

Assessment

Managing Negative People

First Edition

The objectives of this book are:

- To explain negativity and its causes
- To provide strategies for dealing with negativity
- To show ways to improve your negativity resistance

■ CRISP_{series}

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Assessment Questions for Managing Negative People, First Edition

Select the best response.

1. Negative patterns in people:
 - A. Can become habitual behavior
 - B. Are often traced to family environments
 - C. Both of the above

2. Needs, values, and self-esteem are among the primary causes of negativity.
 - A. True
 - B. False

3. People with high negativity from within generally have:
 - A. Surprisingly little negativity from others
 - B. High negativity from others

4. People with low negativity are likely to be operating at:
 - A. The survival level of needs
 - B. The growth level of needs

5. A person who sacrifices sleeping to finish a project has:
 - A. Values that are stronger than needs
 - B. Needs that are stronger than values

6. A technique for dealing with a negator is to:
 - A. Avoid defensiveness
 - B. Stay calm
 - C. Not place blame
 - D. All of the above

7. If the negator is truly irrational, you should:
 - A. Give in
 - B. Exhibit anger yourself
 - C. Temporarily leave the situation

8. If a negator says, "That idea is crazy," a good response is;
 - A. "Do you think so?"
 - B. "I don't think it is."
 - C. "It's crazy, but it's inspired."
 - D. "You're probably right."

9. Someone who seeks security may sometimes have negative expressions that are:
 - A. Cynical
 - B. Passive-resistant
 - C. Demanding

10. If a negator says, "We need to initiate this plan immediately to affect this month's sales figures," the style is primarily:
 - A. Stable
 - B. Thorough
 - C. Emotional
 - D. That of a pusher

11. The three activities that cause beta-endorphins to be released are:
 - A. Combat, sleep, and eating
 - B. Reading, arguing, and relaxation
 - C. Exercise, laughing, and nurturance

12. To deal with a precise person, be:
 - A. Brief
 - B. Friendly and supportive
 - C. Logical and accurate
 - D. Prepared for change

13. The better negators feel about themselves, the more likely they will be to accept a challenge.

- A. True
- B. False

14. To influence negators, find ways to use their:

- A. Imaginations
- B. Natural styles
- C. Negative beliefs
- D. Anger

15. A problem is best presented in measurable terms.

- A. True
- B. False

16. To avoid premature assumptions about the solution to a problem:

- A. Request an opinion
- B. Ask to be given time to think about it
- C. Ask "Why?"

17. A good solution must be:

- A. Likely to succeed
- B. Able to be implemented
- C. Capable of being evaluated
- D. All of the above

18. Positive thinking requires recognizing negative messages from yourself or others, and replacing them with positive ones.

- A. True
- B. False

19. The reaction to any event:

- A. Is caused by the event
- B. Can be controlled by your internal messages

20. You should first care for:
- A. The needs of others
 - B. Your own needs
21. Research shows that a pleasant event:
- A. Does not affect the immune system
 - B. Makes the immune system stronger
22. A healthy diet:
- A. Avoids fats and simple sugars
 - B. Balances carbohydrates, protein, fruits, and vegetables
 - C. Is moderate
 - D. All of the above
23. The longer you reduce your normal sleep pattern, the lower your resistance to illness.
- A. True
 - B. False
24. To increase relaxation, it is a good idea to:
- A. Schedule “positivity” building activities
 - B. Avoid scheduled activities
 - C. Stop using an appointment book
25. Stress management requires allowing pleasant relaxation to balance work activities.
- A. True
 - B. False

**Answer Key for
Managing Negative People, First Edition**

Recommended response (Corresponding workbook page)

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|-----------|------------|------------|------------|------------|
| 1. C (22) | 6. D (25) | 11. C (65) | 16. C (49) | 21. B (64) |
| 2. A (6) | 7. C (29) | 12. C (40) | 17. D (51) | 22. D (66) |
| 3. B (10) | 8. C (31) | 13. A (46) | 18. A (55) | 23. A (66) |
| 4. B (12) | 9. B (35) | 14. B (47) | 19. B (58) | 24. A (64) |
| 5. A (19) | 10. D (35) | 15. A (48) | 20. B (62) | 25. A (64) |