

Name _____ **DEARMAN**



DEARMAN

DEAM MAN is an acronym that stands for the components of successful communication. The DEAR MAN steps are a blueprint for clearly expressing what you want and need in a calm and respectful way. DEAR MAN is a communications tool that increases possibility that conversations will have positive outcomes.

D	Describe.	Describe the situation as objectively as you can.
E	Express.	Express your emotions using "I" statements.
A	Assert.	Assert you wants and needs calmly and clearly.
R	Reinforce.	Reward the other person when they respond well to you.
M	Mindfulness.	Keep your goal in mind, and do not get distracted by other issues.
A	Appear confident.	Project confidence with your body language.
N	Negotiate.	Be willing to compromise within your clearly defined limits.