

Become More Assertive

“No.” It’s just two small letters, but for some people, this is quite difficult to say. Do you find it challenging to set your boundaries? Do you want to do things right and prefer to avoid confrontations and conflicts?

Then treat yourself to this training and learn how to tactfully express what you want, communicate clearly, and, most importantly, how to stand your ground and come across confidently. How could you say no to that?



Strengthen your ability to set boundaries and build stronger relationships with practical tools. Learn to communicate clearly and confidently for more effective interactions.

What you will learn

- Being able to tactfully set limits to other people's behaviour or expectations.
- Providing clear and constructive feedback (both positive and negative) in collaborations.
- More confidence in saying what you want, without damaging relationships.

What are the results?

After this training you see yourself and others differently. From now on, you can choose to handle the behaviours that annoy you in a different way.

- You assert yourself more effectively. You find it easier to address others. Authentically, without it feeling like a trick. Relaxed. Clear. Simple. And yet, it creates a significant difference.
- You have practised assertiveness by clearly stating expectations (active asserting) and confidently saying ‘no’ when needed (passive asserting).
- You are able to identify and overcome limiting beliefs that hinder your assertive behaviour.
- You have mastered the ‘Asserting’ Influence Style from The Influence Model®; both in theory and practice.

Who should follow this training?

For professionals who want to set better boundaries.

Do you struggle to say “no”, avoid confrontation, or feel unheard in conversations? This training is designed for professionals who want to set clear boundaries while maintaining strong, positive relationships. If you are ready to communicate with confidence, stand your ground, and express your needs effectively, this programme gives you the tools to do so.

This one-day training is ideal for newcomers with no prior experience (in our trainings), as well as a perfect refresher or deep dive for those seeking to enhance their Asserting style from The Influence Model®.

The Influence Model®

The Influence Model®, developed at Harvard, is a powerful scientific model that forms the foundation of The Influence Company's philosophy.

It encompasses all communication styles and helps you critically assess communication. And, of course, apply them in (for you) challenging situations.

Programme details in short

1 day course

The day begins with a brief exercise to assess your natural approach to assertiveness. Then, we dive into the theory of ‘Asserting’ from The Influence Model®, reinforcing the core skills essential for effective assertive behaviour. The focus shifts to real-world applications, where you work on practical cases - bringing your own challenges if desired. Through targeted exercises and collaboration with fellow participants, you refine your Asserting style and influence techniques, all while receiving personalised feedback tailored to your specific needs. We also explore mental blocks - internal beliefs that hinder assertiveness - and provide strategies to overcome them.

By the end of the session, you have a deeper understanding of assertiveness, actionable strategies to overcome obstacles, and a more confident, assertive presence. You leave empowered to handle challenging situations with clarity and drive positive impact, while expanding your professional network through connections with other participants.

Enrolment and information

Reach out to us for more information about the Become More Assertive Programme:

 +31 (0) 33 434 58 00

 customerservice@influencecompany.com

Practical information

Duration:

- 1 day (8 hours) training from 9:00 am to 5:00 pm

Training set up:

- 1 trainer per 9 participants
- 1 hour online preparation time

Prices:

- Course fee 1 day: DKK 7.500,-
- Excl. VAT, venue & arrangement
- For other options please contact us via [+31 33 434 5800](tel:+31334345800) or customerservice@influencecompany.com

**We are
The
Influence
Company**

An unconventional training agency that has been doing things a bit differently since 1962. With us, you can't just sit back and relax. We get you moving, help you break patterns, gain insights, and encourage you to experience. To learn. So mainly: to take action. That's what makes us popular. We have already trained over 150,000 professionals.