

Being assertive is an essential business skill; it enables you to clearly put your ideas across, and with confidence.

There is a direct correlation between self-confidence and assertion. When we accommodate to the beliefs of others, our lack of self-belief can kick in. We may even perceive that we don't have a viable alternative, based on the lack of esteem we hold about ourselves.

Being assertive is to maintain a balance. It is knowing when to be accommodating by taking a more flexible approach to what is being said or is happening and when to clearly articulate a strengthening argument or an altogether different point of view.

With practice we begin to gain confidence in making positive, proactive and assertive statements in any given situation.



How You Benefit

- Get your thoughts across in a clear and coherent manner
- Determine when it makes sense to hold back and when to articulate other ideas
- Remain professional at all times, never going beyond what's acceptable when establishing authority
- Practice, practice, practice building assertion skills and self-confidence



Who Should Attend

Anyone who wants to develop more productive working relationships with stakeholders whether they be colleagues and/or clients.



Duration

2 Day



Participant Materials

Participants will receive supporting materials for reference before, during and after the course



Style

A very practical workshop with regular practice sessions to develop skills, using proven tools and techniques. Immediate applicability.

Our emphasis is on the LEARNING and the workplace application of skills by the LEARNER
Let's get started!