

# DEAR MAN

DEAR MAN is a simple yet effective technique used in Dialectical Behavior Therapy (DBT) to make requests and communicate assertively with others. It stands for Describe, Express, Assert, Reinforce, Mindful, Appear confident, and Negotiate.

The first step is to describe the situation in a non-judgmental way, using factual information to provide context. Next, express your feelings and emotions about the situation, using "I" statements to take ownership of your experience. After that, assert your needs or request in a clear and direct way, making sure to be specific about what you want.

To reinforce your request or message, emphasize the benefits of complying with it and the consequences of not doing so. Be mindful of your tone and body language, making sure to convey confidence and respect. Lastly, be open to negotiation and compromise, finding a solution that works for everyone involved.

Overall, DEAR MAN is an excellent tool for improving communication skills, building assertiveness, and enhancing relationships with others. With practice, it can help you express your needs and wants in a clear, concise, and respectful manner.

## **D = Describe**

- Share the facts about the current situation.
- Avoid making assumptions or judgments.

Example: I called you and left you a voicemail, but you never returned my call.

## **E =Express**

- Express your feelings about the facts.
- Avoid attacking or blaming.
- Use "I" statements.

Example: I felt sad when I never heard from you.

## **A = Assert**

- Clearly state what you need or want from the other person. Do not assume that the other person already knows what you want.
- Be specific and avoid making demands.

Example: When I call you, can you please call me back?

## **R =Reinforce**

- Reinforce your position by explaining the positive/negative consequences of meeting your needs. It can be more helpful to start with the positive.

Example: When you call me back, I feel important to you. When I don't hear from you, I start to think negative about our relationship.

**M = Mindful**

Stay focused on your overall goal. Keep your attention focused on the present moment and avoid getting sidetracked.

**A = Act Confident**

- Make eye contact
- Do not talk too fast
- Speak clearly

**N = Negotiate**

- Stay open and be willing to find a mutually beneficial solution.
- Offer alternative options

Example: Would you be willing to text me if you are not available to talk?