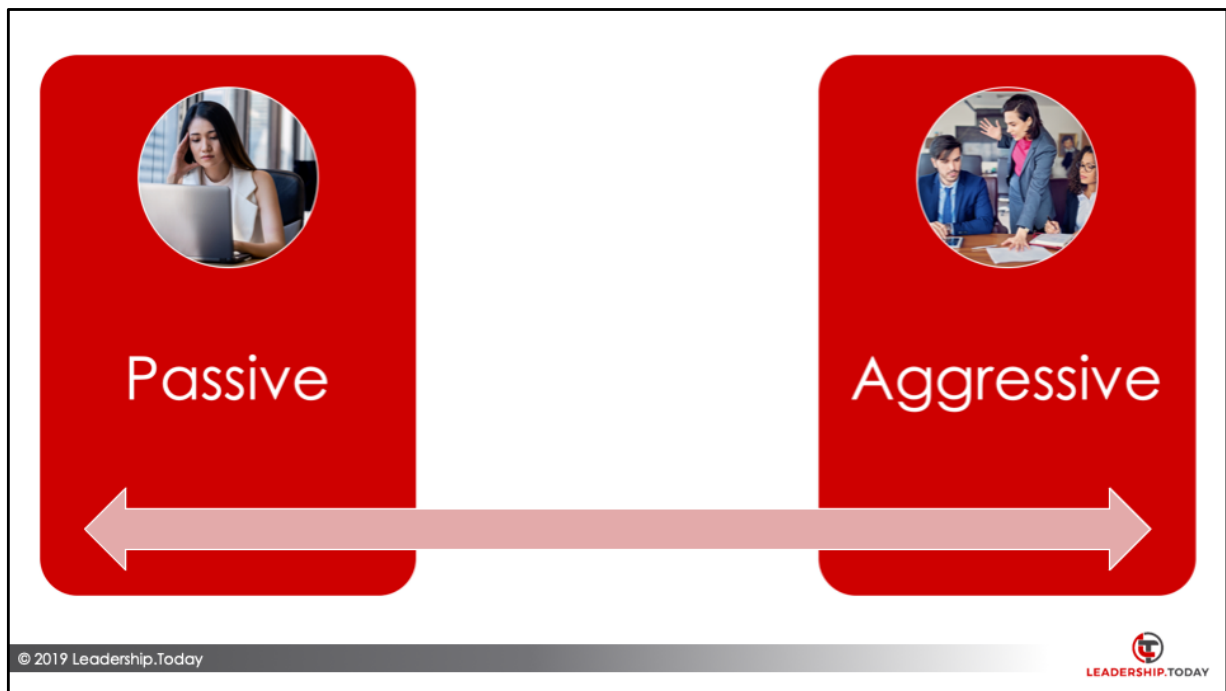




Welcome back for day two of the course. Yesterday we looked at what assertiveness isn't, so I thought it was only fair for us today to focus on the question you're most interested in - "what is assertiveness?".



We talked about passive and aggressive approaches – and how neither was assertive.

50%
About
Me?



Assertive?

50%
About
Them?

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And that assertiveness isn't about compromise.



In fact, we learned that assertiveness is more than compromise.



One hint is that assertiveness is not a personality type. We're not born with our level of assertiveness, and we're not stuck with our level of assertiveness. Assertiveness is something we can vary and choose. It's a skill that we can learn and develop,



ASSERTIVENESS

100% ME & 100% THEM

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Assertiveness is a whole new equation where it's 100% about me, AND 100% about them.

Assertiveness involves me laying out my interests, views and opinions, while also allowing the other person to lay out their interests, views and opinions.



So assertiveness is a type of conversation. It's a way that we approach our interactions with others that ensures our interests are shared, while also uncovering and acknowledging the interests of others.



Assertiveness is about confident engagement. It's placing a value on what matters to us, while confidently exploring what matters to others.

So it's helpful to reflect on how we engage with others – the kinds of conversations we're currently having, and how we might take a more assertive approach.

Record Examples

- 🕒 Date, time and place
- 👤 Situation and person
- 💬 Your response (behaviour, thoughts and feelings)
 - passive, aggressive or assertive
- 🏆 Outcome
- 🔄 Alternative approach

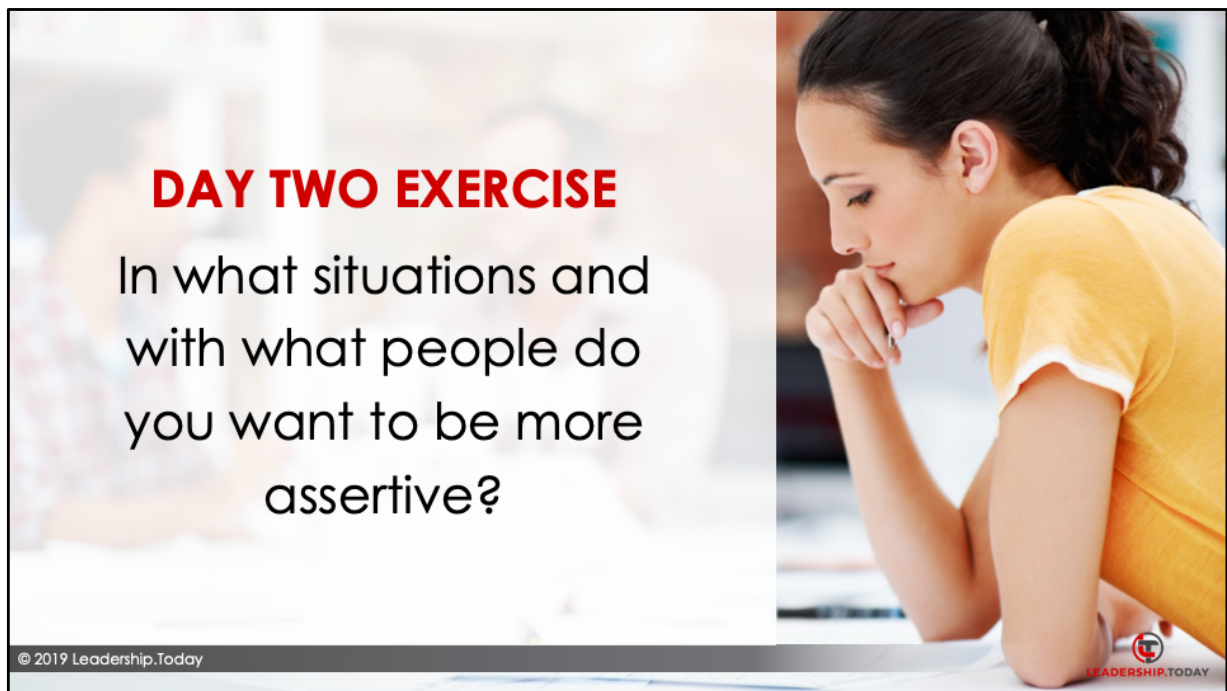
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Each day for the remainder of the course I'm going to encourage you to record examples of interactions you've had with others. I've included a "record examples" worksheet that you can download.

As you interact with others during the day, you can write down the details of the situation and person including when and where the interaction happened. There is space to note down your response. Make sure you write about your thoughts and feelings, as well as your behaviour, while also identifying whether your approach was passive, aggressive or assertive. You can note down the outcome. And, if you weren't happy with your approach or the outcome, there's an opportunity to think about an alternative approach.

Recording these examples is in addition to the exercises for each day. And you might find that not every day has an example to note down. But over time the examples you record will provide a deeper insight into your approach to engaging with others, as well as the progress you're making over the three weeks.

A woman with dark hair in a ponytail, wearing a yellow t-shirt, is shown in profile, resting her chin on her hand and looking down thoughtfully. The background is blurred, showing other people in a meeting setting. Overlaid on the left side of the image is the text 'DAY TWO EXERCISE' in red, followed by the question 'In what situations and with what people do you want to be more assertive?' in black. At the bottom left, there is a copyright notice '© 2019 Leadership.Today'. At the bottom right, there is a logo for 'LEADERSHIP.TODAY' featuring a stylized 'L' inside a circle.

DAY TWO EXERCISE

In what situations and
with what people do
you want to be more
assertive?

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The exercise for today involves listing situations and people where you want to be more assertive. This will help you to identify areas to focus your development over the coming days and weeks.

You can watch a video explaining the exercise in more detail if you want.