

## INTERPERSONAL EFFECTIVENESS WORKSHEET 6 (p. 1 of 2)

(Interpersonal Effectiveness Handout 8)

### The Dime Game: Figuring Out How Strongly to Ask or Say No

Due Date: \_\_\_\_\_ Name: \_\_\_\_\_ Week Starting: \_\_\_\_\_

To figure out how strongly to ask for something or how strongly to say no, read the instructions below. Circle the dimes you put in the bank, and then add them up. Then go back over the list and see if some items are much more important than others. Check Wise Mind before acting, if some items are much more important than others.

<b>Decide how strongly to ask for something.</b> Put a dime in the bank for each of the questions that get a yes answer. The more money you have, the stronger you ask. If you have a dollar, then ask very strongly. If you don't have any money in the bank, then don't ask; don't even hint.		<b>Decide how strongly to say no.</b> Put a dime in the bank for each of the questions that get a no answer. The more money you have, the stronger you say no. If you have a dollar, then say no very strongly. If you don't have any money in the bank, then do it without even being asked.		
10¢	Is this person able to give or do what I want?	<b>Capability</b>	Can I give the person what is wanted?	10¢
10¢	Is getting my objective more important than my relationship with this person?	<b>Priorities</b>	Is my relationship more important than saying no?	10¢
10¢	Will asking help me feel competent and self-respecting?	<b>Self-respect</b>	Will saying no make me feel bad about myself?	10¢
10¢	Is the person required by law or moral code to do or give me what I want?	<b>Rights</b>	Am I required by law or moral code to give or do what is wanted, or does saying no violate this person's rights?	10¢
10¢	Am I responsible for telling the person what to do?	<b>Authority</b>	Is the other person responsible for telling me what to do?	10¢
10¢	Is what I want appropriate for this relationship? (Is it right to ask for what I want?)	<b>Relationship</b>	Is what the person is requesting of me appropriate to my relationship with this person?	10¢
10¢	Is asking important to a long-term goal?	<b>Goals</b>	In the long term, will I regret saying no?	10¢
10¢	Do I give as much as I get with this person?	<b>Give and take</b>	Do I owe this person a favor? (Does the person do a lot for me?)	10¢
10¢	Do I know what I want and have the facts I need to support my request?	<b>Homework</b>	Do I know what I am saying no to? (Is the other person clear about what is being asked for?)	10¢
10¢	Is this a good time to ask? (Is the person in the right mood?)	<b>Timing</b>	Should I wait a while before saying no?	10¢
\$	<b>Total value of asking</b> (Adjusted ± ____ for Wise Mind)	<b>Total value of saying no</b> (Adjusted ± ____ for Wise Mind)		\$

*(continued on next page)*

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<b>ASKING</b>		<b>SAYING NO</b>
Don't ask; don't hint.	0–10¢	Do it without being asked.
Hint indirectly; take no.	20¢	Don't complain; do it cheerfully.
Hint openly; take no.	30¢	Do it, even if you're not cheerful about it.
Ask tentatively; take no.	40¢	Do it, but show that you'd rather not.
Ask gracefully, but take no.	50¢	Say you'd rather not, but do it gracefully.
Ask confidently; take no.	60¢	Say no firmly, but reconsider.
Ask confidently; resist no.	70¢	Say no confidently; resist saying yes.
Ask firmly; resist no.	80¢	Say no firmly; resist saying yes.
Ask firmly; insist; negotiate; keep trying.	90¢	Say no firmly; resist; negotiate.
Don't take no for an answer.	\$1.00	Don't do it.