IIT ROORKEE

NPTEL ONLINE CERTIFICATION COURSE

Lecture - 29

Assertiveness-1

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Assertiveness?

- **“Assertiveness is all about being present in a relationship.”…”Assertiveness involves advocating for yourself in a way that is positive and proactive.”**

-Randy Paterson , the author of *The Assertiveness Workbook: How to Express Your Ideas And Stand up for Yourself at Work and in Relationships.*

How to Be Assertive?

- Clearly communicating what you want
- Expressing your feelings , needs and opinions.
- Standing up for your rights.

What is Assertiveness?

- "Forthright, positive, insistence on the recognition of one's rights." **(The Concise Oxford Dictionary)**
- Assertiveness is often seen as the **balance point between passive and aggressive behavior.**
- Being Assertive – involves taking into consideration your own and other people's rights, wishes, wants and desires.
- It includes-

I. Openness in expressing wishes
II. Listening to the views of others
III. Accepting Responsibilities

Building self-confidence

- Positive thinking , practice, training, knowledge and talking to other people are useful ways to build your confidence.
- Low –confidence
- Over-confidence
- Self-esteem

Passive behavior can Lead to-

- Stress
- Resentment
- Seething anger
- Feeling of victimization
- Desire to exact revenge