

Assertiveness and defense against manipulation

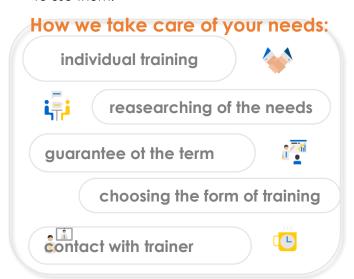
- Myths about non-assertive people who is really assertive,
- What is "deep assertiveness" how to properly understand assertiveness - what are the causes of non-assertive behavior
- Zachowania nieasertywne oraz ich konsekwencje:
 - Aggression,
 - Submission,
 - Manipulation,
- How to judge if you are being assertive,
- When non-assertive behavior is a good choice,
- What are the benefits of assertiveness and what are the risks.
- **Assertiveness matrix -** how is it for you.

#3 Your assertiveness workshop - build your inner strength

- **Courage -** how to arouse courage at any time - 7 steps training to successfully trigger assertive behavior.
- **Self-esteem -** what is self-esteem and how to strengthen it:
 - The TOBe™ principle,
 - Values your resources,
- **Self-confidence -** how to increase it using the SZM ™ Strategy

Assertiveness – it's more than saying #2 Assertive attitude - we throw the barriers of assertiveness out of your head

- **Defense mechanisms -** how to consciously react to a situation at a given moment.
- Anti-assertive thinking how to change a negative monologue in your head into thinking that favors assertiveness:
 - Catastrophizing,
 - Negative opinions about yourself,
 - Exorbitant conditions of assertiveness,
 - Self-punishment,
 - Obligations and standards,
- Values, needs, beliefs how they affect your assertiveness (working on the levels of 4GROW ™ mental functioning),
- Assertive rights what are your rights and how to use them.









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#4 Assertiveness in communication and #5 Conflicts in relationships and relationships - training techniques

- Assertive Denial Technique when you want to take care of your needs and interests first,
- Broken Record Technique when the interlocutor does not accept your words and exerts pressure,
- Zawisza ™ Technique the interlocutor wants something from you that you do not want to agree to,
- Assertive postponement technique someone puts you in a situation in which you do not know yet how you want to behave, what to answer,
- Alternative Technique TM when you want to diplomatically demonstrate the value of your solution and make you aware of the consequences of your choice,
- The POP TM principle when someone addresses you in a way that you do not accept; behaves in a way that does not suit you.

we conduct the training in the formula:

- ✓ stationary
 - ✓ on-line
- √ hybrid MIX

assertive defense against manipulation - how to express your own opinion assertively when you disagree with your interlocutor

- How to change the direction of the conversation and turn a non-constructive dialogue into a substantive partner conversation:
 - The Cards on the Table ™ technique (thanks to it you can check the intentions of your interlocutor and expose manipulation),
 - Open Door and Ju-Jitsu techniques (thanks to them you will react to nonconstructive verbal attacks directed at you),
 - Problem frame vs solution frame (NVC communication without violence according to Marshall Rosenberg) - how to focus on the solution, not on the conflict,
 - Assertiveness without guilt how to react in harmony with yourself and avoid feeling guilty,
 - Assertiveness without feeling hurt a dramatic triangle - how to stop being a "victim" and take care of your interests.



Have any questions? Feel free to contact us. Adrianna Ostrowska **Open Training Coordinator**

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