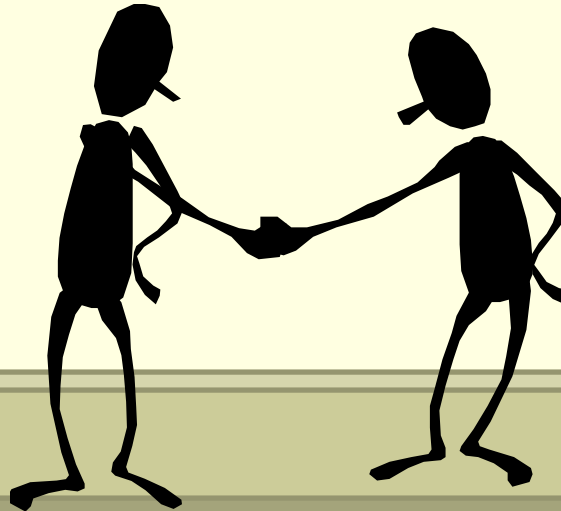


Thinking for a Change

Introduction to Problem Solving

Negotiating - Definition

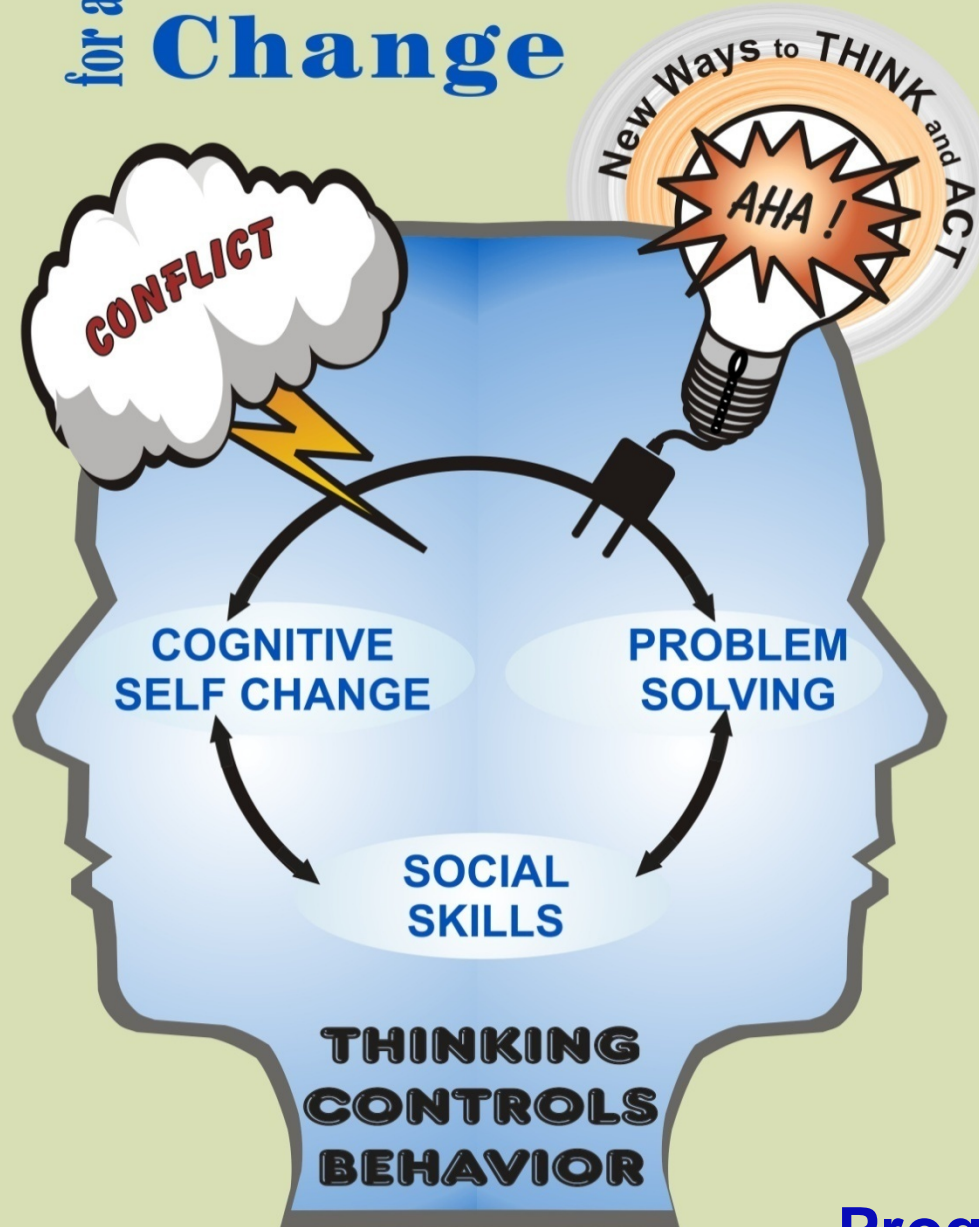
When 2 people discuss a situation where some agreement must be made that is mutually acceptable to both of them



Negotiating

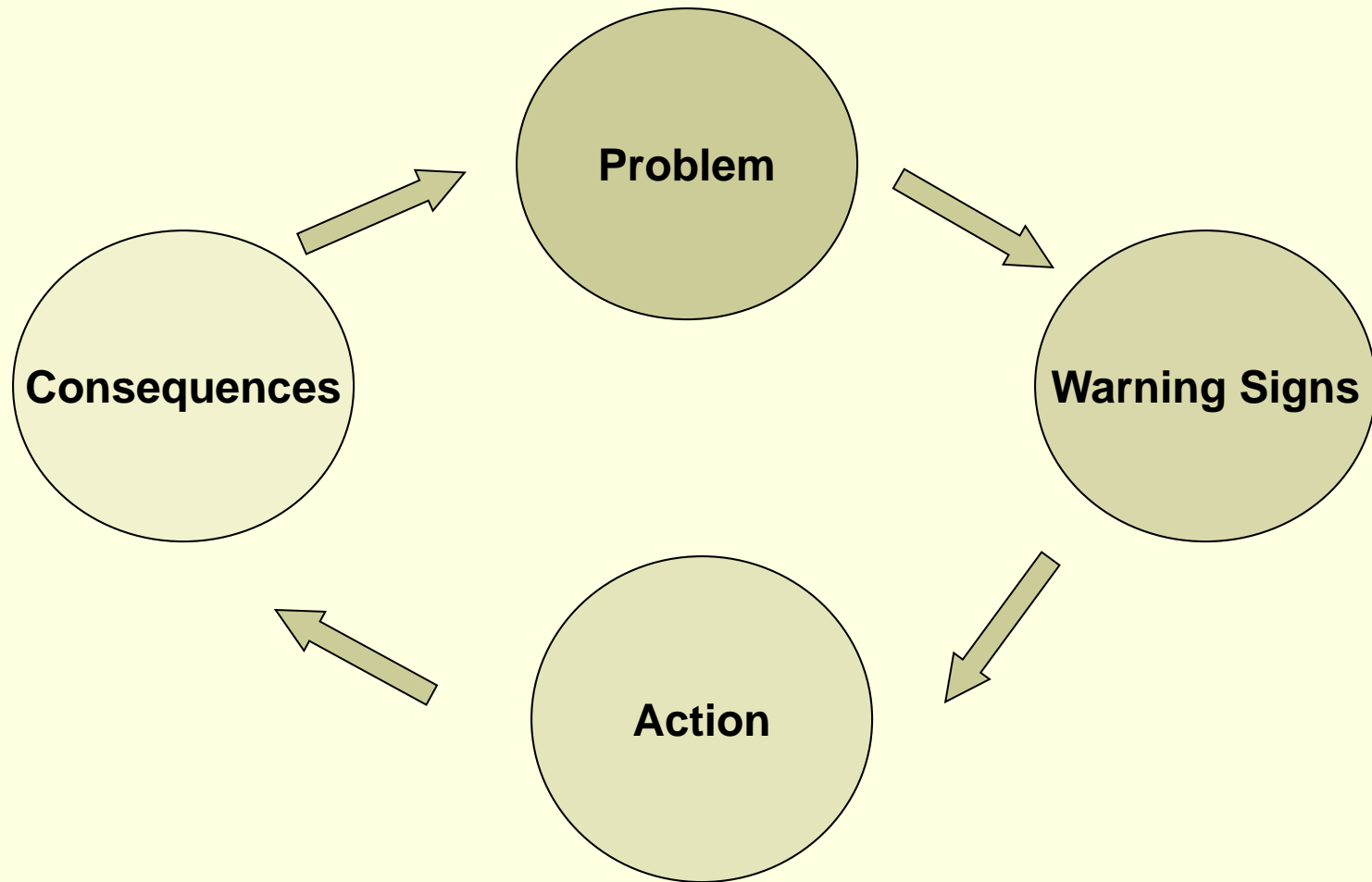
1. Decide if you and the other person are having a difference of opinion
2. Tell the other person what you think about the situation
3. Ask the other person what he/she thinks about the situation
4. Listen objectively to his/her answer
5. Think about why the other person might feel this way
6. Suggest a compromise

Thinking for a Change



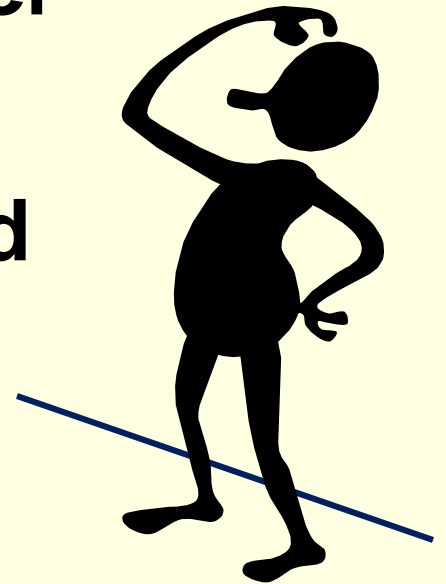
Program Organizer

Conflict Cycle



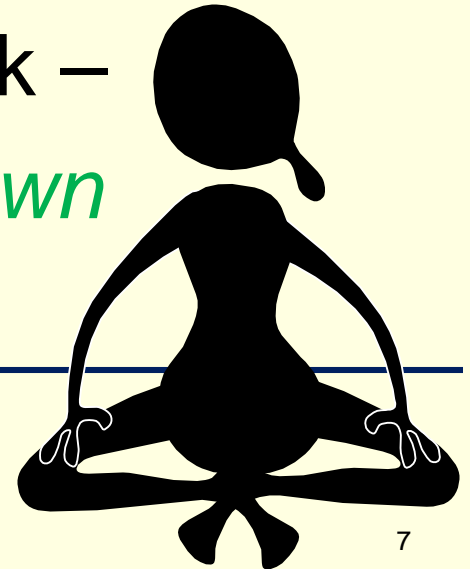
Problem Solving Skills

- Skill 1 – Stop and Think
- Skill 2 – State the Problem
- Skill 3 – Set a Goal and Gather Information
- Skill 4 – Think of Choices and Consequences
- Skill 5 – Make a Plan
- Skill 6 – Do and Evaluate



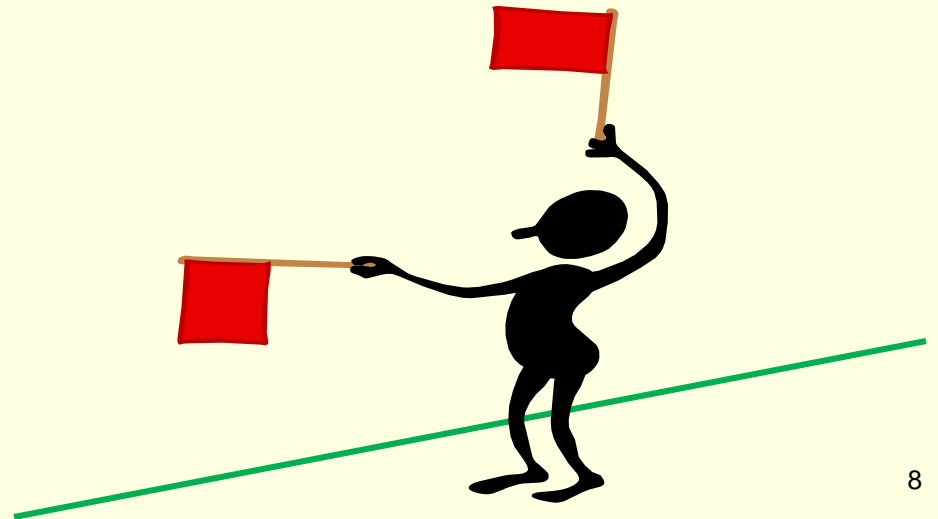
Skill 1: Stop and Think

- **Step 1:** Stop: Pay attention to your warning signs - *Physical reactions; Risk thoughts; Risk feelings*
- **Step 2:** Think: Reduce your risk – *Be quiet; Get space; Calm down*



Skill 2: State the Problem

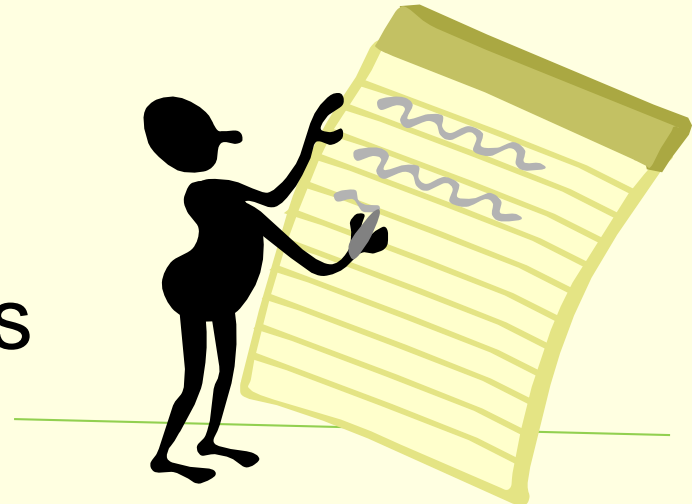
- **Step 1: Identify a Warning Sign**
- **Step 2: Describe the situation objectively**
- **Step 3: Identify a Risk Reaction**



Skill 3: Set a Goal and Gather Information

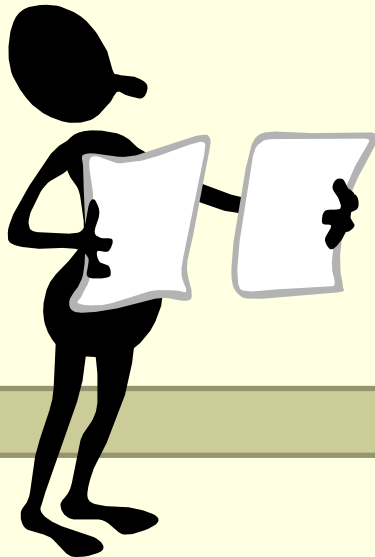
- **Step 1:** Identify and set a positive and realistic goal

- **Step 2:** Gather Information:
 1. Facts
 2. The other person's thoughts and feelings



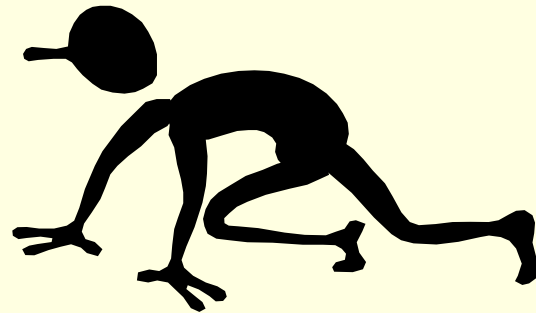
Skill 4: Think of Choices and Consequences

- **Step 1:** Brainstorm choices
- **Step 2:** Think about consequences
- **Step 3:** Pick a choice to get to your goal



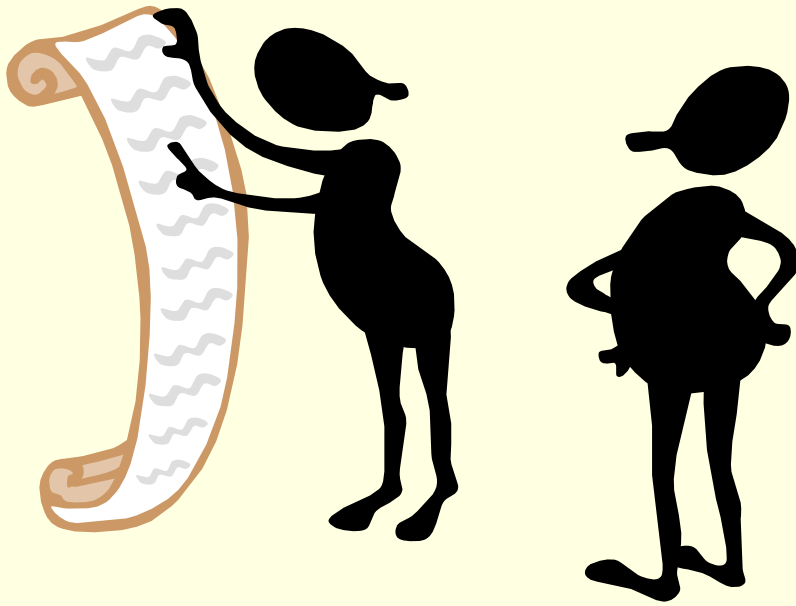
Skill 5: Make a Plan

- **Step 1:** Identify who, where and when
- **Step 2:** Choose key Social Skills that can help you
- **Step 3:** Identify what you will do or say
- **Step 4:** Identify how you will do and say it
- **Step 5:** Decide on a thought that will get you started



Skill 6: Do and Evaluate

- **Step 1:** Do it
- **Step 2:** Ask questions
- **Step 3:** Decide what to do next



Homework

- **Watch for situations where you have some type of conflict with another person - a situation where something happens that you do not like**
- **Describe the situation and then identify your warning signs: physical reactions, risk thoughts and risk feelings**

