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Courses » Perspectives on Neurolinguistic

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# Unit 5 - Week 4

Register for Certification exam

## Course outline

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Week 4

- Lec 16 : Negotiation
- Lec 17 : Persuasion
- Lec 18 : Emotionality
- Lec 19 : Stage Fear - I
- Lec 20 : Stage Fear - II
- Quiz : Assignment 4
- Solution for Assignment 4

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## Assignment 4

The due date for submitting this assignment has passed.

As per our records you have not submitted this assignment. **Due on 2019-02-27, 23:59 IS**

1) Who are the most effective negotiators? 1 point

- Those who set out to achieve Effective outcomes
- Those who set out to achieve Moderate outcomes
- Those who set out to achieve Total-Win outcomes
- Both b & c

No, the answer is incorrect.

Score: 0

Accepted Answers:

Those who set out to achieve Total-Win outcomes

2) Which of the following is not a part of Total-Win negotiation: 1 point

- Establish the Total-Win Mindset
- Deal more effectively with all aspects of business and personal life
- Brainstorm from the same side of the table and generate options
- Do not clean up past emotional issues

No, the answer is incorrect.

Score: 0

Accepted Answers:

Do not clean up past emotional issues

3) What is called the process of guiding people to follow some an idea, attitude, or action by rational and symbolic (though not always logical) means? 1 point

- Persuasion
- Management
- Governance

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- Central route
- Peripheral route
- Both a & b
- None of the above

**No, the answer is incorrect.**

**Score: 0**

**Accepted Answers:**

*Both a & b*

5) Who developed the concept of the structure of emotion?

- Leslie Cameron-Bandler & Michael Lebeau
- Noam Chomsky & Roman Jakobson
- C. F. Hocket
- F.D. Saussure

**No, the answer is incorrect.**

**Score: 0**

**Accepted Answers:**

*Leslie Cameron-Bandler & Michael Lebeau*

6) Whose work in the 1990s on Meta-States addressed the modulating of primary emotional states with meta-levels of feeling? **1 point**

- Steven Pinker
- Michael Hall
- Braj Kachru
- Jordan Peterson

**No, the answer is incorrect.**

**Score: 0**

**Accepted Answers:**

*Michael Hall*

7) Emotionality is how we express and experience motions. **1 point**

- True
- False

**No, the answer is incorrect.**

**Score: 0**

**Accepted Answers:**

*True*

8) Which of the following is not a strategy for dealing with the stage fright? **1 point**

- Medication
- Relaxation techniques
- Realistic thinking
- Avoiding technique

**No, the answer is incorrect.**

**Score: 0**

**Accepted Answers:**

*Avoiding technique*



9) "Give up trying to be perfect. Try to be natural, be yourself." Is this statement stands true for reducing the stage fright? **1 point**

- True
- False

**No, the answer is incorrect.**

**Score: 0**

**Accepted Answers:**

*True*

10) Never shift the focus from yourself and your fear to your true purpose—contributing something of value to your audience." Is this statement stands true for reducing the stage fright? **1 point**

- True
- False

**No, the answer is incorrect.**

**Score: 0**

**Accepted Answers:**

*False*



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