Appendix – IV

Rathus Assertiveness Scale

Indicate how characteristic or descriptive each of the following statements is of you by using the code given below in the box.

6 = Very characteristic of me, extremely descriptive
5 = Rather characteristic of me, quite descriptive
4 = Somewhat characteristic of me, slightly descriptive
3 = Somewhat uncharacteristic of me, slightly nondescriptive
2 = Rather uncharacteristic of me, quite nondescriptive
1 = Very uncharacteristic of me, extremely nondescriptive

1. Most people seem to be more aggressive and assertive than me. □□
2. I have hesitated to make or accept dates because of “shyness”. □□
3. When the food served at a restaurant is not done to my satisfaction, I complain about it to the waiter or waitress. □□
4. I am careful to avoid hurting other people’s feelings, even when I feel that I have been injured. □□
5. If a salesman has gone to considerable trouble to show me merchandise that is not quite suitable, I have a difficult time saying “no”. □□
6. When I am asked to do something, I insist upon knowing why. □□
7. There are times when I look for a good, vigorous argument. □□
8. I strive to get ahead as well as most people in my position. □□
9. To be honest, people often take advantage of me. □□
10. I enjoy starting conversations with new acquaintances and strangers. □□
11. I often don’t know what to say to attractive persons of the opposite sex. □□
12. I will hesitate to make phone calls to business establishments and institutions. □□
13. I would rather apply for a job or for admission to a college by writing letters than by going through with personal interviews. □□
14. I find it embarrassing to return merchandise. □□
15. If a close and respective relative were annoying me, In would smother my feelings rather than express my annoyance. □□
16. I have avoided asking questions for fear of sounding stupid.
17. During an argument I am sometimes afraid that I will get so upset that I will shake all over.
18. If a famous and respected lecturer makes a statement which I think is incorrect, I will have the audience hear my point of view as well.
19. I avoid arguing over prices with clerks and salesmen.
20. When I have done something important or worthwhile, I manage to let others know about it.
21. I am open and frank about my feelings.
22. If someone has been spreading false and bad stories about me, I see him/her as soon as possible to “have a talk” about it.
23. I often have hard time saying “no”.
24. I tend to bottle up my emotions rather than make a scene.
25. I complain about poor service in a restaurant and elsewhere.
26. When I am given a compliment, I sometimes just don’t know what to say.
27. If a couple near me in a theatre or at a lecture were conversing rather loudly, I would ask them to be quiet or to take their conversation elsewhere.
28. Anyone attempting to push ahead of me in a line is in for a good battle.
29. I am quick to express an opinion.
30. There are times when I just can’t say anything.