

Here Lies The Danger

No one would argue that in specific circumstances compromise does not serve a useful function. All of us have resorted to it and felt a great deal of satisfaction in resolving a sticky situation.

But here lies the danger. It is all too easy to compromise one's way through life and to think oneself "successful." But compromise, by definition, means accepting less than the best—at best it is a middle-of-the road position. As men of integrity and real conviction we must choose one side or the other.

There is a very real difference between reconciling opposing views before arriving at a decision and compromising principle in making the decision. Certainly reason and restraint should temper our decisions and actions, but never to the extent that we compromise principle.

As trainers and developers we constantly face the challenge of creating and maintaining the highest standards of performance and behavior, both for our organizations and for ourselves. Only in this way can we avoid the middle-of-the-road compromise which can result only in mediocrity.

*GERALD F. BASSLER
Assistant to Vice President
Panama Operations
Continental Oil Company*