



TRAINING SERIES



WORKFORCE DEVELOPMENT

101: COMMUNICATION SKILLS



Training Objectives

- To better understand how you communicate with others
- How others communicate with you
- Provide opportunities for Assertiveness Skills Building



What Is Your Communication Style?

- How does your communication style: <u>hinder?</u> or <u>improve?</u>
 your ability to:
- Clearly express your wants and needs?
- Avoid being manipulated?
- Better manage your stress?

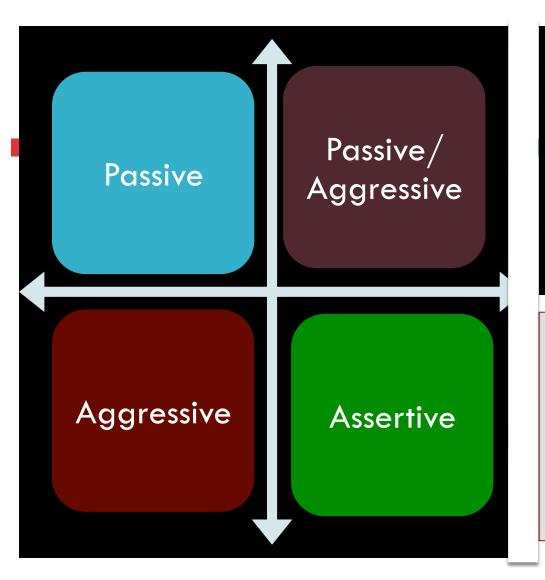


Effective Communication Skills: Benefits

- □ The Benefits Include:
 - **building trust** and reducing frustration, facilitate getting more done; improve your interpersonal skills
- Hence, understanding <u>how you communicate</u> is an investment in self development
- □ The Payoff:

Stronger Relationships; Built Trust; **Greater Productivity**, and Decreased Stress

- Most people tend to adopt a certain mindset: of values, beliefs and style of communication
- It is that mindset that keeps you stuck and can prevent you from making progress
- To move forward and achieve: you will need to alter your mindset



What Is Your Communication Style?

- □ Passive?
- Aggressive?
- □ Passive/Aggressive?
- □ Assertive?

	PASSIVE	AGGRESIVE	PASSIVE/ AGGRESIVE	ASSERTIVE
ACTIONS (Typical)	Keeps quiet, puts self down. Hides disagreements; Apologizes for self-expression; Inconvenience himself/herself	Express himself/ herself over others; Belittle or dismiss others; Ignore, insults or attacks others opinions	Denies personal responsibility; Covert aggression, sarcastic; Agrees with others, only to avoid a discussion: then looks for ways to defect on the agreement	Directly expresses needs, wants and feelings; Expects others to be equally open and honest; Accepts different opinions without dismissing them

	PASSIVE	AGGRESIVE	PASSIVE/ AGGRESIVE	ASSERTIVE
LOOKS (non verbal)	Looks at the floor and hunches over; Avoids eye contact; Makes himself/herself look small; Speaks softly	Makes himself/ herself look large Threatening; Penetrating eye contact; Very Loud	Looks at floor, avoids eye contact; threatening, without being threatening; wanting to achieve control	Very relaxed comfortable body language; Frequent eye contact that is Not glaring

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PASSIVE AGGRESIVE PASSIVE/ **ASSERTIVE AGGRESIVE** My needs are less My needs are My needs come first My needs are important than and I cant express equally as more important and justified than others; them openly; important as I don't have as others; I have I am not responsible others: many rights as I have more rights or accountable for equal rights; **BELIEFS** than others; We both can win others; my actions; I am My contributions My contributions entitled to get it my for making own way even if I valuable are not as are more valuable as valuable than made different contributions; I am others others commitments accountable for my actions

	PASSIVE	AGGRESIVE	PASSIVE/ AGGRESIVE	ASSERTIVE
EMOTIONS	Fear of rejection Low self- esteem, helplessness; Frustration; Resentment towards others who "Use Me!"	Anger Powerful (or still angry) when winning over others; Later potentially remorseful for mistreating others	Fearful of rejection if being direct or assertive; Resentful of people's demands and power; Fear of being controlled	Positive feelings about self; Positive feelings about socializing with others; Good selfesteem; Optimistic

	PASSIVE	AGGRESIVE	PASSIVE/ AGGRESIVE	ASSERTIVE
GOALS	Avoids conflict Pleases others (no matter at what cost to me) Let others take control (including of my actions)	Win at any cost Control others Always make sure Others know who is in charge	Get it my way without taking responsibility; Get it my way and without having to assert myself	Clear self- expression; Find an agreement; Keep fair boundaries of mutual respect

SUMMARY REVIEW



Passive Communication Style

- Is indirect, and selfdenying
- Is emotionally dishonest with yourself
- As it leaves you feeling ignored, helpless, and manipulated



Passive Communication

- □ In Passive Communication
- You are NOT making your wants and needs clear or heard
- This leaves you Feeling ignored helpless manipulated
- Can worsen your stress



Aggressiveness

- Aggressiveness
 can be detected
 by someone's
 tone, volume and
 body language
- AlthoughAggressivenessexpress yourwants and needs
- it does notexpress those ofothers

Passive/Aggressive

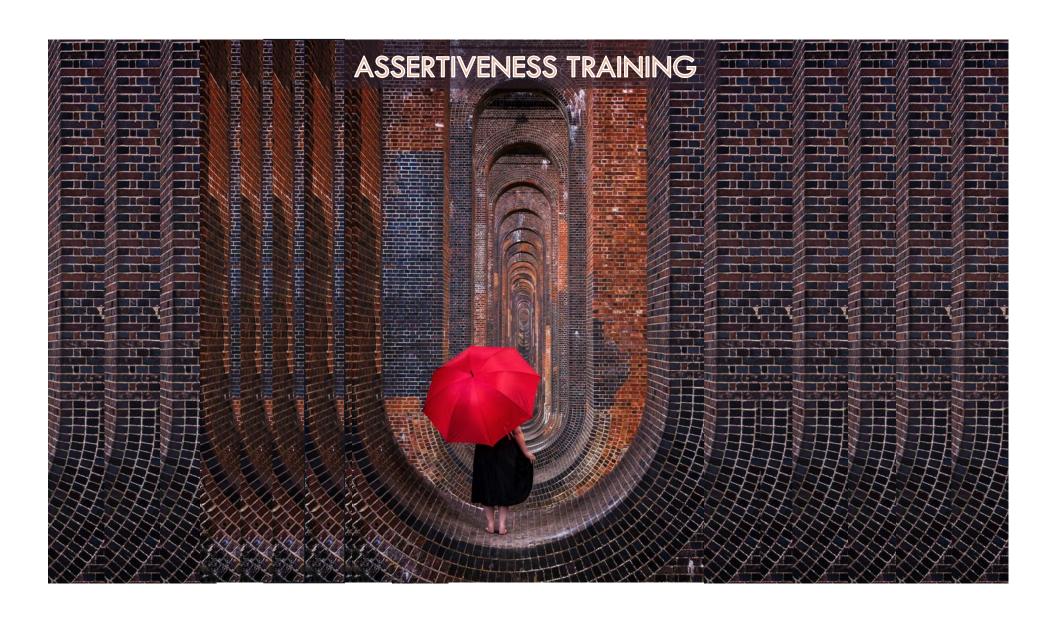
- Tactless and Deceptive
- Derogatory
- Chooses for others
- Righteous, Superior, Controlling
- Disrespectful in tone, body language and volume

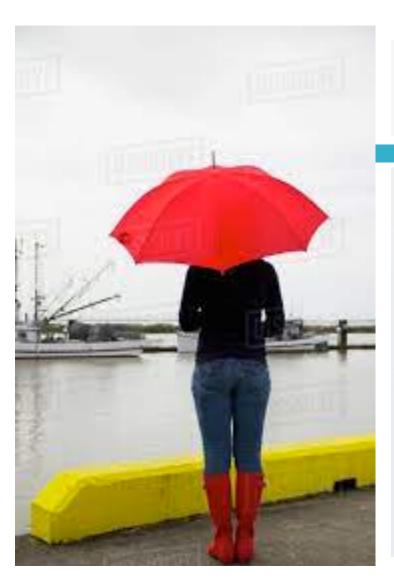




Assertive

- □ A Feeling of goal oriented
- Knowing where you are going
- Confident, and Self-respecting
- Determination





Assertive Communication

- Assertiveness is a way of speaking that clearly states your wants and needs
- While maintaining respect for yourself and the person you are speaking to.
- Assertiveness gets better with Practice

Practice: Assertive Communication: 1

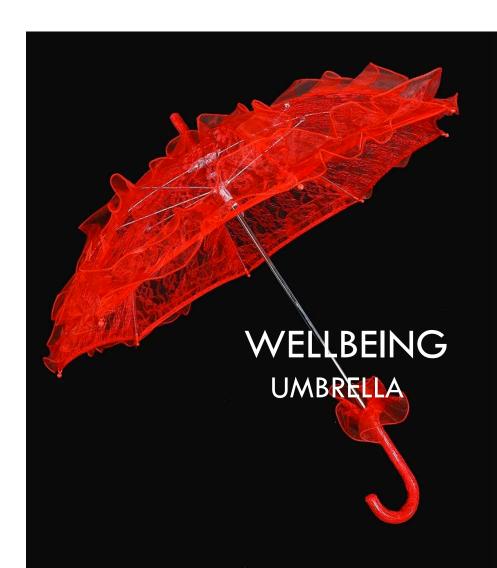
- □ Assertive Communication: Characteristics
- Calm in the storm
- Self-assured, Even-tempered, Resistant to Stress, and Ability to Manages Stress
- Aims for goals and successful results
- Does not allow nervousness to color the path of accomplishments

Assertive Communication:

- Exhibits more confidence and less stress
- Ability to identify and counter the triggers that influence:
 how we react to the things that life throws at us
- □ How we respond to success and failure
- How we respond to Criticism or feed-back from other people
- How we respond to unexpected events that brings about change

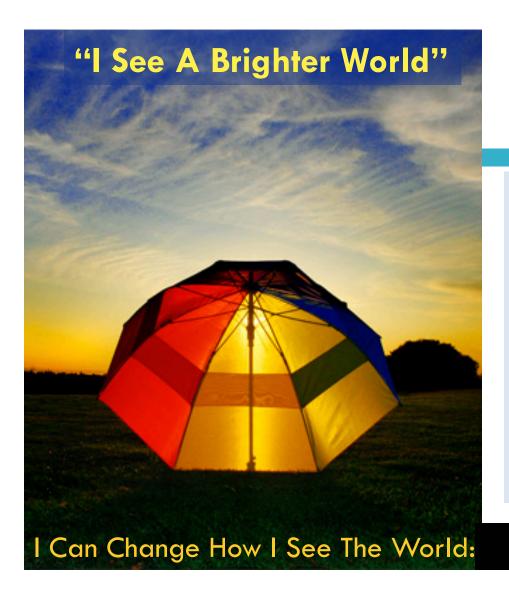
Practice: Assertive Communication: 2

- □ The Assertive Communicator:
- Is unlikely to spend a lot of time dwelling on their past failures
- □ For the Assertive Communicator "what's done is done!"
- He/She learns from their personal histories and see little effect in reliving their failures day after day
- He/She believes that a "confident approach" can facilitate the courage to move forward where others can't.



Assertiveness

- Assertiveness is the Umbrella for Personality
- Assertive communication leads to a happier communicator
- Happiness (or Wellbeing) is the highest that we can aim for in our mental health and day to day interactions



Know What You Want

- Practice EffectiveCommunication
- Build Artful, Effective,
 Assertive, Communication
 Skills

By How I Participate In It!

