

## = The Negotiation =

" The Negotiation " ( originally titled " Labor Negotiation " ) is the nineteenth episode of the third season of the American comedy television series The Office . The series depicts the everyday lives of office employees in the Scranton branch of the fictional Dunder Mifflin Paper Company . In this episode , Roy Anderson ( David Denman ) tries to attack Jim Halpert ( John Krasinski ) for kissing Pam Beesly ( Jenna Fischer ) on Casino Night , only to be pepper @-@ sprayed by Dwight Schrute ( Rainn Wilson ) . Jim repeatedly tries to thank Dwight for his actions , but each attempt is rejected . Meanwhile , with Roy fired , Darryl Philbin ( Craig Robinson ) asks for a raise and is astounded when he learns that this raise would cause him to be paid more than his boss , Michael Scott ( Steve Carell ) .

It first aired on April 5 , 2007 on NBC as a longer , " super @-@ sized " episode . It was written by Michael Schur and directed by Jeffrey Blitz , and featured the end of Roy 's plot arc to win back Pam , his former fiancé . The episode also included the return of actor Ed Helms , who portrays Andy Bernard . The episode was first screened at Paleyfest in early 2007 . According to Nielsen Media Research , it was viewed by an estimated audience of 6 @.@ 7 million people and earned a 3 @.@ 2 / 10 ratings share among adults between the ages of 18 and 49 . The episode received generally positive reviews , with television critics in particular praising the Dwight ? Angela storyline . Schur received a Primetime Emmy Award nomination for Outstanding Writing for a Comedy Series , but lost to fellow Office writer Greg Daniels for his work on " Gay Witch Hunt " .

## = = Synopsis = =

Roy Anderson ( David Denman ) enters the office and attacks Jim Halpert ( John Krasinski ) for kissing Pam Beesly ( Jenna Fischer ) , his former fiancé , but Dwight Schrute ( Rainn Wilson ) subdues him with pepper spray . Toby Flenderson ( Paul Lieberstein ) and Michael Scott ( Steve Carell ) fire Roy , and Jim , feeling guilty about all of his pranks over the years , tries to show his appreciation to Dwight for saving him , but each gesture is coolly rejected , as Dwight believes he only acted in the line of duty and is undeserving of any special praise .

Pam apologizes to Jim that Roy attacked him but her assurance that her relationship with Roy is over for good is met with polite skepticism . Roy picks up his last paycheck , apologizes to Jim for threatening him during their previous encounter , and asks Pam to join him for coffee . Their meeting at a local diner is awkward and ends with their relationship ( and even friendship ) appearing to be over ; they hug and Pam wipes a tear from her face . Roy does not understand his long @-@ time fiancée , especially her choice to not pursue Jim .

Angela Martin ( Angela Kinsey ) interviews people from the office repeatedly to hear the tale of Dwight 's heroics . Believing themselves to be alone at the end of the day , the two kiss passionately . Jim sees them and decides that keeping their relationship secret will be his gift to Dwight to make things " even " . Andy Bernard ( Ed Helms ) returns from anger management , and Dwight , unprovoked , subdues him with pepper spray . Toby confiscates the rest of Dwight 's arsenal , previously hidden in various locations in the office .

Meanwhile , Darryl Philbin ( Craig Robinson ) asks Michael for a 10 percent raise due to the extra workload resulting from Roy 's absence . When he discovers that the raise would make him higher @-@ paid than Michael , Darryl goads Michael into going to Corporate to negotiate his own raise . Jan Levinson ( Melora Hardin ) initially tries to keep their romantic relationship out of the negotiations but ultimately gives Michael the maximum 12 percent raise that was authorized despite his continued inability to negotiate properly .

Elsewhere , Toby becomes considerably annoyed with Ryan Howard ( B.J. Novak ) and Kelly Kapoor ( Mindy Kaling ) 's constant making out and arguing in the cubicle next to his .

## = = Production = =

" The Negotiation " was written by supervising producer Michael Schur and directed by Jeffrey Blitz

. It featured the end of the story arc featuring Roy Anderson 's attempt to win back Pam , his former fiancée . Roy 's portrayer , David Denman , reported he was " really grateful " that executive producer Greg Daniels allowed his character to develop , " where all of a sudden , he wasn ' t just a complete idiot but felt bad for being a bad boyfriend and wanted to try to get the girl back . It ' s so rare to have that on a television show , because so often everyone wants you to be the same character every week . It was quite refreshing creatively to get to do that . " Referring to Jim and Pam , Denman felt it was " inevitable that Romeo and Juliet had to get together " and end the series ' love triangle . " Otherwise , " he explained , " it gets kind of tiring and old . I think it was the appropriate time [ to leave ] , and I had such a great experience working with all those guys . " Denman also added that Daniels ' decision stemmed from a desire to advance the Jim & Pam storyline " to the next stage , " rather than having anything to do specifically with Denman himself . Denman briefly returned in the series ' fifth , seventh , and ninth seasons .

Actress Kate Flannery , who plays Meredith Palmer , attributed her love of the episode to Craig Robinson , because the two shared an enjoyment of singing together ever since the first season episode " Basketball " . She explained , " We sing on the set and in the hair and makeup trailer . We sound good together , but sometimes people are not in the mood to hear our amazing duets , mostly from the ' 80s . " Flannery believed that Robinson 's performance in the episode was " very funny , " as his character served as a " great foil for Michael Scott . " " The Negotiation " featured the return of character Andy Bernard , who had last been seen in the episode " The Return " , as he was attending anger management classes . At the time " The Return " aired , no one was certain Helms would be returning , but in early February , NBC confirmed Helms had been hired on as a series regular for the rest of the year .

In early 2007 , the first half of " The Negotiation " was screened before fans at Paleyfest , along with its preceding episode , " Cocktails " . According to Eric Goldman of IGN , " the crowd reacted gleefully to watching the series in the group setting , with many females ... laughing uproariously at the never ending stream of terrifically funny material . " Part of " The Negotiation " involved Michael Scott reading the Wikipedia entry on negotiations for advice in his attempt to fend off Darryl 's request for a pay raise . This scene triggered a plethora of activity around that particular article , as viewers added their own thoughts on the subject . It was ultimately placed into " semi @-@ protection " mode by Wikipedia administrators to discourage false information and vandalism among anonymous IP users . One hundred edits were added before the security protection was added .

= = Reception = =

" The Negotiation " first aired on April 5 , 2007 in the United States on NBC as a " super @-@ sized " episode , a term used by the network and media outlets to indicate an unusually long episode . According to Nielsen Media Research , it was viewed by an estimated 6 @. @ 7 million people and earned a 3 @. @ 2 / 10 ratings share among adults aged 18 to 49 , the highest of the night . This means that it was seen by 3 @. @ 2 percent of all 18- to 49 @-@ year @-@ olds , and 10 percent of all 18- to 49 @-@ year @-@ olds watching television at the time of the broadcast .

The episode received generally positive reviews from television critics . IGN 's Brian Zoromski rated " The Negotiation " 9 @. @ 7 out of 10 , an indication of an " amazing " episode . He opined that it " had something for everyone -- uncomfortable moments , laugh @-@ out @-@ loud ridiculous situations , and scenes progressing various ongoing storylines . " Writing for AOL TV , Jay Black sympathized with Roy 's actions but faulted the writers for " just treading water " with the Jim @-@ Pam relationship . Though he called the episode a " let down " , Black did find some episode highlights , such as Angela 's " lusty " responses to Dwight 's defense of Jim . Television Without Pity graded the episode with an A.

In her review for Give Me My Remote , Kath Skerry wrote that the episode " left me satisfied and smiling , " ( a reference to a line from the episode " Sexual Harassment " ) partly attributing this to Roy 's attack as a " way to make a very heavy , not do funny moment hysterical . " She again expressed her dislike for Karen , but thought it " was a fun episode for my two favorite Dunder Mifflin couples : Ryan & Kelly and Dwight & Angela . " Entertainment Weekly columnist Abby West enjoyed

the Dwight @-@ Angela scenes , asserting that " some of the best moments on screen are when those two let their freak flags fly . " For his work on this episode , Michael Schur received a Primetime Emmy Award nomination for Outstanding Writing for a Comedy Series , but lost to Greg Daniels for his work on " Gay Witch Hunt " .