



ART OF COACHING PODCAST™ EPISODE 210
ASSERTIVENESS: HOW TO ASK FOR WHAT YOU WANT & GET WHAT YOU NEED

How do YOU define assertiveness? Compare this new definition to what you might have said prior to listening to this episode.

In your own words, what's the biggest differentiator between assertiveness and aggressiveness? Give a personal example if possible.

What are outcomes that the skill of assertiveness (when executed properly) can help you attain or accomplish? Here are a few to start: refusing a request, successful negotiation of a raise, etc...



Draw the relationship that Ali and Brett describe between assertiveness and successful leadership. What shape does it form and what does it suggest? Do you agree with the research here? Explain.

In your opinion, is there a difference between how females and males are perceived when executing assertive behavior? Are there any other factors that influence how an individual is perceived when trying to be assertive? Why?

What did you take away from this episode in terms of ways you can be more assertive (without being aggressive)? Was there anything you hadn't thought of?



Art of Coaching Podcast™

ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



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