

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



# DEARMAN

**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?