



The Power of a Positive No

Interactive Workshop & Clinic

Expand your ability to comfortably and gracefully say No... and improve your work performance, your family life, and your sense of integrity, purpose, and health.

So many of us struggle with saying "No". Too often we accommodate Others' requests or offensive behavior or, at the end of our ropes, lash out in ineffective ways. But how do we say "No" without damaging important relationships or failing to deliver on our responsibilities? Although it is challenging, leading edge organizations and inspired professionals are learning that the right "No" actually improves quality and performance, while reducing complexity, burnout, and frustration.

In this interactive workshop, we will explore a practical approach for saying "No" without damaging our relationships or compromising the results that matter. We will apply a conceptual framework developed by Dr. William Ury for his new book, "The Power of a Positive No: Saying No and Still Getting To Yes", along with tools and techniques from Ms. Doty's work in organizational learning and personal mastery.

Elizabeth is a master of the stories that bring out the true message of "The Power of a Positive No." She excels both in understanding the challenge and bringing the possibilities to life.
-- Dr. William Ury, author
The Power of a Positive No

The results have been impressive! The concepts taught have become part of our everyday language... thank you for your impact, Elizabeth!
-- Molly Scholes, Skillsoft



- One-day workshop & clinic
- Easily customized
- Team rates available
- Contact info@worklore.com
OR 415-644-5011

Participant Takeaways

- Awareness** Value of constructive conflict
Costs of saying No ineffectively
- Tools** Yes-No-Yes worksheet
Plan B worksheet
- Frameworks** The "3A Trap": Avoiding, Accommodating, Attacking
The Way Out: A Positive No
- Techniques** Reducing reactivity
Responding to manipulation
- Practice** Delivering a positive No
Developing your own style
Activating confidence & courage
- Plan of Action** For a specific No in your life

Elizabeth Doty is the author of [The Compromise Trap](#), which explores the costs of unhealthy compromise at work. She is the founder of WorkLore, a consulting firm that partners with organizations such as Intuit, Archstone-Smith, and Hewlett Packard to help make their missions real.

