

ASSIGNMENT SHEET FOR TACTICS FOR TAMING ANXIETY

ACTION STEPS: Your assignments for this lesson are to:

1. Read the short article, [How to Work with Your Counterpart in Negotiations](#).
2. Review the slides in the Business Insider article, [This Simple Power Pose Can Change Your Life and Career](#).
3. Referencing those slides, assess whether you fall into any of the *low*-power poses. Then, choose at least one *high*-power pose that you will try and appropriately apply this week in your work setting. Note both your response and the responses of others to this change in your physical presence. Or if you're in a hurry because your performance review is coming up soon, use a power pose then.
4. For a more condensed version of this topic, see [8 Power Poses That Will Make You More Confident at Work](#). You'll be especially interested in the last one that suggests you can be more effective when negotiating a raise by pinching a certain body part. Who knew?