

Exercise 16 – Using Cellular Attitude Assertiveness

Consider situations in your life where you'd wished you'd said something different after the event. Do you have people in your life that regularly makes your life difficult? Perhaps you have a friend, family member or colleague who calls upon your time and you find it hard to say "No" to them?

(This assertiveness technique is also an excellent time management tool as it will help you say "No" to people who are stealing your valuable time.)

The procedure for developing your version of Cellular Attitude Assertiveness is simple.

Write down the situation that usually happens. Write down what is said by the other person and how you normally react. Then consider how you would like to react.

Take the tool, create the acknowledgement stage by using the examples above and by taking elements of the other person's statement.

Add the word "however".

Now put in your statement that gives the situation or the reason that you are saying "No".

Add the word "so".

Now insert the statement that makes it clear what you would like to happen.

Lastly, finish off with "Would that be OK?"

Read it to yourself, practice it until it sounds natural and you've created your first Cellular Assertiveness technique. You're now truly becoming a +Human!

Create a number of these and start using them in your life. You will be amazed at how easy it appears to be and how nobody really understands what's happening and how you've become so much more confident and controlled in your conversations. I've seen so many delegates change their lives around just by using this technique.