

# THE POWER OF NO

When deciding “what” to say no to think about the following:

What advice would you give your best friend if she were to ask your opinion?  
*I'll think about it and get back to you. Say no without saying “no”?*

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## VISUALIZATION



Imagine yourself in a place where you feel happy and calm. Take a few deep calming breaths and clear your mind of other thoughts and worries.

Sitting or standing with a straight back and shoulders relaxed, picture yourself answering the other person's statements in an even, confident tone.



Think about the case you're going to make: go into some detail here and say your reasons out loud. State them calmly and write them down if it helps you.

See yourself walking away from the conversation with the outcome you desired.



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## Amy Cuddy - TED Talk

- ▶ Stand at a desk, leaning forward with your hands planted firmly on the desktop
- ▶ Stand like a giant starfish, with your feet far apart and hands reaching up in opposite directions
- ▶ Lean back in your chair, knees apart, with one arm draped casually over the chair next to you
- ▶ Lean back in a chair with your hands clasped behind your head and your feet up on a table
- ▶ Stand with your feet more than hip-width apart, hands on hips (Wonder Woman pose)

## NOTES

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