

How To Practise Interpersonal Effectiveness

STYLE MODIFICATION STRATEGIES

Increase Responsiveness

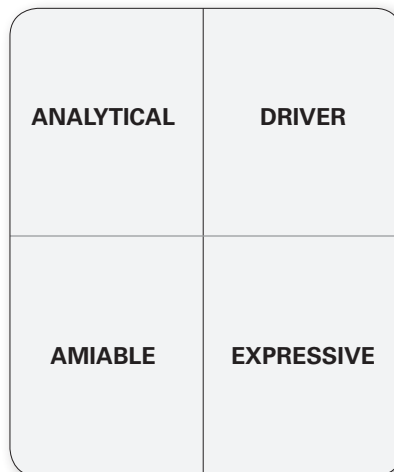
Emote a little more often
Control a little less often

- Verbalise feelings
- Pay personal compliments
- Be willing to spend time on the relationship
- Engage in small talk – socialise
- Use more friendly/open non-verbal language

Increase Assertiveness

Tell a little more often
Ask a little less often

- Get to the point
- Volunteer information
- Be willing to disagree
- Act on your convictions
- Initiate conversation



Decrease Assertiveness

Ask a little more often
Tell a little less often

- Ask for opinions from others
- Negotiate decision making
- Listen without interrupting
- Adapt to time needs of others
- Allow others to assume leadership more often

Decrease Responsiveness

Control a little more often
Emote a little less often

- Talk less
- Restrain your enthusiasm
- Make decisions based on fact
- Stop and think
- Acknowledge the thoughts of others