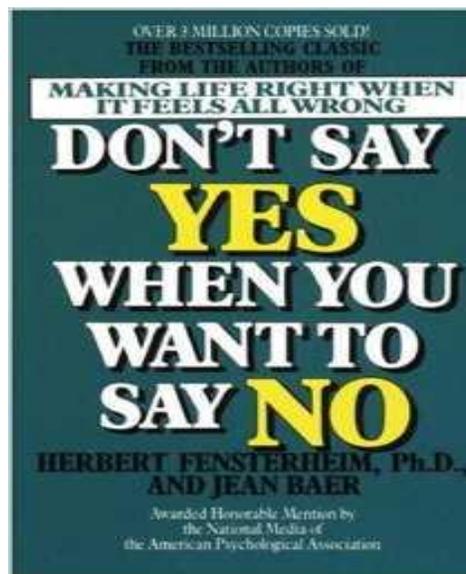




DON'T SAY YES WHEN YOU WANT TO SAY NO

AUTHORS: HERBERT FENSTERHEIM PH.D.
AND JEAN BAER



THIS POWER SUMMARY WAS CREATED BY DAVID RIKLAN

Original Publication Date: 1975

This bestselling book, first published in 1975, has changed the lives of over 3 million people, providing them with the power to say no.

Short Summary

Have you ever been told to “say what you mean and mean what you say”? In this book, Herbert Fensterheim explores this concept as it pertains to finding your assertiveness and using it to accomplish your goals and reach your potential. Anchored by exercises that help guide you through visualization and goal-setting, this book introduces readers to being strong and assertive in order to improve various areas of life.

Key Takeaways

Utilizing assertiveness training can help you to achieve a wide variety of things in your life, including:

- 1) Gaining recognition at work.
- 2) Getting the promotion or raise that you have been after.
- 3) Renewing and improving your marriage.
- 4) Spicing up your sex life.
- 5) Parenting more effectively.
- 6) Making new friends.
- 7) Mending or ending tarnished relationships.
- 8) Easing anxiety.
- 9) Learning to express emotions, thoughts, feelings, and opinions that may have previously been difficult to share.

Some of the wisdom that is offered in this book includes:

- 1) You have learned unsatisfactory behaviors, trained yourself to do these things, and this is what has made you unhappy. In the same way, you have the ability to teach yourself to behave in positive ways and be happy.
- 2) If you don't know how to express your anger, sadness, disappointment, and other emotions, then you cannot expect anyone to respond to these emotions and provide for you what you want.
- 3) Being assertive is the way that you will accomplish your goals in life and get out of your future what you want it to be. This means not only showing your emotions and expressing your feelings, but not being afraid to ask for what you want and tell those around you when they are not living up to your needs.

Action Steps

- 1) Recognize the areas of your life in which you have difficulty exhibiting assertiveness. Set goals pertaining to this lack of assertiveness so that you can achieve what you desire in those particular areas.
- 2) Learn to visualize, then actualize, as a means of accomplishing the behavioral goals that you have set for yourself.
- 3) Find the strength to develop self-control based on your own inner influences rather than being controlled by others.
- 4) Put effort into changing those habits and behaviors that get in the way of you achieving what you want and reaching your potential.

Thought-Provoking Questions

- 1) What areas of your life do you find that you say “Yes” when you really want to say “No?”
- 2) How do you express your anger, sadness, and disappointment? Do you effectively communicate them to others?
- 3) Are you afraid to ask for what you want? If yes, what’s holding you back?

Quotes and Excerpts

"You have learned unsatisfactory forms of behavior, which have made you unhappy."

"Just as you have trained yourself (or been trained) to be neurotic, you can teach yourself to be normal."

"What you do influences who you are and how you feel about yourself."

"If you change one behavior, you change a whole series of related behaviors."

"Even the change of a seemingly trivial behavior may begin to reverse the spiral and start an upward momentum."

Author's Biography

Herbert Fensterheim was a professor of clinical psychology at Cornell University. In 1958, he earned his Ph.D. at the Graduate School of Arts and Science at New York University on the subject of experimental study of the relationship between overt behavior and perceptual behavior in schizophrenia. In 1968 he married Jean Baer died. He wrote several psychological self-help books, including Don't Say Yes When

You Want to Say No, that have been translated into German and other languages. He had more than twenty years of private practice in Manhattan. He also wrote articles in a variety of psychological journals.

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Saying IDK when you just don't want to answer. Local business. Niks photography. The Emirates Identity Authority is exploring the possibility of adding a third language to its website, besides Arabic and English. Please vote for malayalam <http://www.id.gov.ae/en/home.aspx>. id.gov.ae. Don't be embarrassed. Say "No" out loud. Don't pay attention to the people sitting around you staring. You need to practice. Here's an example. Well, what about giving better redemption privileges instead of an annual lockup (No.) Then he wants to tell me about these VC deals where his money is tied up (No. And note that this is a very difficult "no". At the risk of making this parenthetical too long, it's worth pointing out that everyone in this business likes to tell their "stories" and you MUST say no before they begin. The company that's about to sign a deal with WalMart China to sell their patented iVacuums. The other company that has Donald Trump Swimwear that's going to be the exclusive swimwear in every golf club in the countr