

JUST SAY NO

Don't say YES when you want to say NO



Quite a few years ago I attended a very large seminar that promised to make the attendees more aware of their human potential. The seminar was an example of what psychologists call a large group awareness training program.

This was just one in a series of seminars in a training program that was taught, not through books, but in large ballrooms and auditoriums to hundreds at a time. The basic idea was that what you think is what you do. Think positive, you will do positive deeds.

The seminar I am writing about taking at the moment was a Graduate Training Seminar about the Power of the Group. At one point in the seminar the attendees were rearranged so that a segment could be conducted in smaller groups, seated in large circles. About 25 of us formed each circle.



The group of people in each circle was being asked by the organizers to sign up for another seminar. The request was made to the first attendee sitting next to Trainer of each group who asked the Trainee to show his/her “Yes” answer by turning his name tag upside down. After that each person next in line was asked to turn the name tag upside down when it became his/her turn.

As it so happened, I was the last person in my group comprising the 25-person circle. There were more than one circle in operation at the same time. I want to tell you that as each person in my group said “Yes,” by turning his or her name tag upside down, I felt the pressure to go along with the group but I did not want to attend the new seminar. I kept hoping that someone in my circle would refuse to turn the name tag upside down.

By the time this simple method of acceptance reached me. I was feeling real pressure to sign up for the seminar. I refused to agree to sign up for the seminar and I was under constant sales pitch for the rest of the evening by several attendees who had turned their name tags upside down.

The seminar was a huge personal success as far as I was concerned because I experienced first hand the Power of the Group and I still remember that power to this day. The point I



am making is that you should always ask for more time to think a request over whenever someone is asking you to make a decision. Do not allow the power of any group or individual for that matter to cause you to say “Yes” when you want to say “No.”