

PARSHAT MATOT-MASEI  
24 TAMUZ 5780/16 JULY 2020



*Crossing Over the Jordan River* by Yoram Raanan

“Crossing over to the other side of the Jordan is mentioned hundreds of times in the Bible. Here in the painting, the other side of the Jordan is radiating with golden light reflecting the positive vision of the future.”

### CROSSING THE DIVIDE

1. אַבְרָם הָעֵבְרִי (Genesis 14:13)
2. עֲלֵה אֶל־הַר הָעֵבְרִים (Numbers 27:12) “God said to Moses, “**Ascend to the heights of Avarim** and view the land that I have given to the Israelite people.”
3. אֶעְבְּרָה־נָּא וְאֶרְאֶה (Deuteronomy 3:25) “**Please, let me cross over and see** the good land on the other side of the Jordan...”
4. אַל־תַּעֲבִרְנוּ אֶת־הַיַּרְדֵּן (Numbers 32:5) “**Do not cause us to cross the Jordan.**”
5. “Are your brothers to go to war while you stay here? Why will you turn the minds of the Israelites from crossing into the land that God has given them? That is what your ancestors did when I sent them from Kadesh-barnea to survey the land.” (Numbers 32:6-8)
6. “...your servants have cattle (מְקִנָּה)...” (Numbers 32:4) קָנָה - get, acquire, possess
7. Your position is something you have decided upon. Your interests are what caused you to so decide. (Roger Fisher and William Ury, *Getting to Yes*)

8. **Four Elements of Principled Negotiation** (from Harvard Law School blog)
  - a. Separate the people from the problem. “In principled negotiation, negotiators work to deal with emotions and personality issues separately from the issues at stake.”
  - b. Focus on interests, not positions. “In principled negotiation, negotiators look beyond such hard-and-fast positions to try to identify underlying interests—their basic needs, wants, and motivations.”
  - c. Invent options for mutual gain. “In principled negotiation, negotiators devote significant time to brainstorming a wide range of possible options before choosing the best one.”
  - d. Insist on using objective criteria. “In principled negotiation, negotiators rely on objective criteria—a fair, independent standard—to settle their differences.”
  
9. *Zeh neheneh ve-zeh lo chaser* (one side gains and the other side does not lose) [Talmud, Baba Kama 20b]