



The Art of Influence

Module 8

A Promoting Excellence
Online Course

This is part of a series of online courses
available from Promoting Excellence
Leadership Consultants.



Promoting
Excellence

MODULE 8: INFLUENCING SKILLS QUIZ

Question Number	Question and Answer Choices	Choose Your Answer
1	Bargaining is a strategy to gain influence. What is the best way to improve it?	
	a. Considering this is a last resort strategy	
	b. Trying to anticipate what people may have to give up in order to help	
	c. Trying to put yourself in the other's shoes to see what they are feeling	
2	Which of these influencing skills is least likely to be effective in a tricky appraisal situation?	
	a. Having a positive impact on people	
	b. Being persuasive and convincing to others	
	c. Commanding attention and making people listen	
3	Empowerment is a key influencing strategy. Which of these situations is it best suited for?	
	a. Producing a recovery plan	
	b. Introducing a talent management programme	
	c. Dealing with capability	
4	Logical persuasion is a key influencing strategy. Which of these approaches is best suited to improving it?	
	a. Thinking about the outcome you want before proposing actions	
	b. Thinking about what would interest other people most	
	c. Thinking of more than one reason that supports your argument or idea	
5	Which of the influencing strategies is most closely aligned with empathy?	
	a. Common vision	
	b. Interpersonal awareness	
	c. Communication	
6	Relationship building is best described as?	
	a. Being friendly with a wide range of people	
	b. Getting to know what interests other people	
	c. Anticipating what people may have to give up to achieve agreement	
7	Coercion is best used in:	
	a. A crisis situation	
	b. A consultation meeting	
	c. A situation requiring a unanimous agreement	
8	Common vision requires?	
	a. Clarity of desired outcomes before actions	
	b. Providing evidence to support an action	
	c. Listening carefully to everybody's point of view	

9	Organisational Awareness is best described as?	
	a.	Presenting ideas in a compelling manner
	b.	Showing how an idea supports the overall organisational objectives
	c.	Identifying key people to get things done
10	Logical persuasion achieves results by?	
	a.	Addressing others' concerns
	b.	Using evidence to get other's support
	c.	Showing an interest in developing others to achieve their goals

Go to the next page only when you've completed all ten questions.

Your score was /10:

**The Answers
Were**

1b

2c

3b

4c

5b

6b

7a

8a

9c

10b