

How do you Communicate?

Where do you fit?

Are you Passive, Assertive or Aggressive?

	Passive	Assertive	Aggressive
Characteristics	Allow others to choose for you. Emotionally dishonest. Indirect, self-denying, inhibited. In win-lose situations you lose. If you do get your own way, it is indirectly	Choose for self. Tactfully honest. Direct, self-respecting, self-expressing, straight-forward. Convert win-lose to win-win.	Choose for others. Tactlessly honest. Direct, self-enhancing. Self-expressive, derogatory. In win-lose situation, you win.
Your Feelings	Anxious, ignored, helpless, manipulated. Later, angry at yourself and/or others	Confident, self-respecting, goal-oriented, valued. Later: accomplished.	Righteous, superior, deprecatory, controlling. Later possibly guilty.
Other's Feeling	Guilty or superior. Frustrated with you	Valued, respected	Humiliated, defensive resentful, hurt.
Other's View of You	Lack of respect. Distrust, A pushover. Don't know where you stand.	Respect, trust, know where you stand.	Vengeful, angry, distrustful, fearful.
Outcome	Others achieve their goals at your expense. Your rights are violated. Rights are respected.	Outcome determined by above-board negotiation. Your rights and other's rights are violated.	You achieve your goal at other's expense. Your rights are upheld: other's
Underlying Belief System	I should never make anyone uncomfortable or displeased except myself. Their behaviour	I have a responsibility to protect my own rights; I respect others but not necessarily	I have to put others down to protect myself.