

Assertiveness and defense against manipulation

#1 Assertiveness – it's more than saying „no”

- **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

#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.

How we take care of your needs:

individual training



researching of the needs

guarantee of the term



choosing the form of training



contact with trainer



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- #4 Assertiveness in communication 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™** - when you want to diplomatically demonstrate the value of your solution and make you aware of the consequences of your choice,
 - **The POP™ principle** - when someone addresses you in a way that you do not accept; behaves in a way that does not suit you.
- #5 Conflicts in relationships and 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 non-constructive 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.

we conduct the training in the formula:

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



Have any questions?
Feel free to contact us.

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