

## Behavioural Experiment

### Situation

I bought a sandwich for Ian for lunch. He forgot to pay me back.

### Experiment: What did you do instead of taking your usual precautions?

Ask Ian for the money he owes me. Don't apologise or say 'it doesn't matter'. Be polite and pleasant, but firm. Take your time.

### Anxious predictions: Rate 0-100% for how strongly you believed each one

He will shout at me	90%
He will think I'm really mean	90%
It will spoil our relationship forever	80%
I will have to find another job	80%
I won't be able to find another job	70%
I'll be stuck at home with no money	70%

### What were the results?

He gave it to me right away! He said he was sorry, he'd just forgotten. No sign afterwards that he thought anything of it.

### What did you learn?

I learned that it's OK to take the risk of asking for what I want, and I CAN do it, and get results — even if it does make me nervous.