

## Self-Reflection: Applying the Rules of Alliance

**Instructions:** Think of a current situation in which you and another person are at odds and you want to bring him or her around to your way of thinking. (If no such situation currently exists, think of a past situation.) When you have the situation in mind, answer the following questions.

1. Rule 1 says, "Assume that mutual respect exists." How will you apply this rule? Specifically:

- How does your past history with this person affect your ability to make this assumption?
- What will it take for you to assume that mutual respect exists?
- How can you demonstrate this assumption to the other person?

2. Rule 2 says, "Trust the other person and be someone whom he or she can trust." How will you apply this rule? Specifically:

- How can you demonstrate your trust and show that you can be trusted?
- How might doing this affect your influence in this situation?
- Are the potential benefits worth the potential risks?

**Self-Reflection: Applying the Rules of Alliance (Continued)**

3. Rule 3 says, "Be open, and share information." How will you apply this rule? Specifically:
- What are the risks and benefits of sharing information in this situation?

Risks	Benefits

- What is a first step that you can take in opening up this relationship?

4. Rule 4 says, "Look for mutual benefits."
- What potential mutual benefits do you see right now?

- What can you do to learn more about other possible mutual benefits in this situation?