

Behaviour Types

Aggressive

I win/you lose

- > Is competitive: I must win.
- > Stands up for own rights – ignores the rights of others.
- > Puts others down.
- > Does not listen to others; overrides feelings and wishes.
- > Is defensive, hostile; may use verbal or physical abuse.
- > Has little real self-esteem.
- > Leaves behind hurt and humiliated feelings.

Indirectly aggressive

I win/you lose

- > Subtle, hidden behaviour.
- > Manipulates rather than facing confrontation and risking being rejected.
- > Gets needs met by making others feel guilty, or by getting others to act on their behalf.
- > Appears to think well of others, but there is an undercurrent of disapproval.
- > Leaves others feeling puzzled, thwarted or guilty.
- > Has little real self-esteem.

Passive

I lose/you win

- > Doormat behaviour; sees self as a victim, a loser.
- > Ignores own rights and allow others to infringe on own rights.
- > Does not state own needs, ideas or feelings.
- > Allows others to make decisions for them.
- > Is emotionally dishonest – actions and words do not fit with feelings, leading to suppressed anger and resentment.
- > Eventually alienates others with negative outlook.
- > Has low self-esteem.

Assertive

I win/you win

- > Stands up for own rights and recognises the rights of others.
- > Accepts own positive and negative personal characteristics.
- > Accepts other people's characteristics.
- > Respects self and others.
- > Expresses needs, ideas and feelings.
- > Accepts responsibility for choices and behaviour.
- > Has high self-esteem.
- > Relates confidently to others.