

Negotiation Exercises 1

1. Think of one person in your life that you are most intimidated by. What intimidates you about them?
2. Think of one privilege that is very important to you. What is important about this privilege for you? Why?
3. Are you afraid to express or claim this privilege in front of this person?
4. Which areas of your life do you say Yes to this person when you really want to say no? Why?
5. How can you negotiate better with this person?
6. What's the worst possible outcome of you trying to say No to this person when you truly want to say No?
7. What is the best possible outcome of your trying to say No to this person when you want to say No?
8. What's the least confrontational way to establish your boundary for being able to exercise your personal power with this person?
9. Imagine yourself to be 5% more assertive with your boundaries in front of this person. How does it feel? What can you do to exercise that assertiveness?
10. What words will you use differently if you had to be 5% more assertive?
11. How will you say those words in the least confrontational way?
12. Fix a date for trying.

Audio exercises shall be posted next week.