



# Workshop on Assertive Communication

## Participants will benefit by learning to

- Styles of communication and benefits of assertive communication
- Recognize and respond productively to behavior patterns
- Respond positively to a demanding situation
- Produce positive results with powerful, positive & productive attitude
- Handle tricky situations with confidence
- Drive towards productive results

## Target audience

- Executives at all levels
- Team Leaders
- People Managers
- Process Managers
- Customer-facing Execs
- Executives in Sales, Business development, Purchases, Vendor Management, Channel Management

## Workshop outline

- Introduction to Assertiveness
- Understanding behavior traits
- Power of Assertiveness
- Practical Assertiveness
- Articulating Assertively
- Driving towards a goal

## Workshop style

- Interactive
- Case studies
- Activity based
- Work related simulation

## Workshop details

- Duration:8-16 hours spread over 1-2 working day(s)
- Typical Batch size: 10-15 participants
- Financial Details: INR xxxx

## Facilitator Profile – RAI08SRMG

- Professional Experience: 12 years
- Domain Knowledge
  - IT Products & Services
  - Manufacturing
  - Financial
- Also facilitates learning such as
  - First Time Leaders
  - Presentation Skills
  - Campus to Corporate
  - Motivation