

EVALUATING OPTIONS

Use the DIME game to evaluate how strongly to ask or say no.

Circle the dimes you put in the bank, and add them up. Go 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.

Decide how strongly to ask for something.

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 don't have any money in the bank, then don't ask; don't even hint.

10¢ **Capability** Is this person able to give or do what I want?

10¢ **Priorities** Is getting my objective more important than my relationship with this person?

10¢ **Self-respect** Will asking help me feel competent and self-respecting?

10¢ **Rights** Is the person required by law or moral code to do or give me what I want?

10¢ **Authority** Am I responsible for telling the person what to do?

10¢ **Relationship** Is what I want appropriate for this relationship? (Is it right to ask for what I want?)

10¢ **Goals** Is asking important to a long-term goal?

10¢ **Give and take** Do I give as much as I get with this person?

10¢ **Homework** Do I know what I want and have the facts I need to support my request?

10¢ **Timing** Is this a good time to ask? (Is the person in the right mood?)

_____ **Total value of asking** (Adjust \pm for Wise Mind) _____

ASKING

Don't ask; don't hint

0-10¢

Hint indirectly; take no

20¢

Hint openly; take no

30¢

Ask tentatively; take no

40¢

Ask gracefully; but take no

50¢

Ask confidently; take no

60¢

Ask confidently; resist no

70¢

Ask firmly; resist no

80¢

Ask firmly; insist; negotiate; keep trying

90¢

Don't take no for an answer

\$ 1.00

SAYING NO

Do it without being asked

Don't complain; do it cheerfully

Do it, even if you're not cheerful about it

Do it, but express reluctance

Say you'd rather not, but do it gracefully

Say no firmly, but be willing to reconsider

Say no confidently; resist saying yes

Say no firmly, resist saying yes

Say no firmly, resist; negotiate

Don't do it

Decide how strongly to say no.

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 don't have any money in the bank, then do it without even being asked.

10¢ **Capability** Can I give the person what is wanted?

10¢ **Priorities** Is my relationship more important than saying no?

10¢ **Self-respect** Will saying no make me feel bad about myself?

10¢ **Rights** 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¢ **Authority** Is the other person responsible for telling me what to do?

10¢ **Relationship** Is what the person is requesting of me appropriate to my relationship with this person?

10¢ **Goals** In the long term, will I regret saying no?

10¢ **Give and take** Do I owe this person a favor? (Does the person do a lot for me?)

10¢ **Homework** Do I know what I am saying no to? (Is the other person clear about what is being asked for?)

10¢ **Timing** Should I wait a while before saying no?

_____ **Total value of saying no** (Adjust \pm for Wise Mind) _____