

# Career Development

## Assertiveness And Self-Confidence Course Outline:

### Module One: Getting Started

- Icebreaker
- Housekeeping Items
- The Parking Lot
- Workshop Objectives

### Module Two: What Does Self-Confidence Mean To You?

- What is Assertiveness?
- What is Self-Confidence?
- The Four Styles

### Module Three: Obstacles to Our Goals

- Types of Negative Thinking
- Case Study
- Personal Application

### Module Four: Communication Skills

- Listening and Hearing: They Aren't the Same Thing
- Asking Questions
- Body Language

### Module Five: The Importance of Goal Setting

- Why Goal Setting is Important
- Setting SMART Goals
- Our Challenge to You

### Module Six: Feeling the Part

- Identifying Your Worth
- Creating Positive Self-Talk

- Identifying and Addressing Strengths and Weaknesses

### Module Seven: Looking the Part

- The Importance of Appearance
- The Role of Body Language
- First Impressions Count!

### Module Eight: Sounding the Part

- It's How You Say It
- Sounding Confident
- Using 'I' Messages

### Module Nine: Powerful Presentations

- What to Do When You're on the Spot
- Using STAR To Make Your Case

### Module Ten: Coping Techniques

- Building Rapport
- Expressing Disagreement
- Coming to Consensus

### Module Eleven: Dealing with Difficult Behavior

- Dealing with Difficult Situations
- Key Tactics

### Module Twelve: Wrapping Up

- Words from the Wise
- Review of Parking Lot
- Lessons Learned
- Completion of Action Plans and Evaluations