



How to Say No!!



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Bad Reputation



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Self Limiting Beliefs

- If I say no, he/she won't be my friend
 - If someone pressures me to do something not right for me, they're not my friend.

Self Limiting Beliefs

- If I express displeasure, people won't like me
 - If someone's doing something that could harm them personally or professionally, they would be upset if I could have helped but didn't.

No Hurts



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Mom



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It Continues



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Whose Monkey?



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NO Is Positive



- Keep you safe
- Set control boundaries
- Educate
- Socialize

Why say NO?

Relationships

Political

Business

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Say no and mean it

- Direct No
- Reflecting No
- Reasoned No
- Rain check No
- Enquiring No
- Broken record No

Still Can't Say No?

- IT people need praise & recognition
- Females even more so
 - Nurture
 - Helping
 - Get along (non aggressive)
 - Hint Language



Saying No

- Want to say yes
 - Desire to play
 - Desire to please
 - Fear of delegation
- Easy no
- Difficult No



Not enough time?



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Look familiar?



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No is NOT a four letter word!

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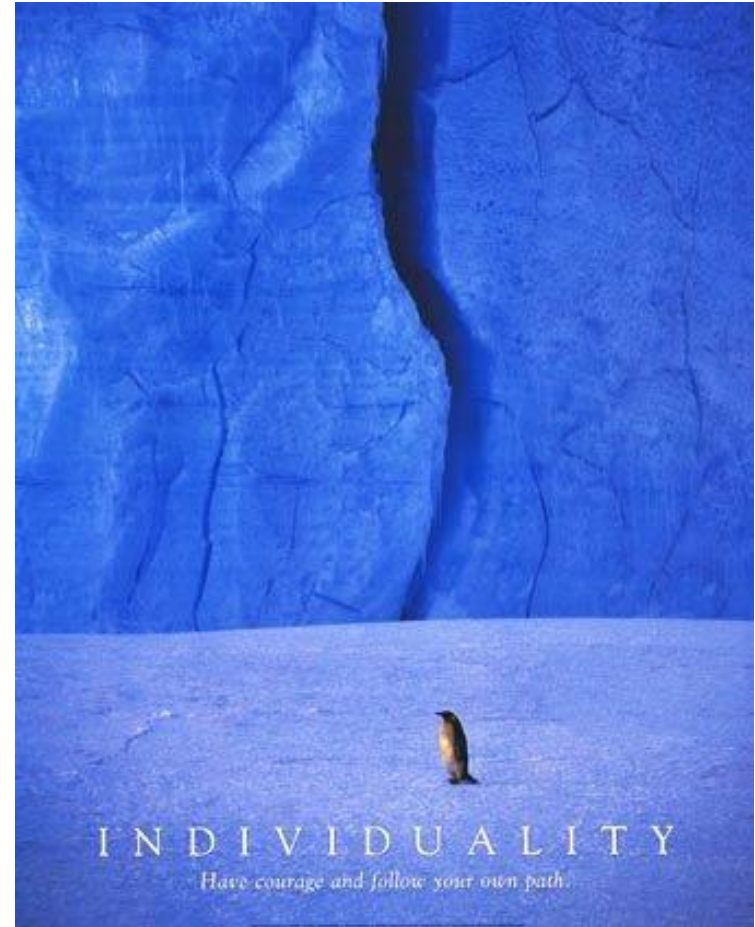


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You have rights!

- To your own values
- Not to give reasons
- To say no
- To take time
- To ask questions
- Change your mind
- To like yourself
- To make mistakes
- To positive relationships



Strategy

- OK to ask for time
- Use non-verbals for emphasis
- No is honorable
- Empathy
- Start with No

NADA

NON

Net
ARE
• Network • Influence

NO NO author times NO

INVEST

FORBODIN

WEIN

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Strategies

Firm voice

Use suitable facial expressions

Posture and gestures

Listen

Ask questions

Seek win-win

Practice

- You are asked to do additional work
- Your sister asks you to accompany her to an event.



Questions/Comments?



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