Fleischer Workbook – Quiz

1. Which of the following is true about gaining individual success? (Select one.)
2. Success mostly depends on luck.
3. Your success is determined by where you grew up.
4. You must earn your own success.
5. Success is a given if you know the right people.
6. What is the benefit to suppliers of an “incentive-driven” market economy? (Select one.)
7. Pricing is controlled by the government.
8. If a product is in demand the supplier can profit.
9. It prevents competition between suppliers.
10. It discourages new product development.
11. Match the following examples with the category in which they should be placed on your Mental Balance Sheet.
12. A part-time job. **\_\_\_\_\_** 1) Intellectual Capital
13. Perfect school attendance. **\_\_\_\_\_** 2) Empirical (Experiential Knowledge)
14. Passing an Advanced Placement test. **\_\_\_\_\_** 3) Moral Compass
15. Which of the following would help you to gain a more positive self-image? (Select one)
16. Identify the people that make you feel like a failure.
17. Avoid challenges that might be too difficult.
18. Do not set goals you cannot achieve.
19. Think about past successes and how you achieved them.
20. What is the best way to handle a failure? (Select one.)
21. Accept failure as part of the learning process.
22. Analyze failure to figure out who is to blame.
23. Change your goal to something easier.
24. Try the same tactic again, it should have worked.
25. What are Master Adaptive Learners? (Select one.)
26. People who share their knowledge with others.
27. People who rarely need to learn something new.
28. People who have mastered the art of continuous learning.
29. People who know how to get good grades in school.
30. Which of the following are effective methods for continuous learning? (Select all that apply.)
31. Reading newspaper articles related to your area of interest.
32. Depending solely on social media news about innovation.
33. Asking users for feedback on your product or service.
34. Testing your competitor’s products or services.
35. Trusting in the way you have always done things.
36. Paying attention to competitor advertising.
37. A drug company had been successfully selling an injection that was effective in reducing blood sugar levels in diabetics. The company continued to improve the medicine, assuming it would always be an injection. It was taken by surprise when a competitor released a product that was equally as effective, but which was taken in pill form. They lost customers to the new product.

Why does this story demonstrate that “You don’t know what you don’t know?” (Select one.)

1. Another company may be stealing your ideas.
2. New and innovative products can change the market.
3. Users will not tell you when they want something different.
4. There is no such thing as customer loyalty.
5. What is a fundamental requirement for selecting a goal?

a) knowledge

b) experience

c) funding

d) commitment

1. Which statements are true about the “servomechanism” in your brain?
2. It is a function of your conscious mind.
3. It is a function of your unconscious mind.
4. It automatically generates ideas.
5. It may prevent you from making decisions.
6. It automatically monitors your progress and provides warnings.
7. It scans your stored knowledge to develop solutions to problems.
8. It works best if you force yourself to focus your thoughts.
9. It works 24 hours a day.
10. It is dedicated to achieving your goals.
11. What causes people to have “analysis paralysis.”
12. They do not have enough information.
13. They are afraid of failing in front of others.
14. They need help considering the many options.
15. They are not concerned with perfection.
16. Your mind has a built-in success mechanism. What does it need to function effectively? (Select one.)
17. Someone to present potential problems.
18. People who want to make changes.
19. Experience with failure.
20. A clear goal or target.
21. What is the **most important** tactic for achieving your goal? (Select one.)
22. Never give up.
23. Always change your plan.
24. Ignore trivial warning signs.
25. Do not let others influence your thinking.
26. What is the **most important** thing to demonstrate during a college interview? (Select one.)
27. Your public speaking skills.
28. Your sense of humor.
29. Your knowledge about their college.
30. Your motivation and potential.
31. To communicate ideas clearly and effectively, which of the following actions should you take? (Select all that apply.)
32. Make eye contact.
33. Ask questions to ensure you understand what was said.
34. Avoid using listeners’ names.
35. Practice what you are going to say.
36. Do not use crutch words, such as “um” and “like.”
37. Speak quickly to avoid disagreements.
38. After asking a question, wait for a response.
39. What is an “elevator pitch?” (Select one.)
40. Cornering someone in an elevator to reach an agreement.
41. Practicing a speech in an elevator so you can speak quickly.
42. Describing your goal or idea clearly in only 30 seconds.
43. Introducing yourself to everyone in the elevator.
44. Define the leadership skill called “integrity.” (Select one.)
45. Being open to change, feedback, and criticism.
46. Having a solid set of values and standing by them, even when no one is watching.
47. Collaborating with and supporting others.
48. Assessing and improving your abilities and recognizing your strengths, weaknesses.
49. What is the purpose of the “Mind Roadmap” represented by the three-legged stool?
50. To find the right college.
51. To get organized and become productive.
52. To set goals and achieve them.
53. To add to your Mental Balance Sheet.