

## **Gender Bender Quiz (this one is for fun!)**

( I want to acknowledge the creator of this assessment. If I knew your name, it would appear right here!)

1. Who is more apt to interrupt someone while he/she is speaking?
  - A. Men
  - B. Women
  
2. The goal of negotiation is to:
  - A. Create a contract
  - B. Create a relationship
  
3. Negotiation is primarily:
  - A. Win/Win
  - B. Win/Lose
  
4. When negotiating, I prefer:
  - A. One leader with decision-making authority
  - B. A group consensus on decisions
  
5. If, after submitting a report that took a week to prepare, the recipient says nothing (neither good nor bad); would you consider the person pleased with the report?
  - A. False
  - B. More false than true
  - C. More true than false
  - D. True
  
6. It is important to like each person with whom I work, although he/she may not be a friend.
  - A. False
  - B. More false than true
  - C. More true than false
  - D. True
  
7. It is acceptable to "step on a few toes" to advance one's career - just as long as it is not harmful to another.
  - A. False
  - B. More false than true
  - C. More true than false
  - D. True

# SUSAN BOCK

COACH AUTHOR SPEAKER

## Answers to Gender Bender Quiz

1. Who is more apt to interrupt someone while he/she is speaking?  
Men
2. The goal of negotiation is to:  
For men, it is to create a contract, for women, create a relationship
3. Negotiation is primarily:  
Men and women said Win/Win (nice to know we agree on something!!)
4. When negotiating, I prefer:  
Men – one leader, women, a group
5. If, after submitting a report that took a week to prepare, the recipient says nothing (neither good nor bad); would you consider the person pleased with the report?  
Women - More false than true  
Men - More true than false
6. It is important to like each person with whom I work, although he/she may not be a friend.  
Men - More false than true  
Women - More true than false
7. It is acceptable to "step on a few toes" to advance one's career - just as long as it is not harmful to another.  
Women - More false than true  
Men - More true than false



I've shown 1,000's of women how to let go of what is holding them hostage and step into their purpose, power and potential. Would you like to learn more? Check out my Coaching packages and 'On Purpose' Power Products at [www.SusanBock.com](http://www.SusanBock.com)

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