

The PQ Test

1. Which smile is real?

A



B



C



D



2. Where is the best place to stand at a networking event?

- A. Near the entrance to the event
- B. At the food table so you can sit with people
- C. Where people exit the bar
- D. Next to someone you know

3. What does this face mean?



- A. Amused
- B. Sad
- C. Bored
- D. Contemptuous

4. Which saying about people is most true?
- A. "Opposites attract."
 - B. "Birds of a feather flock together."
 - C. "One bad apple spoils the bunch."
 - D. "Never bite the hand that feeds you."
5. How much of our personality comes from our genes?
- A. Very little. Our personality is mostly formed by how we are raised.
 - B. 35 percent to 50 percent
 - C. 55 percent to 75 percent
 - D. A lot. Our personality is mostly formed by our genetics and DNA.
6. The best way to show someone you care about them is to:
- A. Tell them all the reasons they are awesome
 - B. Get them a gift
 - C. Do their to-do list for them
 - D. All of the above
 - E. It's different for each person
7. Which phrase corresponds best with this facial expression?



- A. It smells weird in here.
- B. This makes me angry.
- C. I'm confused.
- D. I'm afraid.

8. Which emoticon would best represent this face?



A

B

C

D



9. If this man walked into your office, what would you guess about him? (Hint: Only one of these personality assessments is correct.)



- A. He is an introvert.
- B. He is an extrovert.
- C. He is laid-back.
- D. He is quiet.

10. Our brains are most active when we are chatting about:

- A. Our crush
- B. The latest juicy gossip
- C. Ourselves
- D. The latest thriller

11. What does this face mean?



- A. Excitement
- B. Giddiness
- C. Interest
- D. Surprise

12. In the average conversation, people typically hold eye contact what percent of the time in a conversation?

- A. 31 percent
- B. 51 percent
- C. 61 percent
- D. 91 percent

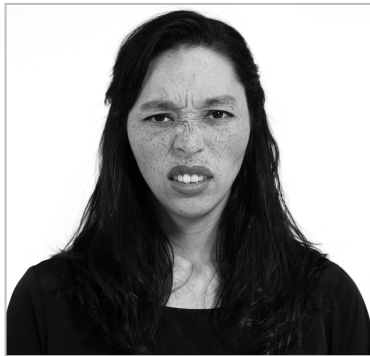
13. The best way to get someone on the same page as you is to:
- A. Tell them a story
 - B. Pay them a compliment
 - C. Make them laugh
 - D. Say something surprising

14. What does this face mean?



- A. Surprise
 - B. Hatred
 - C. Fear
 - D. Confusion
15. Which of these habits tends to annoy people the most?
- A. People who are too talkative
 - B. People who are too quiet
 - C. People who are fake
 - D. People who show off
16. People will pay more for something that:
- A. Their friends have also bought
 - B. A doctor recommends
 - C. Matches their personality
 - D. They customized
17. When you first meet someone, you are LEAST likely to be able to accurately guess:

- A. How extroverted they are
 - B. How much they worry
 - C. If they are open to new ideas
 - D. Their IQ
 - E. How organized they are
18. The easiest way to know if your new colleague is neurotic is if they:
- A. Put up inspirational posters
 - B. Show up early to every meeting on the first day
 - C. Introduce themselves to you immediately
 - D. Wait for you to introduce yourself
19. What does this face mean?



- A. Embarrassment
 - B. Confusion
 - C. Irritation
 - D. Disgust
20. Making someone feel _____ is the best way to improve their mood.
- A. Flattered
 - B. Attractive
 - C. Valued
 - D. Powerful

Answer Key:

Whew! Now it's time to check your answers. Go through and give yourself 0 points for every wrong answer and 10 points for every right answer:

1. C ____ Points (Chapter 6)
2. C ____ Points (Chapter 1)
3. D ____ Points (Chapter 6)
4. B ____ Points (Chapter 5)
5. B ____ Points (Chapter 7)
6. E ____ Points (Chapter 8)
7. B ____ Points (Chapter 6)
8. D ____ Points (Chapter 6)
9. B ____ Points (Chapter 7)
10. C ____ Points (Chapter 4)
11. D ____ Points (Chapter 6)
12. C ____ Points (Chapter 2)
13. A ____ Points (Chapter 10)
14. C ____ Points (Chapter 6)
15. C ____ Points (Chapter 1)
16. D ____ Points (Chapter 11)
17. B ____ Points (Chapter 7)
18. A ____ Points (Chapter 7)
19. D ____ Points (Chapter 6)
20. C ____ Points (Chapter 9)

Add up the total to get:

Your PQ Score = _____

Take note of this score. By the end of the book, we will blow it out of the water.

0 to 50 points

I'm so excited you're here! Let me tell you, this is exactly where I was when I first started, and I couldn't be more thrilled to start you on this adventure. Get ready, big change is a comin'.

51 to 100 points

You got this. In fact, this is the range for most people. But you and I both know you are not average. You're exceptional; it's time to show it.

101 to 150 points

You're well on your way. You already have good interpersonal intelligence, but good is never enough. Let's make it great!

151 to 200 points

Well, well, well smarty-pants. You're a natural! Hey, if you're already this good with people, imagine where this book can take you. Say it with me: "total world domination."