

## **Chapter 2 – Recognizing Your Traits**

### **True/False**

1. Oprah Winfrey has never been known as a philanthropist.

A) True

\*B) False

Pg: 34

Level: Easy

2. Research studies have produced a very long list of leadership traits.

\*A) True

B) False

Pg: 27

Level: Easy

3. Charisma is a good quality, but it doesn't give leaders the ability to do extraordinary things.

A) True

\*B) False

Pg: 24

Level: Easy

4. Churchill received the Nobel Prize for Literature in 1953.

\*A) True

B) False

Pg: 30

Level: Medium

5. The Missionaries of Charity became defunct after Mother Teresa's passing.

A) True

\*B) False

Pg: 31

Level: Medium

6. Nelson Mandela was the first Black president of South Africa.

\*A) True

B) False

Pg: 35

Level: Easy

7. Churchill was an excellent student and was very popular.

A) True

\*B) False

Pg: 30

Level: Easy

8. Nelson Mandela *only* employed nonviolent resistance to fight apartheid.

A) True

\*B) False

Pg: 35

Level: Medium

9. Bill Gates graduated from Harvard University.

A) True

\*B) False

Pg: 32

Level: Easy

10. Oprah Winfrey is considered one of the most influential women in the world.

\*A) True

B) False

Pg: 33

Level: Easy

11. Oprah Winfrey learned to read at an early age and skipped two grades in school.

\*A) True

B) False

Pg: 33

Level: Easy

12. Confidence is innate and cannot be learned.

A) True

\*B) False

Pg: 23

Level: Medium

13. According to the text, being determined includes showing dominance at times.

\*A) True

B) False

Pg: 25

Level: Easy

14. Determination is probably the most difficult trait to acquire as a leader.

A) True

\*B) False

Pg: 26

Level: Medium

15. Introverted people cannot learn to be sociable.

A) True

\*B) False

Pg: 26

Level: Easy

16. Charisma is a common personality trait.

A) True

\*B) False

Pg: 24

Level: Easy

17. Extraverted leaders are more likely to be considered sociable.

\*A) True

B) False

Pg: 26

Level: Easy

18. Intelligence includes having good language skills, perceptual skills, and reasoning ability.

\*A) True

B) False

Pg: 22

Level: Easy

19. Determined leaders are not very focused or attentive to tasks.

A) True

\*B) False

Pg: 25

Level: Medium

### Multiple Choice

20. It was said of George Washington that he was “great” because he was “\_\_\_\_\_.”

A) determined

B) intelligent

C) tall

\*D) good

E) nice

Pg: 20

Level: Medium

21. Which of the following qualities are associated with Winston Churchill?

- \*A) Average student
- B) Outgoing
- C) Pessimistic
- D) All of the above
- E) None of the above

Pg: 30

Level: Medium

22. Which of the following is not a trait of Mother Teresa's discussed in the text?

- A) Simple woman
- B) Determined
- C) Spiritual
- \*D) Detail oriented
- E) Humble

Pg: 32

Level: Medium

23. Churchill's most significant talent was his masterful use of \_\_\_\_\_.

- A) coercion
- \*B) language
- C) diplomacy
- D) All of the above
- E) None of the above

Pg: 31

Level: Easy

24. According to the text, what is not a characteristic of determined leaders?

- A) Initiative
- B) Persistence
- \*C) Decisiveness
- D) Drive
- E) All of the above are characteristics of determined leaders

Pg: 25

Level: Hard

25. What is not one of Nelson Mandela's traits discussed in the text?

- A) Focused
- B) Consensus builder
- C) Courageous
- D) Humble
- \*E) All of the above are Nelson Mandela's traits

Pg: 35

Level: Easy

26. Which of the following traits does the book attribute to Oprah Winfrey?

- A) Aggressive
- B) Pretentious
- C) Spiritual
- \*D) Charismatic
- E) None of the above

Pg: 34

Level: Easy

27. Which of the following is not one of Bill Gates's traits?

- A) Aggressive
- B) Task-oriented
- C) Visionary
- D) Altruistic
- \*E) All of the above are traits of Bill Gates

Pg: 33

Level: Easy

28. According to research, which of the following is *not* a trait found to be significant in leadership?

- A) Intelligence
- B) Friendliness
- C) Persistence
- \*D) Introversion
- E) All of the above are significant for leadership

Pg: 22

Level: Medium

29. Which researcher identified 22 valued leadership traits after studying 1,700 managers in 62 different cultures?

- A) Stogdill
- \*B) House
- C) Kouzes and Posner
- D) Graen
- E) None of the above

Pg: 22

Level: Medium

30. Which of the following is a way to build confidence?

- A) Understanding what a situation requires
- B) Having a mentor to show the way
- C) Practice
- \*D) All of the above
- E) A and B only

Pg: 23

Level: Medium

31. What is not a way to build charisma?

- A) Be a strong role model
- B) Articulate clear goals and strong values
- \*C) Be sociable
- D) Be competent
- E) None of the above

Pg: 25

Level: Medium

32. Sociable leaders are all of the following except:

- A) Tactful
- B) Friendly
- C) Diplomatic
- \*D) Direct
- E) All of the above characterize sociable leaders

Pg: 26

Level: Medium

33. To increase sociability, people should:

- A) Try to get along with coworkers
- B) Be friendly, kind, and thoughtful
- C) Talk freely with others and give them support
- \*D) All of the above
- E) A and B only

Pg: 26

Level: Easy

34. Which of the following is not one of the six key leadership traits identified by researchers?

- A) Intelligence
- B) Charisma
- \*C) Openness to experience
- D) Determination
- E) Sociability

Pg: 22

Level: Easy

35. Intelligence includes having good language skills, \_\_\_\_\_ skills, and \_\_\_\_\_.

- A) perceptual; determination
- B) critical thinking; confidence
- C) writing; intensity
- \*D) perceptual; reasoning ability
- E) presentation; charisma

Pg: 22

Level: Hard

### **Essay**

36. Briefly describe one of the six key leadership traits and give an example of how it would be demonstrated in your line of work.

Ans: Varies

Pg: 22

37. How can a leader improve his or her intelligence? Have you seen this happen? Give an example to support your ideas.

Ans: Varies

Pg: 23

38. How necessary is charisma for effective leadership? Give at least two examples to support your view.

Ans: Varies

Pg: 24

39. What is the most difficult trait to acquire as a leader? Why?

Ans: Varies

Pg: General

40. In your opinion, is integrity an important leadership trait? Why?

Ans: Varies

Pg: 27