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Peter G. Northouse Instructor Resources

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

#### True/False

| 1. Oprah Winfrey has never been known as a philanthrop | 1. | philanthropist | as a | known | been | has never | Winfrev | Oprah | ١. |
|--|----|----------------|------|-------|------|-----------|---------|-------|----|
|--|----|----------------|------|-------|------|-----------|---------|-------|----|

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  |
|---|
| <ul><li>16. Charisma is a common personality trait.</li><li>A) True</li><li>*B) False</li><li>Pg: 24</li><li>Level: Easy</li></ul>                                |
| <ul> <li>17. Extraverted leaders are more likely to be considered sociable.</li> <li>*A) True</li> <li>B) False</li> <li>Pg: 26</li> <li>Level: Easy</li> </ul>   |
| 18. Intelligence includes having good language skills, perceptual skills, and reasoning ability. *A) True B) False Pg: 22 Level: Easy                             |
| <ul> <li>19. Determined leaders are not very focused or attentive to tasks.</li> <li>A) True</li> <li>*B) False</li> <li>Pg: 25</li> <li>Level: Medium</li> </ul> |
| 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            |

| *A) B) C) D)          | Average student Outgoing Pessimistic All of the above None of the above                |
|-----------------------|--|
| 22. Which o           | of the following is not a trait of Mother Teresa's discussed in the text? Simple woman |
| B)                    | Determined   |
| ,                     | Spiritual  |
|                       | Detail oriented  |
|                       | Humble   |
| Pg: 32                |  |
| Level: Medi           | um   |
| 23. Churchi           | ll's most significant talent was his masterful use of                                  |
| A)                    | coercion   |
| *B)                   | language   |
|                       | diplomacy  |
| /                     | All of the above   |
| ,                     | None of the above  |
| Pg: 31                |  |
| Level: Easy           |  |
| 24. Accordin          | ng 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           |  |
|                       | not one of Nelson Mandela's traits discussed in the text?                              |
| A)                    | Focused  |
| B)                    | Consensus builder  |
| C)                    | Courageous   |
| D)                    | Humble All of the above are Nelson Mandela's traits                                    |
| *E)                   | All of the above are Nelson Mandela's traits   |
| Pg: 35<br>Level: Easy |  |
| Lever. Lasy           |  |

| 26. Which o    | f 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 o    | f 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. Accord     | ing to research, which of the following is <i>not</i> 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: Mediu   | um   |
| 29. Which re   | esearcher identified 22 valued leadership traits after studying 1,700 managers in 62     |
| different cult | ures?  |
| A)             | Stogdill   |
| *B)            | House  |
| C)             | Kouzes and Posner  |
| D)             | Graen  |
| E)             | None of the above  |
| Pg: 22         |  |
| Level: Medi    | ım   |

30. Which of the following is a way to build confidence? Understanding what a situation requires A) Having a mentor to show the way B) C) **Practice** \*D) All of the above A and B only E) Pg: 23 Level: Medium 31. What is not a way to build charisma? A) Be a strong role model Articulate clear goals and strong values B) \*C) Be sociable Be competent D) E) None of the above Pg: 25 Level: Medium 32. Sociable leaders are all of the following except: A) Tactful B) Friendly **Diplomatic** C) \*D) Direct E) All of the above characterize sociable leaders Pg: 26 Level: Medium 33. To increase sociability, people should: Try to get along with coworkers A) Be friendly, kind, and thoughtful B) 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? Intelligence A) B) Charisma \*C) Openness to experience Determination D) Sociability E) Pg: 22 Level: Easy

| 35. Intellige                    | ence 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                            |   |                                 |  |  |  |
| •                                | describe one of the six key leadership traits and given d in your line of work. | e an example of how it would be |  |  |  |
|                                  | n a leader improve his or her intelligence? Have you support your ideas.        | u seen this happen? Give an     |  |  |  |
| your view.                       | cessary is charisma for effective leadership? Give a                            | t least two examples to support |  |  |  |
| Ans: Varies                      |   |                                 |  |  |  |

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

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

Pg: 24

Ans: Varies Pg: General

Ans: Varies Pg: 27