

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



# DEARMAN

**Describe** the situation as objectively as you can.

**Express** your emotions using "I" statements.

**Assert** you wants and needs calmly and clearly.

**Reinforce** progress. Reward the other person when they respond well to you.

## REMEMBER:

- 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.