange should be viewed as being fair by both parties.

5. If the relationship is unimportant then either side may use deceptive and manipulative methods.

6. When this is uncertain or asymmetrical, it is not uncommon for people to use the relationship as a bargaining chip.

7. Bargaining is ...

a) Negotiation,

b) Exchange principle,

c) The Need for Fairness

**Bargaining Synonyms Expand**

**2. stipulation,**

**3. arrangement,**

**4. transaction.**



5. agreement.

6. trade.

7. **contract, covenant.**

## **GOD'S COVENANT**

**Heb** Now may the God of peace who  
**13:20** brought up our Lord Jesus from  
the dead, that great Shepherd of  
the sheep, through **the blood of  
the everlasting covenant,**

**This Covenant came through ...**

1) Eden

2) Adam

3) Noah

4) Abraham

5) Moses

6) Palestine

7) David

Fulfilled in Jesus Christ Our Lord ...

[Gen 6:18](#)

“But I will establish **My covenant** with you; and you shall go into the ark—you, your sons, your wife, and your sons’ wives with you.

□ [Gen 9:9](#)

“And as for Me, behold, I establish **My covenant** with you and with your

descendants after you,

☐ [Gen 9:11](#)

“Thus I establish **My covenant** with you: Never again shall all flesh be cut off by the waters of the flood; never again shall there be a flood to destroy the earth.”

☐ [Gen 9:15](#)

“and I will remember **My covenant** which *is* between Me and you and every living creature of all flesh; the waters shall never again become a flood to

	destroy all flesh.
<a href="#"><u>Gen 17:2</u></a>	“And I will make <b>My covenant</b> between Me and you, and will multiply you exceedingly.”
<a href="#"><u>Gen 17:4</u></a>	“As for Me, behold, <b>My covenant</b> is with you, and you shall be a father of many nations.
<a href="#"><u>Gen 17:7</u></a>	“And I will establish <b>My covenant</b> between Me and you and your descendants after you in their generations,

for an everlasting **covenant**, to be God to you and your descendants after you.

☐ [Gen 17:9](#)

And God said to Abraham: “As for you, you shall keep **My covenant**, you and your descendants after you throughout their generations.

☐ [Gen 17:10](#)

“This is **My covenant** which you shall keep, between Me and you and your descendants after you: Every male

child among you shall be circumcised;

 [Gen 17:13](#)

“He who is born in your house and he who is bought with your money must be circumcised, and **My covenant** shall be in your flesh for an everlasting **covenant**.”

 [Gen 17:14](#)

“And the uncircumcised male child, who is not circumcised in the flesh of his foreskin, that person shall be cut off

from his people; he has broken **My covenant.**”



[Gen 17:19](#)

Then God said: “No, Sarah your wife shall bear you a son, and you shall call his name Isaac; I will establish **My covenant** with him for an everlasting **covenant**, *and* with his descendants after him.



[Gen 17:21](#)

“But **My covenant** I will establish with Isaac, whom Sarah shall bear to you at this set time

next year.”

☐ [Exo 6:4](#)

“I have also established **My covenant** with them, to give them the land of Canaan, the land of their pilgrimage, in which they were strangers.

☐ [Exo 6:5](#)

“And I have also heard the groaning of the children of Israel whom the Egyptians keep in bondage, and I have remembered **My covenant**.



☐ [Exo 19:5](#)

‘Now therefore, if you will indeed obey **My** voice and keep **My covenant**, then you shall be a special treasure to Me above all people; for all the earth *is* Mine.

☐ [Lev 26:9](#)

‘For I will look on you favorably and make you fruitful, multiply you and confirm **My covenant** with you.

☐ [Lev 26:15](#)

and if you despise **My** statutes, or if your soul abhors **My** judgments,

so that you do not perform all **My** commandments, *but* break **My covenant**,

☐ [Lev 26:42](#)

then I will remember **My covenant** with Jacob, and **My covenant** with Isaac and **My covenant** with Abraham I will remember;  
I will remember the land.

☐ [Lev 26:44](#)

Yet for all that, when they are in the land of their enemies, I will

not cast them away,  
nor shall I abhor them,  
to utterly destroy them  
and break **My covenant**  
with them;  
for I *am* the LORD their  
God.

☐ [Num 25:12](#)

“Therefore say,  
‘Behold, I give to him  
**My covenant** of peace;

☐ [Deu 31:16](#)

And the LORD said to  
Moses: “Behold, you  
will rest with your  
fathers; and this people  
will rise and play the  
harlot with the gods of

the foreigners of the land, where they go *to be* among them, and they will forsake Me and break **My covenant** which I have made with them.

☐ [Deu 31:20](#)

“When I have brought them to the land flowing with milk and honey, of which I swore to their fathers, and they have eaten and filled themselves and grown fat, then they will turn to other gods

and serve them; and they will provoke Me and break **My covenant**.

☐ [Jos 7:11](#)

“Israel has sinned, and they have also transgressed **My covenant** which I commanded them. For they have even taken some of the accursed things, and have both stolen and deceived; and they have also put *it* among their own stuff.

☐ [Jdg 2:1](#)

Then the Angel of the LORD came up from Gilgal to Bochim, and said: “I led you up from Egypt and brought you to the land of which I swore to your fathers; and I said, ‘I will never break **My covenant** with you.

[Jdg 2:20](#)

Then the anger of the LORD was hot against Israel; and He said, “Because this nation has transgressed **My covenant** which I

commanded their fathers, and has not heeded My voice,

☐ [1Ki 11:11](#)

Therefore the LORD said to Solomon, “Because you have done this, and have not kept **My covenant** and My statutes, which I have commanded you, I will surely tear the kingdom away from you and give it to your servant.

☐ [Psa 50:16](#)

But to the wicked God says:

	<p>“What right have you to declare My statutes, Or take <b>My covenant</b> in your mouth,</p>
<p>☐ <a href="#"><u>Psa 89:28</u></a></p>	<p>My mercy I will keep for him forever, And <b>My covenant</b> shall stand firm with him.</p>
<p>☐ <a href="#"><u>Psa 89:34</u></a></p>	<p><b>My covenant</b> I will not break, Nor alter the word that has gone out of My lips.</p>
<p>☐ <a href="#"><u>Psa 132:12</u></a></p>	<p>If your sons will keep <b>My covenant</b> And My testimony</p>



which I shall teach  
them,  
Their sons also shall sit  
upon your throne  
forevermore.”

☐ [Isa 54:10](#)

For the mountains shall  
depart  
And the hills be  
removed,  
But My kindness shall  
not depart from you,  
Nor shall **My covenant**  
of peace be removed,”  
Says the LORD, who has  
mercy on you.

☐ [Isa 56:4](#)

For thus says the LORD:  
“To the eunuchs who  
keep My Sabbaths,  
And choose what  
pleases Me,  
And hold fast **My  
covenant,**

☐ [Isa 56:6](#)

“Also the sons of the  
foreigner  
Who join themselves to  
the LORD, to serve  
Him,  
And to love the name  
of the LORD, to be His  
servants—  
Everyone who keeps

from defiling the Sabbath,  
And holds fast **My covenant—**

▫ [Isa 59:21](#)

“As for Me,” says the LORD, “this is **My covenant** with them: My Spirit who is upon you, and My words which I have put in your mouth, shall not depart from your mouth, nor from the mouth of your descendants, nor from the mouth of your

descendants’  
descendants,” says the  
LORD, “from this time  
and forevermore.”

☐ [Jer 11:10](#)

“They have turned  
back to the iniquities of  
their forefathers who  
refused to hear My  
words, and they have  
gone after other gods  
to serve them; the  
house of Israel and the  
house of Judah have  
broken **My covenant**  
which I made with their  
fathers.”

☐ [Jer 31:32](#)

“not according to the covenant that I made with their fathers in the day that I took them by the hand to lead them out of the land of Egypt, **My covenant** which they broke, though I was a husband to them, says the LORD.

☐ [Jer 33:20](#)

“Thus says the LORD: ‘If you can break **My covenant** with the day and **My covenant** with the night, so that there

will not be day and night in their season,

☐ [Jer 33:21](#)

‘then **My covenant** may also be broken with David My servant, so that he shall not have a son to reign on his throne, and with the Levites, the priests, My ministers.

☐ [Jer 33:25](#)

“Thus says the LORD: ‘If **My covenant** is not with day and night, and if I have not appointed the ordinances of

heaven and earth,

☐ [Jer 34:18](#)

‘And I will give the men who have transgressed **My covenant**, who have not performed the words of the covenant which they made before Me, when they cut the calf in two and passed between the parts of it—

☐ [Eze 16:60](#)

“Nevertheless I will remember **My covenant** with you in the days of your youth, and I will establish **an everlasting**

**covenant** with you.

☐ [Eze 16:61](#)

“Then you will remember your ways and be ashamed, when you receive your older and your younger sisters; for I will give them to you for daughters, but not because of **My covenant** with you.

☐ [Eze 16:62](#)

“And I will establish **My covenant** with you. Then you shall know that I am the LORD,



☐ [Eze 17:19](#)

Therefore thus says the Lord GOD: “As I live, surely My oath which he despised, and **My covenant** which he broke, I will recompense on his own head.

☐ [Eze 44:7](#)

“When you brought in foreigners, uncircumcised in heart and uncircumcised in flesh, to be in My sanctuary to defile it—My house—and when you offered My food,

the fat and the blood,  
then they broke **My  
covenant** because of all  
your abominations.

☐ [Hos 8:1](#)

“Set the trumpet to  
your mouth!  
He shall come like an  
eagle against the house  
of the LORD,  
Because they have  
transgressed **My  
covenant**  
And rebelled against My  
law.

☐ [Mal 2:4](#)

Then you shall know  
that I have sent this

commandment to you,  
That **My covenant** with  
Levi may continue,”  
Says the LORD of hosts.

☐ [Mal 2:5](#)

“**My covenant** was with  
him, one of life and  
peace,  
And I gave them to him  
that he might fear Me;  
So he feared Me  
And was reverent  
before My name.

☐ [Rom 11:27](#)

For this is **My covenant**  
with them,  
When I take away their

	sins.”
<a href="#"><u>Heb 8:9</u></a>	“not according to the covenant that I made with their fathers in the day when I took them by the hand to lead them out of the land of Egypt; because they did not continue in <b>My covenant</b> , and I disregarded them, says the LORD.

**Let's Pray!**

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Resources:

[www.dictionary.com](http://www.dictionary.com)

<http://www.blbclassic.org/search/translationResults.cfm?criteria=MY+COVENANT&page=3&t=NKJV>

<http://changingminds.org/techniques/general/kellerman/bargaining.htm>