

Name _____ **DEARMAN**



DEARMAN

D	E	A	R
Describe the situation as objectively as you can.	Express your emotions using "I" statements.	Assert you wants and needs calmly and clearly.	Reward the other person when they respond well to you.
DESCRIBE →	EXPRESS →	ASSERT →	REINFORCE

Be **Mindful**. Keep your goal in mind, and do not get distracted by other issues.

What is your goal?

Appear Confident. Project confidence with your body language.

What can you consciously do to appear confident?

Negotiate. Be willing to compromise within your clearly defined limits.

What can you comfortably accept? What will you NOT accept?
