

Developing your ASSERTIVENESS to act in an assertive way

Target population

Executives, Senior Technicians,
Salespersons, Consultants,
Trainers, Business Engineers,
Experts...

Catalog Training

English Speaking countries

To include in the Company
Catalog, available to staff or
to set up an action for a Service,
one or several teams.

2 to 6 participants :

By videoconference : 14 hours
(in 4 to 6 modules)

**A Preparatory OBJECTIVE Sheet is
sent to the participants**

if you wish a tailor-made, more
contextualized training, a **preparatory
video meeting** will be organized.

INDIVIDUAL

(by videoconference)

TRAINING

10 hours ♦ 2 500 €

Number of sessions and frequency,
defined with the trainee.

OBJECTIVES

During the training, you will have acquired skills which will enable you to :

- adapt better to situations that require a lot of flexibility, while maintaining your self-confidence and staying focused on your goals,
- develop your assertiveness in order to have sincere and open relationships with others.

Possible Program Development

Knowing yourself better in order to adopt a better attitude

Identifying your non-assertive behaviors (flight, aggression, manipulation,...) and adjusting them in order to progress

Identifying personal limiting factors in your relationships with others (beliefs, values, rules)

Controlling your emotions in difficult situations

Adopting a constructive and formative point of view in all circumstances

Mobilizing your resources to ensure success

Increasing your abilities to dare, to propose, to negotiate

Setting goals that stimulate the desire to engage and succeed

Express your point of view clearly and confidently

Reframe negatively perceived situations into positive ones

Avoiding interpretations and identifying the positive intentions of my partners Adopting active listening skills

Learning to express your thoughts and needs : disagreement, criticism, proposals, estimates...

Knowing how to accept requests from others and clarifying what is left unsaid to avoid misunderstanding

Developing autonomy

Taking and supporting decisions which are in keeping with your goals and values, while respecting those of others

Developing a sense of responsibility

- Overcoming fears
- Identifying your resources and using them
- Getting motivated for new challenges