

Name _____ **DEARMAN**

Reflect and Reframe: DEARMAN

Consider a specific interpersonal interaction you had recently that did not go as well as you hoped it would. What was the issue? What happened?



Now reimagine the conversation as if you had used the DEARMAN technique. Write out what you could have said and how you think the other person might have responded. Was there a particular aspect of the DEARMAN technique at which the conversation might have gone much better had you used it?

Describe. What are the facts of the situation?

Express. How do you feel about the situation?

Assert. What do you want and need?

Reinforce. How can you reward the other person for responding well to you?

Mindfulness. What is your goal? What might distract you from it?

Appear Confident. How will you use body language to express confidence?

Negotiate. What are you willing to accept? What are not willing to accept?