Assignment 2

The due date for submitting this assignment has passed. As per our records you have not submitted this assignment.

1) The relationship developed over mutual trust and responsiveness is known as:  
   - Sensory awareness
   - Outcome Thinking
   - Rapport
   - All of the above

   No, the answer is incorrect.  
   Score: 0
   Accepted Answers: 
   - Rapport

2) The ability to experience life through the lens of our own 5 senses is known as:  
   - Rapport
   - Sensory Acuity
   - Congenial Appearance
   - All of the above

   No, the answer is incorrect.  
   Score: 0
   Accepted Answers: 
   - Sensory Acuity

3) What purpose is achieved by following the principles of the four pillars of NLP?  
   - Discovering yourself
   - Being humorous for others
   - Getting professional success only

   1 point

Due on 2019-02-13, 23:59 IST.

The ability to experience life through the lens of our own 5 senses is known as:

- Rapport
- Sensory Acuity
- Congenial Appearance
- All of the above

No, the answer is incorrect.
Score: 0
Accepted Answers:
Sensory Acuity

What purpose is achieved by following the principles of the four pillars of NLP?

- Discovering yourself
- Being humorous for others
- Getting professional success only

1 point
4) The four Rs of Rapport stands for:

- Research, Recognition, Reassurance, and Responsibility
- Respect, Revive, Reassurance, and Responsibility
- Retrospect, Responsibility, Recognition, and Reassurance
- Respect, Recognition, Reassurance and Responsibility

No, the answer is incorrect.
Score: 0
Accepted Answers:
Respect, Recognition, Reassurance and Responsibility

5) The most effective ways of developing a rapport are:

- Match non-verbal communication
- Convince the other person to listen to you at any cost
- Develop a genuine interest in the other person
- Both a & c

No, the answer is incorrect.
Score: 0
Accepted Answers:
Both a & c

6) Who lacks behavioural flexibility?

- A person who is always ready to change
- A person who is never ready to change
- A person who change the approach when something doesn’t work
- Both a & c

No, the answer is incorrect.
Score: 0
Accepted Answers:
A person who is never ready to change

7) What should be considered a trait of outcome thinking?

- To know about the immediate surrounding
- To know about what you want rather than what you don’t want
- To know about everybody
- None of the above

No, the answer is incorrect.
Score: 0
Accepted Answers:
To know about what you want rather than what you don’t want

8) What is mirroring?

- Creating a mirror image of the functioning of the society
- Creating a mirror image of the body language of the person in connection
- Both a & b
- None

No, the answer is incorrect.
9) Swiss pattern is useful in:

- Over-excitement
- In both negative and positive thinking
- Under-performing situation
- Both b & c

No, the answer is incorrect.

Score: 0

Accepted Answers:
Creating a mirror image of the body language of the person in connection

10) Anchoring is simply creating……… for a new state which you have created for yourself. Fill in the blank with the suitable option.

- aide-memoire
- quid pro quo
- carpe diem
- None of the above

No, the answer is incorrect.

Score: 0

Accepted Answers:
aide-memoire