

TABLE 1
Rathus Assertiveness Schedule

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

- +3 very characteristic of me, extremely descriptive^a
- +2 rather characteristic of me, quite descriptive
- +1 somewhat characteristic of me, slightly descriptive
- 1 somewhat uncharacteristic of me, slightly nondescriptive
- 2 rather uncharacteristic of me, quite nondescriptive
- 3 very uncharacteristic of me, extremely nondescriptive

- ____ 1. Most people seem to be more aggressive and assertive than I am.*
- ____ 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 which is not quite suitable, I have a difficult time in 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 respected relative were annoying me, I 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 famed 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 a 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.

TABLE 1 (*Continued*)

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- ____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.*
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* Total score obtained by adding numerical responses to each item, after changing the signs of reversed items.

* Reversed item.

The schedule in the present study consists of the 30 items shown in Table 1. Some of these are based on Wolpe's (1969, p. 63) and Wolpe and Lazarus's (1966, p. 43) situations, and on items from the Allport (1928) and Guilford and Zimmerman (1956) scales. Others were suggested by diaries the author requested be kept by two classes of college juniors and seniors. In them were recorded behaviors the student would have liked to exhibit but refrained from exhibiting because of fear of aversive social consequences.

The reliability and validity and an item analysis of the resultant instrument, the Rathus Assertiveness Schedule (RAS), are discussed below.

RELIABILITY

Test-retest reliability. Test-retest reliability of the RAS was established by administering the instrument to 68 undergraduate college men and women ranging in age from 17 to 27, and then retesting them after 2 weeks had passed. The mean pretest score was .2941, the standard deviation 29.121.² Mean posttest score was 1.6176, and the standard deviation 27.6319. A Pearson product moment correlation coefficient was run between respondents' pre- and posttest scores, yielding an r of .778 ($p < .01$), indicating moderate to high stability of test scores over 2-month period.

Split-half reliability. Internal consistency of the RAS was determined by having 18 college juniors and seniors administer the test to 67 people off campus. They were instructed to choose three or four persons whom they knew quite well. Ss thus chosen were male and female, ranging in age from 15 to 70. Their RAS scores varied from the +60's to the -70's.

A Pearson product moment correlation coefficient was run between total odd and total even item scores, yielding an r of .7723 ($p < .01$), suggesting that the qualities measured by the RAS possess moderate to high homogeneity.

² Data presented in this article were processed by the UNIVAC 1108 Computer at the State University of New York at Albany Computing Center. The author is grateful to Larry J. Siegel, currently of the College of Criminal Justice at Northeastern University, for his aid in programming.