

- T F 1. Harriet Tubman was a spy and a soldier for the North.
- T F 2. Integrity is not central to our ability to influence.
- T F 3. Charisma is a good quality, but it doesn't give leaders the ability to do extraordinary things.
- T F 4. Churchill received the Nobel Prize for Literature in 1953.
- T F 5. The Missionaries of Charity became defunct after Mother Teresa's passing.
- T F 6. Nelson Mandela was the first Black president of South Africa.
- T F 7. Churchill was an excellent student and was very popular.
- T F 8. Nelson Mandela *only* employed nonviolent resistance to fight apartheid.
- T F 9. Bill Gates graduated from Harvard University.
- T F 10. Oprah Winfrey is considered one of the most influential women in the world.
- T F 11. In 2007, Oprah Winfrey was the highest paid entertainer in television.
- T F 12. Confidence is innate and cannot be learned.
- T F 13. Being determined includes showing dominance.
- T F 14. Determination is probably the most difficult trait to acquire as a leader.
- T F 15. Introverted people cannot learn to be sociable.

- T F 16. Charisma is a common personality trait.
- T F 17. Extraverted leaders are more likely to be considered sociable.
18. It was said of George Washington that he was “great” because he was “_____.”
A) determined
B) intelligent
C) tall
D) good
E) nice
19. Which of the following traits are associated with Harriet Tubman?
A) Courage
B) Spirituality
C) Determination
D) All of the above
E) None of the above
20. Which of the following is not a trait of Eleanor Roosevelt's discussed in the text?
A) Good listener
B) Charisma
C) Courageous
D) Positive attitude
E) All of the above
21. 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
22. 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

23. 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
24. Which of the following traits does the book attribute to Oprah Winfrey?
- A) Aggressive
 - B) Pretentious
 - C) Spiritual
 - D) Charisma
 - E) None of the above
25. 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
26. According to research, which of the following is not a trait found to be significant in leadership?
- A) Insight
 - B) Tolerance
 - C) Confidence
 - D) Introversion
 - E) All of the above are significant for leadership
27. 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

28. 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
29. 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
30. Sociable leaders are all of the following except:
- A) Tactful
 - B) Friendly
 - C) Diplomatic
 - D) Direct
 - E) All of the above characterize sociable leaders
31. 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
32. Briefly describe one of the six key leadership traits and give an example of how it would be demonstrated in your line of work.
33. How can a leader improve his or her intelligence? Have you seen this happen? Give an example to support your ideas.
34. How necessary is charisma for effective leadership? Give at least two examples to support your view.
35. What is the most difficult trait to acquire as a leader? Why?

Answer Key

1. True
2. False
3. False
4. True
5. False
6. True
7. False
8. False
9. False
10. True
11. True
12. False
13. True
14. False
15. False
16. False
17. True
18. D
19. D
20. B
21. B
22. C
23. E
24. D
25. E
26. D
27. B
28. D
29. C
30. D
31. D
- 32.
- 33.
- 34.
- 35.