

The DIME Game

Evaluating options for whether or how intensely to ask for something OR say no

Before asking for something or saying no to a request, you have to decide how intensely you want to hold your ground.

Options range from VERY LOW intensity, where you are very flexible and accept the situation as it is, to VERY HIGH intensity, where you try every skill you know to change the situation and get what you want.

OPTIONS

ASKING	<i>LOW INTENSITY (LET GO, GIVE IN)</i>	SAYING NO
Don't ask; don't hint.	1	Do what the other person wants without being asked.
Hint indirectly; take no.	2	Don't complain; do it cheerfully.
Hint openly; take no.	3	Do it, even if you're not cheerful about it.
Ask tentatively; take no.	4	Do it, but show that you'd rather not.
Ask gracefully, but take no.	5	Say you'd rather not, but do it gracefully.
Ask confidently; take no.	6	Say no confidently, but reconsider.
Ask confidently; resist no.	7	Say no confidently; resist saying yes.
Ask firmly; resist no.	8	Say no firmly; resist saying yes.
Ask firmly; insist; negotiate; keep trying.	9	Say no firmly; resist; negotiate; keep trying.
Ask and don't take no for an answer.	10	Don't do it.
<i>HIGH INTENSITY (STAY FIRM)</i>		

FACTORS TO CONSIDER

1. The other person's or your CAPABILITY.
2. Your PRIORITIES.
3. The effect of your actions on your SELF-RESPECT.
4. Your or the other's moral and legal RIGHTS in the situation.
5. Your AUTHORITY over the person (or theirs over you).
6. The type of RELATIONSHIP you have with the person.
7. The effect of your action on LONG- vs SHORT-TERM GOALS.
8. The degree of GIVE AND TAKE in your relationship.
9. Whether you have done your HOMEWORK to prepare.
10. The TIMING of your request or refusal.

Factors to Consider

1. CAPABILITY

- Is the person able to give you what you want? If YES, raise the intensity of ASKING.
- Do you have what the person wants? If NO, raise the intensity of NO.

2. PRIORITIES

- Are your GOALS very important? Increase intensity.
- Is your RELATIONSHIP shaky? Consider reducing intensity.
- Is your SELF-RESPECT on the line? Intensity should fit your values.

3. SELF-RESPECT

- Do you usually do things for yourself? Are you careful to avoid acting helpless when you are not? If YES, raise the intensity of ASKING.
- Will saying no make you feel bad about yourself, even when you are thinking about it wisely? If NO, raise the intensity of NO.

4. RIGHTS

- Is the person required by law or moral code to give you what you want? If YES, raise the intensity of ASKING.
- Are you required to give the person what they are asking for? Would saying no violate the other person's rights? If NO, raise the intensity of NO.

5. AUTHORITY

- Are you responsible for directing the person or telling the person what to do? If YES, raise the intensity of ASKING.
- Does the person have authority over you (e.g., your boss, your teacher)? And is what the person is asking within their authority? If NO, raise the intensity of NO.

6. RELATIONSHIPS

- Is what you want appropriate to the current relationship? If YES, raise the intensity of ASKING.
- Is what the person is asking for appropriate to your current relationship? If NO, raise the intensity of NO.

7. LONG-TERM vs SHORT-TERM GOALS

- Will not asking for what you want keep the peace now but create problems in the long run? If YES, raise the intensity of ASKING.
- Is giving in to keep the peace right now more important than the long-term welfare of the relationship? Will you eventually regret or resent saying no? If NO, raise the intensity of NO.

8. GIVE and TAKE

- What have you done for the person? Are you giving at least as much as you ask for? Are you willing to give if the person says yes? If YES, raise the intensity of ASKING.
- Do you owe this person a favor? Do they do a lot for you? If NO, raise the intensity of NO.

9. HOMEWORK

- Have you done your homework? Do you know all the facts you need to know to support your request? Are you clear about what you want? If YES, raise the intensity of ASKING.
- Is the other person's request clear? Do you know what you are agreeing to? If NO, raise the intensity of NO.

10. TIMING

- Is this a good time to ask? Is the person "in the mood" for listening and paying attention to you? Are you clear about what you want? If YES, raise the intensity of ASKING.
- Is this a bad time to say no? Should you hold off answering for a while? If NO, raise the intensity of NO.

The DIME Game

Figuring Out How Strongly to Ask or Say No

To figure out how strongly to ask for something or how strongly to say no, read the instructions below. Circle the "dimes" you put in the bank, and then add them up. Then go back 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.

Describe how strongly to ask for something.			Describe how strongly to say no.		
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 have a dollar, then ask very strongly. If you don't have any money in the bank, then don't ask; don't even hint.			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 have a dollar, then say no very strongly. If you don't have any money in the bank, then do it without even being asked.		
10¢	Is this person able to give or do what I want?	CAPABILITY	Can I give the person what is wanted?	10¢	
10¢	Is getting my objective more important than my relationship with this person?	PRIORITIES	Is my relationship more important than saying no?	10¢	
10¢	Will asking help me feel competent and self-respecting?	SELF-RESPECT	Will saying no make me feel bad about myself?	10¢	
10¢	Is the person required by law or moral code to do or give me what I want?	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¢	
10¢	Am I responsible for telling the person what to do?	AUTHORITY	Is the other person responsible for telling me what to do?	10¢	
10¢	Is what I want appropriate for this relationship? (Is it right to ask for what I want?)	RELATIONSHIP	Is what the person is requesting of me appropriate to my relationship with this person?	10¢	
10¢	Is asking important to a long-term goal?	GOALS	In the long term, will I regret saying no?	10¢	
10¢	Do I give as much as I get with this person?	GIVE & TAKE	Do I owe this person a favor? (Does the person do a lot for me?)	10¢	
10¢	Do I know what I want and have the facts I need to support my request?	HOMEWORK	Do I know what I am saying no to? (Is the other person clear about what is being asked for?)	10¢	
10¢	Is this a good time to ask? (Is the person in the right mood?)	TIMING	Should I wait a while before saying no?	10¢	
\$	Total value of asking Adjusted +/- _____ for WISE MIND		Total value of saying no Adjusted +/- _____ for WISE MIND		\$

The DIME Game

Figuring Out How Strongly to Ask or Say No

How strongly to ASK or SAY NO based on your "total".

ASKING		SAYING NO
Don't ask; don't hint	0 - 10¢	Do it without being asked
Hint indirectly; take no	20¢	Don't complain; do it cheerfully
Hint openly; take no	30¢	Do it, even if you're not cheerful about it
Ask tentatively; take no	40¢	Do it, but show that you'd rather not
Ask gracefully, but take no	50¢	Say you'd rather not, but do it gracefully
Ask confidently; take no	60¢	Say no firmly, but reconsider
Ask confidently; resist no	70¢	Say no confidently; resist saying yes
Ask firmly; resist no	80¢	Say no firmly; resist saying yes
Ask firmly; insist; negotiate; keep trying	90¢	Say no firmly; resist; negotiate
Don't take no for an answer	\$1.00	Don't do it

**Remember to ask your Wise Mind if the answer you received is what's most effective for you.*