

SAYING “NO”

During one of management workshops the idea of “boundaries” was being discussed. What is the meaning of personal boundaries and team / organizational boundaries? How does one create a sense of belonging, how does one shape membership?

Inevitably the topic of how does one say “no” and what is one saying “yes” to came up. One of the participants had this to say, “One of the things a sales person has to learn to do with his / her clients is to say “Go to hell in a way that makes him look forward to the trip!”

Perhaps we need to also look at what kind of assumptions one is making of the “heaven” one is creating for oneself when shutting doors on another”!