Suggestions for Developing Assertiveness Skills

The assessment booklet and training include positive ways to use each assertiveness style. Each participant will need to learn the situations that work best with a **Firmly Assertive** style. The goal for assertiveness training is increase influence and action orientation.

AGGRESSIVELY CONTROLLING	FIRMLY ASSERTING
Positive ways to use this style:	Positive ways to use this style:
Make your points more directly in a louder, more confident voice. State your rights strongly to others.	 Develop your attentive listening skills Find ways to empathize with the other person or persons or "put yourself in their shoes." Confidently, clearly, and firmly state your own needs and expectations to others. Aim to be flexible to adapt your position to protect your own rights and avoid infringing on the rights of others. Look for opportunities to find approaches that represent a good outcome for both parties.
PASSIVELY OBSERVING	WARMLY PROPOSING
Positive ways to use this style:	Positive ways to use this style:
 Aim to quietly look for the underlying reasons or motivations for the points made by the others as they talk. 	 Try to play the role of calm and friendly offerer of ideas and suggestions.
Learn to watch and interpret body language more often.	Bring people into conversations through small talk more often.
 Use constructive silence to help you reflect more often in conversations. 	 Find out more about other people's needs and aspirations and focus on those that match your own.
	 Look to explain your points carefully and in a gentle and assured way.

Assertiveness Profile Assessment Packet Of 5

JR Anderson

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