

META-EMOTIONAL TENDENCIES EXERCISE

To better understand your feelings and attitudes about your feelings, read through these lists of positive and negative emotions or feelings.

POSITIVE	NEGATIVE
<p>Admiration for Amusement Attraction to Gloating Gratification Happy for Hope Joy Love Pride Relief</p>	<p>Anger Contempt for Disappointment Disgust Envy Fear Guilt Hate Indignation Jealousy Pity Regret Resentment Sadness Shame Worry</p>

- Which ones are you most likely to feel as you approach this negotiation? (Make a check mark next to them.)
- Which ones are most unpleasant for you to feel? (Circle them.)
- For the ones that are both circled and checked, ask yourself: How will I cope with these emotions during the negotiation?