

Course Code:
 Course Title: Change Masters - Module #6 - Motivation by Desire

Sample:

Question:

<i>Response</i>		<i>Indicate Correct Answer with an "x"</i>
<input type="text"/>		
<input type="text"/>		
<input type="text"/>		
<input type="text"/>		

Question: Which of the following describes the "strangest secret" that we become?

1 <i>Response</i>		<i>Indicate Correct Answer with an "x"</i>
What our parents think we should be		
What our teachers and bosses think we should be		
What we think about most of the time		
What our friends think we should be		

Question: Which of these statements best describes intrinsic motivation?

2 <i>Response</i>		<i>Indicate Correct Answer with an "x"</i>
Acquiring wealth is a primary goal		
Competing against others is a primary goal		
Having status as an expert is a primary goal		
Seeking excellence is a primary goal		

Question: True or False: Money and status are primary motivators for those in sales.

3 <i>Response</i>		<i>Indicate Correct Answer with an "x"</i>
<input type="text"/>		

TRUE		
FALSE		

Question: *True or False: Students do better in college when good grades are the primary motivators.*

4	Response		Indicate Correct Answer with an "x"
	TRUE		
	FALSE		

Question: *True or False: Finding your WHY will sustain motivation longer than material rewards.*

5	Response		Indicate Correct Answer with an "x"
	TRUE		
	FALSE		

Question: *When is the "fear of consequences of failure" important?*

6	Response		Indicate Correct Answer with an "x"
	<i>When approaching a dangerous situation</i>		
	<i>When safety is a primary consideration</i>		
	<i>When positive incentives have been ineffective</i>		
	<i>All of the above</i>		

Question: *True or False: Motivation by fear creates an environment of compulsion and inhibition.*

7	Response		Indicate Correct Answer with an "x"
	TRUE		
	FALSE		

Question: Which of the following describes motivation by desire?

8	Response		Indicate Correct Answer with an "x"
	"I want to, I can"		
	"I see opportunity ahead"		
	"Next time I will do it better."		
	All of the above		

Question: Which of the following should you NOT do when you experience rejection?

9	Response		Indicate Correct Answer with an "x"
	Consider it as a learning experience		
	Consider it a reflection of your self-worth		
	Consider trying a new approach		
	Consider seeking new mentors and coaches		

Question: Why is the subway the most efficient form of transportation?

10	Response		Indicate Correct Answer with an "x"
	Because it uses the least amount of energy		
	Because it doesn't need traffic lights		
	Because it serves the inner cities		
	Because it runs on a track		

Question: "Order in your day" is BEST described as?

11	Response		Indicate Correct Answer with an "x"
	<i>Having your desk and files neatly organized</i>		
	<i>Having the ability to do what you set out to do</i>		
	<i>Having your calendar filled with projects</i>		
	<i>Having a set time for meetings</i>		

Question: True or False: Keep the big picture or "why" in front of the people you lead.

12	Response		Indicate Correct Answer with an "x"
	TRUE		
	FALSE		







