



**Which of the following behaviors are most likely to reduce your trust in others?**

- When someone is acting selfish and inconsiderate **BLUE**
- When someone gets in my way **GREEN**
- When people exaggerate or distort the truth **GOLD**
- When someone is too critical or picky **RED**

**↑73**

**What are your greatest challenges with time management?**

- Getting distracted **RED**
- Over-analyzing **GOLD**
- Trying to make everyone else happy **BLUE**
- Skipping steps **GREEN**

**↑52**

**If you were to get a new supervisor, what would you suggest he or she *not* do?**

- Please don't overwhelm me with too many issues or details. **RED**
- Please don't take advantage of my tendency to take on extra duties. **GOLD**
- Please don't be too critical or judgmental of me - or others. **BLUE**
- Please don't try to control me. **GREEN**

**↑03**

**In the book, *Persuasion IQ* author Kurt W. Mortensen identifies common mistakes that affect persuasion. Which fits you?**

- Forcing a quick decision **GREEN**
- Taking excessive time **BLUE**
- Covering every possible detail **GOLD**
- Exaggerating the details **RED**

**↑101**

**Select the quote that best describes your philosophy:**

- "To be a winner, plan to win, prepare to win, and expect to win." (Zig Ziglar) **GREEN**
- "Teamwork creates the breakthroughs that define our careers." (Pat Riley) **BLUE**
- "Creativity is 1% inspiration and 99% perspiration." (Thomas Edison) **GOLD**
- "If you obey all the rules, you miss all the fun." (Katharine Hepburn) **RED**

**↑27**