



Behaviour Positions



Aggressive Behaviour

When people behave aggressively, they are operating from a position of belief that they are right, and/or more important than the other person. They will stand up for their own rights and express their own needs, wants and opinions, but often at the expense of others. The aim of this type of behaviour is to win at all costs.

Manipulative Behaviour

When people behave manipulatively, they are operating from a position of negativity. They don't feel that they are right or wrong. They want to achieve their own outcomes, regardless of the impact on others, but without causing a scene or obvious conflict.

Passive Behaviour

When people behave passively, they have a belief that they are 'wrong' or unimportant. They often fail to stand up for their own rights, and so it is easy for others to walk all over them. They often fail to express their own needs, wants and opinions, and give way to others. The aim of passive behaviour is to avoid conflict and to please others.

Assertive Behaviour

When people behave assertively, they are operating from a position of belief that everyone has valid needs or wants. They will stand up for their own rights, and will ensure that they do not disregard other people in the process. The aim of assertive behaviour is to ensure that both parties are satisfied.