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**Speak up!**

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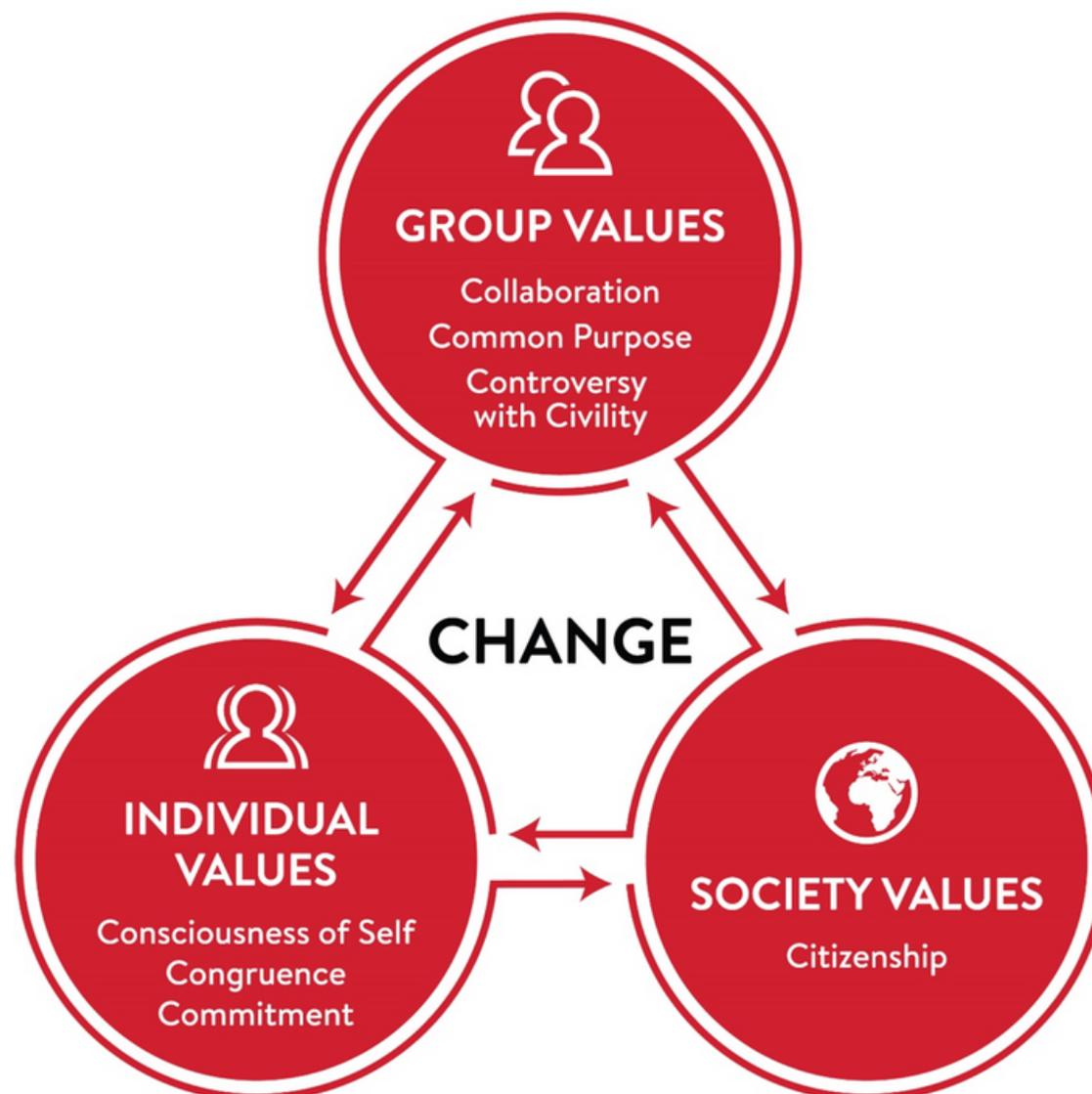


# MATERIALS NEEDED

- A Computer with wifi access
- A Google drive account (optional, but highly encouraged)
- Paper and a writing utensil (optional)
- About an hour's time
- Minimum 2 people (Facetime your friends!)

# DEFINITIONS

The LEAD Workshop series is grounded in the principles of the social Change Model of Leadership and its 7 C's (See below). In the SCM, an individual can enter the process at any point: as an individual, as part of a group, or as a member of society. Within each component, you will find values that are important to creating change. Change is the hub which the SCM revolves around.



# THE C'S FOR THIS WORKSHOP

## Consciousness of Self

This workshop aims to prepare leaders to consciously understand and assert their needs as an act of respect for themselves, their peers, and their wider social circles. Students will be able to identify their needs and effectively communicate them to others.

## Congruence

This workshop focuses on treating one's self with the same respect as one does to others; to do so is to display congruence of one's values across all people.



# INSTRUCTIONS (PART 1)

- 1** Take the assertiveness test at [go.unc.edu/assert](http://go.unc.edu/assert). If you don't feel comfortable with some of these questions, feel free to skip or take breaks.
- 2** Read the slides on passive, assertive, and aggressive behavior.
- 3** Watch the TED talk on assertiveness and perspective-taking
- 4** Complete the activity that matches your test results from step one

# What is assertion?

assertion is a skill (that can be learned!) in which a person balances the importance of their own rights, wants, and needs with that of others. It's a vital part of communication, as it allows a person to remain calm and positive in situations that could otherwise induce stress and yelling and/or avoidance.

assertive leaders are self-assured and able to readily handle and mediate conflicts. some people confuse assertiveness for aggression, but that's a whole different concept!



## passive

disregarding own needs  
try to keep the peace, at your own expense  
not saying what you think

## assertive

recognizing your needs matter as much as anyone else's  
compromise- talking **and** listening  
standing up for yourself  
other people know where they stand with you

## aggressive

thinking only your needs matter  
taking/talking over people  
can lead to shouting, aggression, or violence

# assertion tips:

Here are some basic tips on how to assert yourself:

- I-statements: Taking responsibility for your responses. Instead of "your messy room makes me crazy", it's "I feel anxious when I see your room"
- Remember your rights: just as anyone else has the right to give you feedback or speak for their needs, so do you! .
- True compromise: is when all parties get what they want or nobody gets what they want. A win/lose situation is not compromise.



watch this TED talk!

<https://youtu.be/MEDgtjpycYg>



# If you're more passive...

if you haven't already, call up a friend(s)! You are going to pretend to order a pizza together. However, there are certain conditions for you.

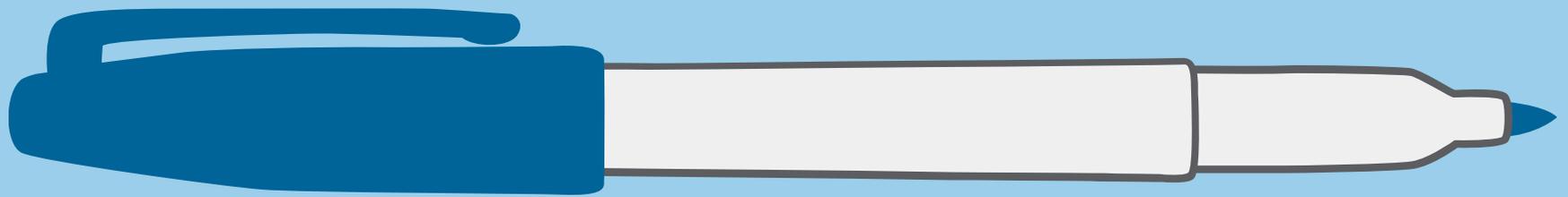


- no matter what, you don't want ham.
- you'd prefer extra cheese.
- spinach is required. non-negotiable.
- you don't like pepperoni, but you wouldn't mind picking them off.

your friend(s) are also more than welcome to have preferences and needs, and the end goal is to create a pizza order that at the very least meets everyone's needs.

# If you're assertive...

Woohoo! We're going to give you an extra challenge of communication since you've already got the ball rolling.



Call up a friend (or a few friends!) and complete the Office Supply puzzle [here](#)!

# If you're aggressive...

if you haven't already, call up a friend and ask them if they'd like to have a (harmless) 5-minute debate over one of the following topics, letting them to pick their side first with you arguing the counter-point. It's best to use something that interests you.

- Pineapple on pizza or not?
- Cats or dogs?
- Is Kermit the frog still relevant in 2020?
- Is the earth flat?
- Would Edward Cullen or Jacob Black make a better president?

remember to use "I statements" and respect the other person's right to their beliefs. Try to see their point while also standing for your belief.

## INSTRUCTIONS (PART 2)

- 6 If your activity took fewer than 20 minutes, turn to one of the other activities for another type of communication (I highly recommend the assertive-type activity)
- 7 Go to the reflection questions on the next page and discuss.
- 8 You must go to [go.unc.edu/LEADDIY](https://go.unc.edu/LEADDIY) to track your completion. Make sure you enter your PID! Additionally, anyone else who worked with you can track their completion.

# REFLECTION POINT

What behaviors were new for you? What skill(s) are you planning to take with you?

How did you work through any discomfort?

When did you want to turn back to old patterns? Did you? How did you get past that?

How can you use these skills in your everyday life? What would that look like?

# APPLY YOUR LEARNING

## *Places to apply assertiveness*

1. In the classroom or in meetings
2. Buying a car, house, or negotiating salary/benefits
3. When things are due ("have you finished X yet? We need it finished")
4. Mediating conflicts and misunderstandings
5. Modeling the way for others to engage in assertiveness
6. When you get the wrong order at Applebee's
7. Basically, anywhere!



# ***SPEAK UP!***

*Visit [go.unc.edu/LEADDIY](https://go.unc.edu/LEADDIY) to track your completion*