

NIXEDONIA

Definition: **Nixedonia** - [ni.khe.'dʊ.ni.θ.] - Eng. (noun.)
"the joyful condition of anticipated success."

Определение: **Nixedonia** - [Нихедония] - (сущ.)
"радостное состояние ожидаемого успеха."

ASSERTIVENESS TRAINING

Success doesn't come overnight. It takes more than inspiration but also planning, hard work, and, importantly for easily-distracted lawyers: perseverance. If we do not regularly schedule Business Development into our hectic schedules each week, it most likely won't ever happen. You will always be too busy. You will always have other work to do. We can make a thousand justifications to not do something- especially if we don't want to do it nor are certain how to do it. But remember that billable hours are only our income for today: Business Development hours are our income for tomorrow and all the future days then after. And so, otherwise, the years will pass, and like a leaf upon a stream, snuggled safe within our comfort zone, we will drift along wherever the currents of fate might take us. Unfortunately, it may well not take us where we would like to go! Even if we are fortunate and no rapids or waterfalls dash us and sink our dreams, this passivity is a grave mistake. This comfort in inaction is an illusion. One day we might find that we are stuck in some stagnant backwater, and the way ahead seems lost. Our career journey doesn't have to be like this. Not at all. While the rivers ahead won't always be calm, and we'll definitely be drawn back more than once, we must sail onwards. Yet, we can still enjoy the flow, and control our route. As in the N of the Nixedonia logo, the graph of our progress will nevertheless, despite the inevitable setbacks and disappointments, show a positive trend. We must not be afraid to fail. By learning to swim, we are less likely to go under; we are more likely to reach our destination. We will certainly fail. Again and again. And that is OK. We will learn from that, and try harder. We will sail, not drift. We will succeed in our personal growth, in our wealth, and in our freedom. And finally, along this great journey, we will attain Nixedonia and thereafter reach any shore that we desire. Anywhere...

Almaty
Athens
Bangkok
Barcelona
Belgrade

Bratislava
Bucharest
Budapest
Cairo
Chisinau

Copenhagen
Dublin
Edinburgh
Frankfurt
Geneva

Helsinki
Hanoi
Istanbul
Kiev
Kuala Lumpur

Lisbon
Ljubljana
Lusaka
Madrid
Milan

Minsk
Moscow
Podgorica
Prague
Reykjavik

Riga
Sarajevo
Seoul
Singapore
Skopje

Sofia
St. Petersburg
Tallinn
Tel Aviv
Tirana

Valetta
Vienna
Vilnius
Warsaw
Zagreb



ADVANCED BUSINESS SKILLS SESSIONS

Assertiveness Training

This is a course aiming to raise the attendees awareness of how assertiveness contributes to effective communication. Through a series of exercises, discussion and group activities the attendees will gain both a theoretical and practical understanding of the subject matter.

Most people find it easier to be assertive in some situations than in others. This makes perfect sense. It's a lot easier to hold your ground with a stranger than with someone you love who might get angry if you express your true feelings. But the more important the relationship is to you, the more important it is to be assertive. Assertive behaviours lead to increased respect from others, their willingness to see you as a person who respects him/herself, a worthwhile person, and a more easy to work with person!

Before you decide to act assertively in a given situation, you have to decide if you can live with the consequences. Although assertive behaviour usually will result in a positive response, some people might react negatively to it.

If you're planning to try assertive behaviour, remember that the other person is used to your behaving in a certain way, and may be confused when you change your communication style. Why not tell the other person up front what you're trying to do? It helps to choose a peaceful moment for this.



COURSE DETAILS	
Course title:	Assertiveness Training
Duration:	2, 4, or 8 Hours
Course type - international or regional:	Regional
Delivery method - classroom, eLearning, blended etc:	Classroom
DELEGATE PROFILE	
Target audience	Fee earners and support staff
Career level:	Support professionals - any level
Attendance by nomination/request/ other - compulsory?:	Nomination or request
CPD points	tbc
Suggested Group Size	8-12 people
SESSION INFORMATION	
IT requirements	Projector or TV screen for computer would be useful
LEARNING OBJECTIVES/OUTCOMES - what will delegates learn/be able to do as a result of attending the course?	
<ul style="list-style-type: none"> ■ Understand what is assertiveness and assertive behaviour ■ Know the difference between communication styles ■ Gain a clearer understanding of the necessity of assertive behaviour ■ Be aware of their own areas for improvement in applying assertion techniques through having constructive feedback in practice ■ Be able to not make the most common mistakes in assertive behaviour. 	