

# ASSERTIVENESS – SELF-ASSESSMENT QUESTIONNAIRE

Answer the following questionnaire by placing a cross that corresponds to you answer in the column below:

- Rather true: If you think or act this way most of the time  
 Rather false: If you don't agree or rarely do what is described

Sr. No.	Items	Rather True	Rather False
01	I often say "yes", when I really want to say "no"		
02	I defend my rights without infringing those of others		
03	I prefer to hide my thoughts and feelings if I don't know the person well enough		
04	I'm rather authoritarian and decisive		
05	It is usually easier and smarter to act through a middleman than to act directly		
06	I'm not afraid to criticize and tell people what I think		
07	I don't dare refusing tasks that clearly don't fit my powers and skills		
08	I'm not afraid to give my opinion, even when facing hostile interlocutors		
09	I'm not afraid to give my opinion, even when facing hostile interlocutors		
10	I'm sometimes accused of contradicting myself		
11	It is hard for me to listen to others		
12	I know how to get close to influential people; this has been of much use to me in past		
13	I'm considered smart and clever when it comes to relations		
14	I communicate with others based on trust rather than domination or calculation		
15	I prefer not to ask the help of my colleagues, as they might think that I'm not competent enough		

Sr. No.	Items	Rather True	Rather False
16	I'm shy and I feel stuck whenever facing an unusual situation		
17	I'm said to fly off the handle easily; I get angry and others laugh		
18	I'm comfortable with face-to-face interactions		
19	I often pretend; how else can you manage to get what you want?		
20	I'm talkative and I tend to interrupt others without noticing it in time		
21	I'm ambitious and I'm willing to do whatever it takes to get to where I want		
22	In general, I know who I need to see and when; this is important if you want to succeed		
23	In case of disagreement, I look for realistic compromises on the basis of mutual interest		
24	In an argument, I prefer to put my cards on the table.		
25	I tend to procrastinate what I do		
26	I often walk away from a job without finishing it		
27	In general, I present myself as I am, without hiding my emotions		
28	It takes a lot to intimidate me		
29	Intimidating others is often a good way to take the power		
30	When I get cheated on, I know how to take my revenge.		
31	To criticize someone, it is effective to blame him/her for not following his/her own principles. He/she has to agree		
32	I know how to secure personal advantages thanks to my resourcefulness		
33	I'm able to be myself, while being socially accepted at the same time		
34	When I don't agree, I try to make my opinion clearly heard		
35	I'm always concerned not to annoy others		
36	It's hard for me to take a side or choose		

Sr. No.	Items	Rather True	Rather False
37	I don't like to be the only one with a different opinion in a group: In this case I prefer to keep quiet		
38	Public speaking does not intimidate me		
39	Life is a constant struggle with changing balance of powers		
40	I'm not afraid to take on dangerous and risky challenges		
41	Entertaining conflicts can sometimes be more effective than soothing tensions		
42	Playing cards on the table is a good way to build confidence		
43	I'm a good listener and I don't interrupt people when speaking		
44	I always go to the end of what I have decided to do.		
45	I'm not afraid to express what I'm feeling		
46	I know how to bring people to my ideas and make them acceptable		
47	Using a bit of flattery is still a good way to get what you want		
48	It can be difficult for me to keep my speaking time under control		
49	I know how to make ironic remarks		
50	I am friendly and easy-going, but sometimes I get a little exploited		
51	I would rather observe than participate		
52	I prefer to be behind the scene than to be at the forefront		
53	I don't think that manipulation is an effective solution		
54	One should not be too quick in revealing one's intentions, this is clumsy		
55	I often shock people with my propositions and thoughts		
56	I would rather be a wolf than a lamb		
57	Manipulating other is often the only practical way to get what you want		

Sr. No.	Items	Rather True	Rather False
58	I know how to protest effectively in general, without excessive aggression		
59	I think that problems cannot be effectively addressed without seeking the roots of what caused these problems		
60	I don't like others to think ill of me		

*This questionnaire is taken from the book "Assertiveness" (D. Chavlin, Editions ESF, 1981).*

### CORRECTION TABLE

The items of the questionnaire all correspond to an example of a passive (flight), aggressive (attack), manipulative or harmonious assertiveness. The table below indicates their distribution according to the 4 considered attitudes. Every time that you answered "Rather true" to a given question, you can add 1 point to the corresponding attitude. The total score is indicative of your tendency to adopt the corresponding attitude.

Passive attitude (flight)		Aggressive attitude (attack)		Manipulation		Harmonious Assertiveness	
01		04		03		02	
07		06		05		08	
15		10		09		14	
16		11		12		18	
17		20		13		23	
25		21		19		24	
26		28		22		27	
35		29		31		33	
36		30		32		34	
37		39		41		38	
50		40		42		43	
51		48		46		44	
52		49		47		45	
59		55		54		53	
60		56		57		58	
<b>Total</b>		<b>Total</b>		<b>Total</b>		<b>Total</b>	

**REPRESENTATION GRAPH**

You can now indicate your score for each attitude on the graph below and link the different points with a line. The diagram thus obtained expresses your tendency to adopt this or that behaviour in situations of conflict:

