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1. Which one of the following is NOT implied in the definition of power?

Options:

- a) Dependency
- b) Potential
- c) Influence
- d) Actualization

Correct option: a) Dependency

2. When lower-level personnel provide more input or are actually given the discretion to make decisions, it is called:

Options:

- a) Centralization
- b) Centralization
- c) Decentralization
- d) Departmentalization

Correct option: c) Decentralization

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3. Which of the following leadership is based on leaders' shifting the values, beliefs, and needs of their followers?

Options:

- a) Transformational leadership
- b) Charismatic leadership
- c) Transactional leadership
- d) Visionary leadership

Correct option: a) Transformational leadership

4. Adil wants to get credit from the bank but the bank cannot approve credit to him because of his past slow pay record. The bank manager and Adil meet and agree on a win-win solution that meets the needs of both parties by involving a guarantee that will ensure payment if not made within the prescribed period. This is an example of:

Options:

- a) Accommodating intention
- b) Integrative negotiation
- c) Compromising intention
- d) Distributive negotiation

Correct option: b) Integrative negotiation

5. The two general approaches to bargaining are known as:

Options:

- a) Emotional and rational

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- b) Distributive and integrative
- c) Formal and informal
- d) Affective and reflective

Correct option: b) Distributive and integrative

6. Which of the following is NOT a trait of a leader?

Options:

- a) Inspiration
- b) Innovation
- c) Short-term view
- d) Development

Correct option: c) Short-term view

7. The power based on someone's high level of knowledge and/or specialized skills is known as:

Options:

- a) Legitimate power
- b) Referent power
- c) Expert power
- d) Coercive power

Correct option: c) Expert power

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8. The process of being properly guided and directed by a leader in a working environment is known as:

Options:

- a) Followership
- b) Internship
- c) Leadership
- d) Sponsorship

Correct option: a) Followership

9. Mrs. Hillary Clinton gained political capital by her marriage to President Clinton. This is an example of which of the following power?

Options:

- a) Referent power
- b) Expert power
- c) Reward power
- d) Legitimate power

Correct option: a) Referent power

10. A stage in the negotiation process where both parties undoubtedly need to make concessions is:

Options:

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- a) Closure and implementation
- b) Bargaining and problem solving
- c) Preparation and planning
- d) Clarification and justification

Correct option: b) Bargaining and problem solving

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