Assignment 4

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

1) Who are the most effective negotiators? 1 point

- Those who set out to achieve Effective outcomes
- Those who set out to achieve Moderate outcomes
- Those who set out to achieve Total-Win outcomes
- Both b & c

No, the answer is incorrect.
Score: 0

Accepted Answers: Those who set out to achieve Total-Win outcomes

2) Which of the following is not a part of Total-Win negotiation? 1 point

- Establish the Total-Win Mindset
- Deal more effectively with all aspects of business and personal life
- Brainstorm from the same side of the table and generate options
- Do not clean up past emotional issues

No, the answer is incorrect.
Score: 0

Accepted Answers: Do not clean up past emotional issues

3) What is called the process of guiding people to follow some an idea, attitude, or action by rational and symbolic (though not always logical) means? 1 point

- Persuasion
- Management
- Governance

Score: 0

Accepted Answers: Persuasion

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5) Who developed the concept of the structure of emotion?

- Leslie Cameron-Bandler & Michael Lebeau
- Noam Chomsky & Roman Jacobson
- C. F. Hocket
- F.D. Saussure

No, the answer is incorrect.
Score: 0
Accepted Answers: Leslie Cameron-Bandler & Michael Lebeau

6) Whose work in the 1990s on Meta-States addressed the modulating of primary emotional states with meta-levels of feeling?

- Steven Pinker
- Michael Hall
- Braj Kachru
- Jordan Peterson

No, the answer is incorrect.
Score: 0
Accepted Answers: Michael Hall

7) Emotionality is how we express and experience motions.

- True
- False

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

8) Which of the following is not a strategy for dealing with the stage fright?

- Medication
- Relaxation techniques
- Realistic thinking
- Avoiding technique

No, the answer is incorrect.
Score: 0
Accepted Answers: Avoiding technique
9) “Give up trying to be perfect. Try to be natural, be yourself.” Is this statement stands true for reducing the stage fright?

- True
- False

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

10) Never shift the focus from yourself and your fear to your true purpose—contributing something of value to your audience.” Is this statement stands true for reducing the stage fright?

- True
- False

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