

INTERPERSONAL EFFECTIVENESS HANDOUT 3

Overview: Obtaining Objectives Skillfully

CLARIFYING PRIORITIES

How important is:
Getting what you want/obtaining your goal?
Keeping the relationship?
Maintaining your self-respect?

OBJECTIVES EFFECTIVENESS: DEAR MAN

Be effective in asserting your rights and wishes.

RELATIONSHIP EFFECTIVENESS: GIVE

Act in such a way that you maintain positive relationships and that others feel good about themselves and about you.

SELF-RESPECT EFFECTIVENESS: FAST

Act in such a way that you keep your self-respect.

FACTORS TO CONSIDER

Decide how firm or intense you want to be in asking for something or saying no.