

Recognizing Assertive Communication Patterns To Improve Self-Confidence

**Reis Alta Peggi¹, Gita Purnama Sari², Shelva Aurellia Naswya³,
M Ghani Rizki Mei Vani⁴, Dwi Noviani⁵, Choiriyah⁶**

^{1,2,3,4,6} Sekolah Tinggi Ekonomi dan Bisnis Syariah (STEBIS) Indo Global Mandiri

⁵ Institut Agama Islam Al-Qur'an Al-Ittifaqiyah Indralaya

Email: rysaltpggi@gmail.com, gitapurnamasari1906@gmail.com, shelvaarllia@gmail.com,
mugharizmevan18@gmail.com, dwinoviani@iaiqi.ac.id, choi@stebisigm.ac.id

Abstract

This journal discusses Recognizing assertive communication patterns to increase selfconfidence. With the aim of finding out how the basic concept of rationality in Islamic economics is. The method used is a descriptive qualitative approach that focuses on collecting, analyzing, and interpreting descriptive data such as words, experiences, and observations to gain an understanding of the perspective or meaning related to the research subject. Assertive communication is the courage and assertiveness in conveying someone's thoughts, feelings, or needs without degrading or intimidating others. This communication allows a person to express themselves clearly and openly while maintaining respect for the interlocutor, which results in a conducive and harmonious atmosphere. Assertive communication is a skill that can be honed and developed.

Keywords: *Communication, Assertiveness, Confidence.*

Abstrak

Artikel ini membahas tentang Mengenal pola komunikasi asertif untuk meningkatkan kepercayaan diri. Dengan tujuan untuk mengetahui bagaimana konsep dasar rasionalitas dalam ekonomi islam. Metode yang digunakan merupakan pendekatan kualitatif deskriptif ini berfokus pada pengumpulan, analisis, dan interpretasi data deskriptif seperti kata-kata, pengalaman, dan observasi untuk mendapatkan pemahaman tentang perspektif atau makna yang terkait dengan subjek penelitian. Komunikasi asertif merupakan keberanian dan ketegasan dalam menyampaikan pikiran, perasaan, atau kebutuhan seseorang tanpa merendahkan atau mengintimidasi orang lain. Komunikasi ini memungkinkan seseorang untuk mengungkapkan dirinya secara jelas dan terbuka sambil mempertahankan rasa hormat terhadap lawan bicara, yang menghasilkan suasana yang kondusif dan harmonis. Komunikasi asertif adalah keterampilan yang dapat diasah dan dikembangkan.

Kata kunci: *Komunikasi, Asertif, Kepercayaan Diri*

Introduction

Knowing how to communicate assertively is an important step towards healthy and successful interpersonal skills. Assertive communication means that a person conveys their thoughts, feelings, and needs openly, clearly, and firmly without violating the rights or feelings of others. With this perspective, people can express themselves honestly and directly while respecting the person they are talking to, resulting in balanced and

mutually respectful interactions.

Assertive communication is not only about expressing opinions, but also about showing respect for oneself and others. People who communicate assertively are able to maintain their boundaries, understand their needs, and express their feelings in a constructive and positive way. Thus, assertive communication is very important to prevent unnecessary conflict. (Wibowo, 2023)

In fact, communicating assertively is also very important to increase one's self-confidence. Self-confidence will grow naturally when someone can express their opinions and needs without fear or anxiety. On the other hand, passive or aggressive communication often causes discomfort, both for oneself and others, which hinders the growth of self-confidence and healthy social relationships. (Hidayat et al., 2024) A person can manage conflict better by communicating assertively. Individuals can anticipate and resolve problems without causing excessive tension if they can express their opinions firmly and politely. This is especially helpful in places where many interactions occur, such as in the workplace or organization, where healthy communication can improve teamwork and productivity levels. The use of appropriate body language, such as good eye contact, upright posture, and friendly but serious facial expressions, are assertive communication techniques. In addition, it is advisable to use "I" language when communicating so that communication focuses on one's personal feelings and needs without blaming others.

These techniques help create an effective and comfortable communication environment. The main difference between assertive communication and other communication styles lies in the balance between expressing one's own needs and respecting the rights of others (Safitri & Aravik, 2025). Passive communication tends to ignore the needs and feelings of others, while aggressive communication ignores them, resulting in healthy and mutually beneficial interactions. By understanding and applying assertive communication patterns, individuals can strengthen self-esteem and self-confidence while building better interpersonal relationships. Therefore, learning assertive communication is very relevant for various groups, from students, students, to professionals, in order to improve the quality of communication and social life as a whole (Pipit Mulyah et.al, 2020)

Research Method

The method used is qualitative based on the bibliography, such as journals, books, papers, theses, theses, accompanied by other scientific works collected both offline and online. Data is collected in the inventory, and analyzed descriptively qualitatively. A qualitative approach is an approach that aims to provide a picture of a phenomenon or problem in a way that actually happens.

Results and Discussion

1. Definition Of Assertive Communication

Assertive communication is the courage and assertiveness in conveying one's thoughts, feelings, or needs without belittling or intimidating others. This communication allows a person to express themselves clearly and openly while maintaining respect for the other person, which results in a conducive and harmonious atmosphere. Assertive communication is a skill that can be honed and developed. (Laila, 2024)

The ability to convey messages firmly while still respecting the rights and feelings of others is the main characteristic of assertive communication. People who communicate assertively are able to express their opinions and needs honestly without being aggressive or passive. They are also able to accept criticism and provide criticism constructively, so that interactions become healthier and more productive. (Arfianti Wijaya, 2023)

Assertive communication produces interpersonal relationships that are mutually respectful and balanced. Assertive communication is essential in managing conflict. Assertive communication is a great way to resolve interpersonal problems, especially in work or social environments that require cooperation and mutual understanding. In this way, a person can express their opinions or objections without causing tension or hurting others. This method allows for open discussion and a beneficial resolution. (Prayitno, 2024) Assertive communication also increases a person's self-confidence. Self-confidence will increase naturally when a person is able to speak honestly and firmly without fear or worry. Assertive communication helps people set healthy boundaries to maintain self-esteem.

Therefore, assertive communication is essential for self-growth and good social relationships. Assertive communication techniques include the use of clear and specific language, positive body language, and "I" statements. Saying, "I feel uncomfortable when...", for example, is ineffective in blaming others. This method reduces the likelihood of conflict and helps keep communication open. By using assertive communication, people can build healthier and more productive relationships in various aspects of their lives.

Concept Of Assertive Communication To Improve Self-Confidence

1. **Clear and Firm Delivery.** Assertive communication teaches a person to convey a message clearly and firmly, without hesitation or exaggeration, and this helps them feel more confident and self-assured.
2. **Respecting Yourself and Others:** Assertive communication teaches a person to respect the rights and feelings of others as well as their own. This concept avoids aggressive or passive behavior, which can damage relationships and make you feel insecure.
3. **The ability to refuse and say "No" appropriately** is a sign of confidence in setting personal boundaries; assertive people are able to do so without feeling guilty or afraid.
4. **Controlling Criticism and Giving Constructive Feedback:** Assertive communication teaches people to accept criticism and give criticism constructively, which increases self-confidence and the ability to interact positively.
5. **Creating Healthy and Positive Interpersonal Relationships:** By using assertive communication, people can build balanced and respectful relationships with each other, which results in a sense of security and confidence in social interactions.
6. **Reducing Stress and Anxiety in Communication.** Because of the ability to communicate honestly and openly, assertive communication helps reduce social anxiety and stress that often arise from the inability to express opinions or needs.

3. The Role Of Assertive Communication In Improving Self-Confidence

Assertive communication is very important and diverse in building self-confidence;

1. Assertive communication helps people eliminate fear and anxiety when expressing their opinions or needs. A person feels more empowered and confident in social interactions when they can convey messages in an honest and assertive manner without disturbing others. This increases self-confidence. (Laksana et al., 2024)
2. People can resolve conflicts constructively by communicating assertively. They can help maintain healthy interpersonal relationships and reduce stress caused by conflict by firmly conveying their disagreements or objections. Because they make people believe that they can handle difficult situations in a positive way, this effective conflict management increases their self-confidence
3. Building and strengthening trust with others depends on assertive communication. Others tend to give trust and respect to people who speak honestly and openly. Open and respectful relationships provide a sense of security and support, which in turn increases a person's confidence in communicating and interacting socially.
4. Especially in adolescents and college students, assertive communication training has been shown to increase self-confidence. This training teaches people how to express their opinions and feelings openly and positively, avoid inappropriate requests, and reduce social anxiety. As a result, communication skills and self-confidence increase, which helps them optimize their self-development. (Wikhayah & Abdullah, 2021)

4. How Assertivity Training Can Improve Self-Confidence

In several main ways, assertiveness training can improve self-confidence. Namely; *First*, training participants are taught about the concept of assertive communication, which means being able to convey one's opinions, feelings, and needs honestly and openly without ignoring the rights of others. By understanding this concept, participants become more aware that they have the right to speak, so they can reduce fear or hesitation when communicating. (Lestari et al., 2020). *Second*, assertiveness training usually uses direct practice methods, such as role-playing, to create real social situations. In this exercise, participants can learn to communicate actively, refuse inappropriate requests, express opinions firmly, and accept constructive criticism. Repeated experiences in these controlled situations reduce social anxiety and increase the courage

to interact confidently in everyday life. (Nurhikmah, 2024).

Third, cognitive restructuring is part of assertiveness training. This means changing negative or skeptical thoughts into optimistic thoughts about one's own abilities. Participants are taught to identify and confront thoughts that hinder self-confidence and change them with more realistic and empowering attitudes. This process increases participants' self-confidence and self-belief, making them more prepared to face social and professional challenges with more confidence. (Hasanah et al., 2010).

Fourth, assertiveness training provides social support in the form of praise, incentives, and encouragement throughout the learning process. These social reward factors encourage newly learned assertive behavior and create a safe environment where people can experiment and develop. The combination of conceptual understanding, practical exercises, mindset changes, and social support makes assertiveness training effective in increasing self-confidence comprehensively and sustainably

Benefits of Assertiveness Training

1. Increase self-confidence

Assertiveness training has been shown to be successful in growing participants' self-confidence, as well as making them more courageous in expressing their opinions and needs without fear or worry (Arif et al., 2024).

2. Reduce anxiety and stress

This training can reduce anxiety levels, including public speaking anxiety and social anxiety. In addition, this training also helps in managing stress and depression by improving the ability to express oneself rationally and openly (Rizki et al., 2015).

3. Improving emotional maturity and self-control

Assertiveness training helps individuals control their emotions better, reduce unconstructive emotional reactions, and improve the ability to deal with social and personal pressures (Ainiyah et al., 2017).

4. Improving interpersonal communication skills

This training helps participants communicate honestly, openly, and effectively. Participants also learn to defend their own rights without violating the rights of others,

thereby reducing conflict and misunderstandings in social and professional relationships (Barida, 2016).

5. Improving negotiation and decision-making skills

Assertiveness developed through training allows a person to negotiate and make decisions by considering the interests of themselves and others in a balanced manner.

6. Building healthy social relationships

Assertiveness training encourages individuals to be more socially accepted, respected, and able to establish equal and respectful relationships in various environments such as home, school, and workplace (Ramadhani et al., 2023).

7. Increasing independence and initiative

This training encourages individuals to be more independent in acting, more initiative, and less dependent on others in various situations.

8. Increasing psychological well-being

Individuals who are trained to be assertive tend to have a positive view of themselves, feel happier, and are mentally healthier because they are able to manage emotions and social interactions well.

Conclusion

Assertive communication is the ability to express thoughts, feelings, and needs honestly, clearly, and firmly, while respecting the rights and feelings of others. This concept is essential in building self-confidence because it allows individuals to express themselves without fear or anxiety, set healthy boundaries, and manage criticism and conflict constructively. By practicing assertive communication, one can build healthier and more positive interpersonal relationships, reduce stress and social anxiety, and increase independence and overall psychological well-being. Assertiveness training, which includes conceptual understanding, hands-on practice, cognitive restructuring, and social support, has been shown to be effective in increasing self-confidence, especially in adolescents and college students, by helping them overcome fears, develop better communication skills, and build a positive view of themselves.

References

- Ainiyah, H., Priyatama, A. N., & Setyanto, A. T. (2017). Pengaruh pelatihan asertif untuk meningkatkan kematangan emosi remaja kelas X pondok pesantren Darul Ulum Jombang. *Wacana Jurnal Psikologi*, 1–11.
- Arfianti Wijaya, S. G. (2023). No Title. *Kompas.Com*, 14 november.
- Arif, A. A., Murdiana, S., & Ridfah, A. (2024). Efektivitas Pelatihan Asertif terhadap Penurunan Kecemasan Berbicara di Depan Umum pada Mahasiswa. *Humanitas (Jurnal Psikologi)*, 8(2), 213–224. <https://doi.org/10.28932/humanitas.v8i2.8366>
- Barida, M. (2016). Modul Assertiveness Training Untuk Meningkatkan Komunikasi Asertif. In *K-Media* (Issue 9). [http://eprints.uad.ac.id/16839/1/Modul Assertiveness Training_Muya Barida.pdf](http://eprints.uad.ac.id/16839/1/Modul_Assertiveness_Training_Muya_Barida.pdf)
- Hasanah, N., Supriyono, Y., Herani, I., & Lestari, S. (2010). Peningkatan Kepercayaan Diri Mahasiswa Melalui Pelatihan Asertivitas Nur Hasanah, Yoyon Supriyono, Ika Herani, dan Sumi Lestari Dosen Program Psikologi, Universitas Brawijaya. *Interaktif*, 1(2).
- Hidayat, R., Suyuti, N., & Kasim, H. S. (2024). Komunikasi Asertif dalam Lingkungan Mahasiswa Ilmu Komunikasi Universitas Nahdlatul Ulama Sulawesi Tenggara. *Jurnal Ilmiah Ilmu Sosial Dan Pendidikan*, 2(2), 339–334.
- Laksana, A., Deden, D., Arifin, I., & Hibatullah, R. (2024). *Peran Komunikasi Asertif dalam Hubungan Kerja yang Positif dan Produktif*.
- Lestari, W., Astuti, K., & Novia, S. R. (2020). Pelatihan Asertivitas untuk Memperkuat Self Confidence pada Mahasiswa di Yogyakarta. *Jurnal Psikologi*, 16(2), 16–22.
- Nurhikmah. (2024). Teknik Assertive Training untuk Meningkatkan Kepercayaan Diri Siswa. *Jurnal Pendidikan Dasar Dan Menengah (Dikdasmn)*, 3(3), 150–155. <https://doi.org/10.31960/dikdasmn-v3i3-2426>
- Pipit Mulyah, Dyah Aminatun, Sukma Septian Nasution, Tommy Hastomo, Setiana Sri Wahyuni Sitepu, T. (2020). 濟無No Title No Title No Title. *Journal GEEJ*, 7(2), 1–5.
- Ramadhani, N., Saman, P. A., Si, M., Buchori, S., & Pd, M. (2023). *Penerapan Teknik Assertive Training Untuk Meningkatkan Asertivitas Siswa Korban Bullying Di Mtsn 1 Kota Makassar Implementation Of Assertive Training Techniques To Increase The Assertiveness Of Students Who Are Victims Of Bullying In Mtsn 1 Makassar City*. 1–18.
- Rizki, K., Sukarti, & Uyun, Q. (2015). Pelatihan Asertivitas terhadap Penurunan Kecemasan Sosial pada Siswa Korban Bullying. *Jurnal Ilmiah Psikologi Terapan*, 03(02), 200–214.
- Safitri, I., & Aravik, H. (2025). Ethics In Business Communication: Building Trust and Corporate Reputation. *Jurnal Ekonomi Bisnis, Manajemen dan Akuntansi*, 4(1), 101–110.
- Wikhayah, A., & Abdullah, S. M. (2021). Pengaruh Pelatihan Asertivitas Untuk Meningkatkan Kepercayaan Diri Pada Remaja Dengan Orangtua Bercerai. *Insight: Jurnal Ilmiah Psikologi*, 23(2), 186–194. <https://doi.org/10.26486/psikologi.v23i2.1589>.