

Rate yourself on your persuasion skills!

The test below was designed to be printed and completed on paper.

<p>1. I provide abundant details about matters I think are important, regardless of whether my listeners agree with me.</p> <p>A. Frequently</p> <p>B. On occasion</p> <p>C. I've never noticed</p> <p>D. Never</p>	<p>2. I say things that sound surprising, confusing or strange simply to grab attention.</p> <p>A. Whenever necessary</p> <p>B. Rarely, if at all</p> <p>C. I've never noticed</p> <p>D. Never</p>
<p>3. When I speak with another person, I tend to use his or her name often.</p> <p>A. Always</p> <p>B. Sometimes</p> <p>C. I've never noticed</p> <p>D. Not at all</p>	<p>4. I tend to speak in run-on sentences, quickly stating connections and parallels between facts and ideas.</p> <p>A. Never</p> <p>B. Rarely</p> <p>C. On occasion</p> <p>D. Frequently</p>
<p>5. I tell stories and illustrate my points with metaphors, anecdotes and analogies.</p> <p>A. Never</p> <p>B. Rarely</p> <p>C. On occasion</p> <p>D. Frequently</p>	<p>6. When I speak with others, I often use words like "must", "have to" and "should".</p> <p>A. Usually</p> <p>B. Sometimes</p> <p>C. I've never noticed</p> <p>D. Rarely</p>
<p>7. When a friend or colleague feels down,, I try to be cheerful to bring the other person out of the doldrums.</p> <p>A. Usually</p>	<p>8. If someone at work has an objection to what I say or propose, the first thing I do is restate my position.</p> <p>A. Most of the time</p>

<p>B. Some of the time</p> <p>C. Depends how I feel</p> <p>D. Hardly ever</p>	<p>B. Sounds like a good idea</p> <p>C. Sometimes</p> <p>D. Rarely</p>
<p>9. In listening situations, I frequently restate what I've heard with phrases such as, "as I understand it, you mean ..."</p> <p>A. Most of the time</p> <p>B. On occasion</p> <p>C. Rarely</p> <p>D. Hardly ever</p>	<p>10. If another person in an exchange stops speaking, I immediately break the silence.</p> <p>A. Most of the time</p> <p>B. Frequently</p> <p>C. On occasion</p> <p>D. Rarely</p>