Strategic Assertiveness and Confidence Building Training Course

02 - 06 Nov 2026

Vienna

5800 € (Per Person)

Ref: #IS4812_161386

Course Introduction / Overview:

This course provides a comprehensive framework for developing the essential skills of assertiveness and self-confidence in a professional context. It moves beyond simple communication tips to explore the psychological foundations of behavior, enabling participants to understand and overcome the root causes of passivity or aggression. Drawing on established principles from behavioral psychology, the curriculum is designed to be highly practical and immediately applicable. As noted by pioneers like Robert E. Alberti and Michael L. Emmons in their seminal work, "Your Perfect Right: Assertiveness and Equality in Your Life and Relationships", true assertiveness is about expressing oneself honestly and respectfully, a skill crucial for career success and personal well-being. This program, offered by BIG BEN Training Center, equips individuals with the tools to set clear boundaries, handle difficult conversations with poise, and project a confident professional presence. Participants will engage in a transformative learning journey, mastering techniques to articulate their ideas effectively, manage conflict constructively, and advocate for themselves and their teams, ultimately fostering more productive and positive workplace relationships. This is not just a skills course; it is a pathway to personal and professional empowerment.

Target Audience / This training course is suitable for:

- Managers and Team Leaders.
- Human Resources Professionals.
- Sales and Business Development Executives.
- Customer Service Representatives.
- Project Managers and Coordinators.
- Technical Professionals and Engineers.
- Administrative and Support Staff.
- Emerging leaders and individuals in new roles.
- Anyone seeking to enhance their interpersonal effectiveness and professional presence.

Target Sectors and Industries:

- Information Technology and Telecommunications.
- Banking, Finance, and Insurance Services.
- Healthcare and Pharmaceutical Industries.
- Consulting and Professional Services.
- Retail and Customer-Facing Businesses.
- Engineering and Manufacturing.
- Education and Academia.
- Governmental agencies and public sector organizations.
- Non-profit and non-governmental organizations.

Target Organizations Departments:

- Human Resources and Talent Development.
- Sales and Marketing.
- Customer Support and Client Relations.
- Operations and Logistics.
- Project Management Office (PMO).
- Research and Development.
- Finance and Administration.
- Information Technology Services.
- Executive Leadership and Management Teams.

Course Offerings:

By the end of this course, the participants will have able to:

- Differentiate between passive, aggressive, and assertive communication styles.
- Utilize "I" statements to express needs and opinions clearly and non-confrontationally.
- Set and maintain healthy professional boundaries with colleagues and superiors.
- Deliver and receive constructive feedback with confidence and professionalism.
- Manage and de-escalate workplace conflicts effectively.
- Develop strategies to overcome self-doubt and imposter syndrome.
- Project confidence through body language, vocal tone, and presence.
- Participate more effectively in meetings and group discussions.
- Handle difficult questions and challenges with poise and clarity.
- Advocate for their ideas, projects, and career advancement.

Course Methodology:

The training methodology for this course at BIG BEN Training Center is designed to be immersive, interactive, and transformative. We believe that mastering assertiveness and confidence requires active practice, not just passive listening. Therefore, the program is built around a core of experiential learning activities, including individual and group exercises, realistic role-playing scenarios, and in-depth case study analysis based on real-world business challenges. Participants will receive personalized coaching and constructive feedback from the instructor and peers in a supportive and confidential environment. Interactive discussions and brainstorming sessions will encourage the sharing of experiences and strategies, fostering a collaborative learning atmosphere. The course integrates self-assessment tools to help participants identify their current communication patterns and areas for growth. Each module combines theoretical concepts with practical application, ensuring that learners can immediately transfer their new skills from the training room to the workplace. This hands-on, participant-centered approach ensures deep learning and lasting behavioral change.

Course Agenda (Course Units):

Unit One: The Foundations of Assertiveness and Self-Confidence

- Defining assertiveness, passivity, and aggression.
- Understanding the psychological roots of non-assertive behavior.
- Conducting a personal self-assessment of communication styles.
- The link between self-esteem, self-confidence, and assertiveness.
- Identifying personal rights and responsibilities in the workplace.
- Debunking common myths about being assertive.
- Developing a positive and assertive mindset.

Unit Two: Core Techniques for Assertive Communication

- Mastering verbal assertiveness through clear and direct language.
- The power of "I" statements for expressing thoughts and feelings.
- Techniques for active and empathetic listening.
- Understanding and utilizing non-verbal cues for confidence.
- The role of body language, posture, and eye contact.
- Controlling vocal tone, pitch, and pace for greater impact.
- The Broken Record, Fogging, and Negative Inquiry techniques.

Unit Three: Setting Boundaries and Managing Difficult Interactions

- Learning the art of saying "no" gracefully and without guilt.
- Establishing clear professional and personal boundaries.
- Strategies for responding to criticism and negative feedback.
- Handling interruptions and dominating personalities in meetings.
- Techniques for managing aggressive or manipulative behavior.
- Making requests clearly and effectively.
- Navigating difficult conversations with colleagues, clients, and managers.

Unit Four: Building Unshakeable Inner Confidence

- Identifying and challenging negative self-talk and limiting beliefs.
- Strategies for overcoming imposter syndrome and fear of failure.
- Using visualization and positive affirmations to build self-belief.
- The importance of preparation in boosting confidence.
- Developing resilience and bouncing back from setbacks.
- Celebrating small wins to build momentum.
- Creating a personal action plan for continuous confidence development.

Unit Five: Applying Assertiveness in Key Professional Scenarios

- Projecting executive presence and leadership qualities.
- Assertiveness in negotiation and persuasion.
- Effectively leading meetings and facilitating discussions.
- Giving constructive and motivational feedback to team members.
- Advocating for yourself in performance reviews and career discussions.
- Networking with confidence and building professional relationships.
- Integrating assertiveness and confidence into a personal leadership style.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

To what extent is true assertiveness an innate personality trait versus a skill that can be fully developed through practice and conscious effort?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by adopting a holistic and psychologically-grounded approach to assertiveness and confidence, rather than merely teaching a set of conversational scripts. While many programs focus on surface-level techniques, we delve into the underlying cognitive patterns and limiting beliefs that often hinder professional expression. The curriculum is uniquely structured to build skills from the inside out, starting with mindset and self-perception before moving to external communication behaviors. We emphasize the critical link between emotional intelligence and assertiveness, teaching participants not just what to say, but how to manage their internal state during high-stakes interactions. Furthermore, the course content is heavily weighted towards practical application through customized, industry-relevant scenarios and role-plays, ensuring that the learning is directly transferable to the participant's specific work environment. The focus is on fostering authentic confidence that is sustainable and adaptable, empowering individuals to navigate complex workplace dynamics with integrity and poise, rather than simply adopting a rigid, one-size-fits-all communication style. This depth of learning ensures a more profound and lasting transformation.