

Name \_\_\_\_\_ **DEARMAN**

# DEARMAN Practice Script

Write a script for an interpersonal issue you would like to resolve. Write out what you will say for each letter in the acronym DEAR.

<b>D</b>	Describe the situation as objectively as you can. Just the facts.	
<b>E</b>	Express your emotions using "I" statements.	
<b>A</b>	Assert you wants and needs calmly and clearly.	
<b>R</b>	Reward the other person when they respond well to you.	

Now practice your script with a partner, using the components of MAN.  
Remember to:

- Be **Mindful**. Keep your goal in mind, and do not get distracted by other issues.
- **Appear Confident**. Project confidence with your body language.
- **Negotiate**. Be willing to compromise within your clearly defined limits.