AI

Assertion Inventory (AI)

Gambrill and Richey's (1975) Assertion Inventory is a self-report questionnaire that measures an individual's degree of assertiveness across different social situations. It helps psychologists identify specific difficulties in expressing or defending one's rights, opinions or feelings appropriately, without excessive anxiety.

Number of questions	40 questions
Estimated duration	15 minutes
Language	English
Original name	The Assertion Inventory
Target audience	Adults
Authors	Edith S. Gambrill, Nancy M. Richey (1975)
Category	Assertiveness

Preview of the 40 questions

Please indicate your degree of discomfort or anxiety for each situation listed below.

Turn down a request to borrow your car

Then rate the probability of displaying the behavior: 1 = always do it, 2 = usually do it, 3 = do it about half the time, 4 = rarely do it, 5 = never do it.

1 - None | 2 - A little | 3 - A fair amount | 4 - Much | 5 - Very much

Please indicate your degree of discomfort or anxiety for each situation listed below.

Compliment a friend

Then rate the probability of displaying the behavior: 1 = always do it, 2 = usually do it, 3 = do it about half the time, 4 = rarely do it, 5 = never do it.

1 - None | 2 - A little | 3 - A fair amount | 4 - Much | 5 - Very much

Please indicate your degree of discomfort or anxiety for each situation listed below.

Ask a favor of someone

Then rate the probability of displaying the behavior: 1 = always do it, 2 = usually do it, 3 = do it about half the time, 4 = rarely do it, 5 = never do it.

1 - None | 2 - A little | 3 - A fair amount | 4 - Much | 5 - Very much

Please indicate your degree of discomfort or anxiety for each situation listed below.

Resist sales pressure

Then rate the probability of displaying the behavior: 1 = always do it, 2 = usually do it, 3 = do it about half the time, 4 = rarely do it, 5 = never do it.

1 - None | 2 - A little | 3 - A fair amount | 4 - Much | 5 - Very much

Please indicate your degree of discomfort or anxiety for each situation listed below.

Apologize when you are at fault

Then rate the probability of displaying the behavior: 1 = always do it, 2 = usually do it, 3 = do it about half the time, 4 = rarely do it, 5 = never do it.

1 - None | 2 - A little | 3 - A fair amount | 4 - Much | 5 - Very much

Scoring & interpretation

Each item is rated on a scale from 1 to 5 according to the discomfort felt at the idea of acting assertively in various situations. A high overall score indicates low assertiveness or significant discomfort in these situations. Results should be interpreted in light of the patient's context and the tool's norms.