Exercise: X

Creating Self-Interest Benefit Statements

Write a **Self-Interest** statement for at least one potential conflict situation involving (1) your supervisor, (2) a co-worker, and (3) a subordinate or customer.

1. Supervisor
2. Co-worker
3. Direct report or stakeholder

Turn to your learning partner and describe a conflict situation and the benefit statement you used to appeal to the other person’s **Self-Interest**.

The partner receiving the **Self-Interest** statement should give feedback to the sender: Did the statement appeal to an area of self-interest? Did it demonstrate concern for the person?

Reverse roles.