

SAYING YES

IS BETTER THAN

SAYING NO

SOMETIMES

Saying Yes is Better than saying No – from [Leadership Wisdoms](#)

For leaders, it is important to understand the differences between saying ‘yes’ or ‘no’. By saying them in the right places, you will leverage your role and build effective relationships with your people. In this article, you will learn a little bit more about those occasions where it's important to say ‘yes’.

When you say ‘no’ to someone, it is for one of two reasons, either you are being very clear and direct about what is not agreed or acceptable and it is valuable to set that boundary, as mentioned in more detail [here](#). When you say ‘no’ because you are showing off your superiority, you kill the relationship a little more. Every time. And that is not a good thing.

Saying ‘yes’ to those around you in most cases opens up the relationship. It shows you value them for their insights, ideas, contributions and offers of help (see more on this [here](#)).

When you say ‘yes’ to someone to engage with them, it builds their confidence, makes them feel valued and above all, builds the equality of the relationship. Even when you might be to their senior in any apparent hierarchy, you are giving them the space to partner with them.

There will be times, for what you believe is efficiency, where a ‘no’ will stop someone wasting your time. You will say ‘no’ to move them on and allow you to get on with whatever you are busy with (more on this later!). But the investment of a ‘yes’ when someone wants to engage with you (and sometimes offer [help!](#)) is such a valuable leadership tool.

Don't miss the opportunity to use it more often.

5 Steps to Saying Yes

1. Notice the time when you say ‘no’. Is it a boundary thing or a superiority thing?
2. Will saying ‘yes’ add value to the self-esteem of the other person and/or value to situation they and you are involved in.
3. Find moments of breathing space to respond, rather than react with a quick ‘no’.
4. Set a goal of saying ‘yes’ at least once more than you would each day. Notice how they receive the opportunity. See the enthusiasm and energy they now have.
5. Review occasions when you have said ‘yes’. What were the benefits? In you? In the other person?

How will you say ‘yes’ more often?

About Martin

Martin Haworth is a leadership coach and trainer based in Gloucester England. He coaches individuals one-to-one developing their leadership skills, on their personal development and career planning. He also works with organisations helping them deliver effective leadership throughout their organisation in a kind, supportive and motivational way. martinhaworth.com



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