

# Assertiveness

**Activity:** To give an idea of the strength of your tendency towards assertive behaviour complete the following short diagnostic:

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|  | Yes/No |
| Do you feel exploited at work? |  |
| When you are being watched at work, do you feel uncomfortable? |  |
| Do you find yourself pretending that you know or understand atopic even if you don't? |  |
| Do you feel dissatisfied with your occupation? |  |
| If a salesperson goes to great lengths showing you things do youfeel obliged to buy something? |  |
| Do you find it difficult to start a conversation with a stranger? |  |
| Are you reluctant asking for an overdue payment? |  |
| When you have been misunderstood, do you correct people without ‘putting their nose out of joint’? |  |
| Is criticising a friend something you would avoid? |  |
| When somebody compliments you do you feel embarrassed and self-conscious? |  |
| Do you find it difficult to ask a person jumping a queue to join theback of the queue? |  |
| Do you regret not having said things you think you should have said after meeting people? |  |
| Do you think people find you boring? |  |
| Are you reluctant to say ‘no’ to a friend? |  |
| In tense meetings, do you feel confident in presenting your view? |  |
| At social events, do you find silence uncomfortable? |  |
| Are you fearful of making mistakes? |  |

If you have answered ‘yes’ to 5 or more of the above you may need to concentrate on being more assertive.