Exercise: VIII

Creating Anticipatory Statements

Think of a situation in each of the four categories in which you were unsuccessful in achieving your objective. Or think of a present situation in which you’d like to produce a positive outcome.

In the space provided below, write a brief description of each situation and the objective you hoped to attain.

Now, imagine having a conversation with the other person about your situation and be objective. What might that person’s reaction or objection be to your request? Take the reaction or objection that you imagine (or anticipate) and incorporate it into your verbal statement. Now write the anticipatory statements that you would make to produce successful outcomes.

|  |  |  |
| --- | --- | --- |
| Category/Objective | Situation | Your Anticipatory Statement |
| Gaining cooperation |  |  |
| Influencing Others |  |  |
| Winning Respect |  |  |
| Overcoming Stereotypes |  |  |