**SELF-ASSESSMENT EXERCISE:**

**In a disagreement, dispute, or difference of viewpoint with another:**

1. I let emotions and tensions cool before taking decisive action.
2. We find some formula or other criteria we both agree on.
3. I assert myself to gain what I’m after.
4. We jointly develop a mutually agreeable plan that merges both views.
5. I follow my view, and the other person follows his or her view.
6. I give in on some points to get my way on others.
7. I place more emphasis on similarities and less emphasis on differences.
8. We find logical rules we both agree on as the basis for our decision.
9. We take action that lets both parties retain their positions, at least on an interim basis.
10. Within agreed-upon limits, I give control to the other person.