

Assessment
<i>Developing Positive Assertiveness</i> <i>Third Edition</i>

The objectives of this book are:

- To improve relationship skills
- To explain aggressive, assertive, and nonassertive speech and body language
- To show assertive behavior according to personality type

■ CRISP_{series}

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Assessment Questions for Developing Positive Assertiveness, Third Edition

Select the best response.

1. Assertive behavior:
 - A. Means putting your wants, needs, and rights above those of others
 - B. Means being direct, honest, and respectful
 - C. Is a barrier to win-win outcomes

2. Nonassertive behavior is passive and indirect.
 - A. True
 - B. False

3. Aggressive behavior:
 - A. Can be active or passive
 - B. Can be honest or dishonest
 - C. Communicates disrespect
 - D. All of the above

4. An assertive response to an unwanted invitation is:
 - A. "Sorry, I can't go—I have other plans."
 - B. "Opera! You've got to be kidding!"
 - C. "I appreciate the offer, but I really don't enjoy opera."

5. You can change:
 - A. Your personality
 - B. Your attitudes
 - C. A and B
 - D. None of the above

6. Effective, assertive ways of making a request include:
 - A. “Would you mind...”
 - B. “Why don’t you...”
 - C. “Will you please...”
 - D. “Can you...”

7. To activate your personal power for making changes, you must invest your own:
 - A. Emotional involvement
 - B. Physical activity
 - C. Mental effort
 - D. All of the above
 - E. B and C

8. A self-fulfilling prophecy is:
 - A. Another person’s idea of our future
 - B. Experiencing what we expect to experience

9. A person’s core personality characteristics:
 - A. Are established during childhood
 - B. Can be changed readily
 - C. A and B

10. If you allow yourself to feel mad or sad, you can never be an assertive individual.
 - A. True
 - B. False

11. To change how you respond to certain situations, you should change:
 - A. The situation
 - B. Your inner dialogue about it
 - C. Your emotion

12. Which is the more honest, appropriate statement?
 - A. “You are always late.”
 - B. “I would like you to arrive on time.”

13. Which belief indicates you have positive expectations about change?
- A. Bad luck comes in threes
 - B. When you smile, the world smiles with you
 - C. The rich get richer and the poor get poorer
14. An assertive philosophy indicates you:
- A. Accept the communication habits of others
 - B. Refuse to communicate with aggressive people
 - C. Take responsibility for your own behavior
 - D. A and B
 - E. A and C
15. Which posture demonstrates aggressive behavior?
- A. Slumped, head down
 - B. Shoulders straight, making few shifts
 - C. Sitting, with your hands behind your head
16. Nodding your head frequently as another person talks is an example of which type of behavior?
- A. Assertive
 - B. Nonassertive
 - C. Aggressive
17. "OK, let's do it. This productivity stuff is boring and I'd like to get on to a new topic!" is an example of which style?
- A. Supporting/Caring
 - B. Directing/Guiding
 - C. Analytical
 - D. Expressive
18. "I really appreciate your summarizing all that data for us" is an example of which style?
- A. Supporting/Caring
 - B. Directing/Guiding
 - C. Analytical
 - D. Expressive

19. “It’s important to nail down just how that was accomplished” is an example of which style?
- A. Supporting/Caring
 - B. Directing/Guiding
 - C. Analytical
 - D. Expressive
20. “Thank you, Terry. I estimate about 20 minutes will be required to complete the productivity study” is an example of which style?
- A. Supporting/Caring
 - B. Directing/Guiding
 - C. Analytical
 - D. Expressive
21. Which personality types prefer to keep communication impersonal?
- A. Supportive/Caring and Expressive
 - B. Directing/Guiding and Analytical
 - C. Expressive and Analytical
22. When your efforts at assertive communication do not yield the desired results, remain assertive, but be more insistent.
- A. True
 - B. False
23. The “broken record” technique of communication:
- A. Is a last resort
 - B. Is recommended only for violent situations
 - C. Adds power to your assertiveness
24. Commands:
- A. Are considered “pushy” by most people
 - B. Are appropriate when speaking to Directing/Guiding types
 - C. Can be effective with a person who ignores a request
 - D. All of the above
 - E. None of the above

25. When confronting someone about unacceptable behavior, you should:
- A. Describe the offending behavior
 - B. Express disapproval of that person
 - C. Use judgmental words or personal adjectives

**Answer Key for
Developing Positive Assertiveness, Third Edition**

Recommended response (Corresponding workbook page)

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|----------|------------|------------|------------|---------------|
| 1. B (3) | 6. C (47) | 11. B (32) | 16. B (43) | 21. B (59-60) |
| 2. A (3) | 7. D (11) | 12. B (37) | 17. D (52) | 22. A (63) |
| 3. D (3) | 8. B (15) | 13. B (14) | 18. A (52) | 23. C (63) |
| 4. C (4) | 9. A (5) | 14. E (18) | 19. B (52) | 24. D (64) |
| 5. B (5) | 10. B (33) | 15. C (43) | 20. C (52) | 25. A (71) |