

# DEARMAN

## WORKSHEET

**D**

DESCRIBE

State the situation objectively, sticking to facts (e.g., "The music is loud after 10 PM. On 4 occasions this week, I haven't been able to sleep until it's turned off.")

**E**

EXPRESS

Share your feelings using "I" statements (e.g., "...I feel tired and frustrated.")

**A**

ASSERT

Clearly ask for what you want or say "No" (e.g., "I am asking you to turn your music off by 9pm").

**R**

REINFORCE

Explain the benefits or acknowledge positive aspects (e.g., "My sleep/health will improve and we will have a better time together if I am well rested." "Thankyou for listening"}).

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**M**

MINDFUL

Stay focused on the goal, avoiding getting sidetracked or emotional. This is a good time to redirect to initial statement (D)

**A**

APPEAR  
CONFIDENT

Use confident body language, like eye contact (if comfortable) and clear voice, empowering and respectful posture, and most importantly, believe in yourself.

**N**

NEGOTIATE

Be open to compromise or alternative solutions. Remember that everyone has needs, and it's okay to be flexible (within reason). (e.g., "The music will stay on until 10pm but lower to half volume by 8pm.")

LET'S BUILD OUR OUTLINE...



