Robert Cooper – Leveraging Emotional Intelligence Quiz

1. (True or False) Robert Cooper says the brain always thinks negative first. It tips away from everything, not in.

2. The brain has three wiring questions that run endlessly. What are they?
   1) __________________________________________?
   2) __________________________________________?
   3) __________________________________________?

3. Dr. Cooper cites research on emotional intelligence that investigated where trust comes from. He says there are brains in two areas that work millions of times faster than the brain in your head. Name them.
   a. Heart, head.
   b. Heart, gut.
   c. Eyes, ears.
   d. None of the above.

4. What does Dr. Cooper call Parkinson’s Law?
   a. The human nervous system will fill every available moment with minor focus work you give it.
   b. The brain will absorb information.
   c. Emotional intelligence.
   d. All of the above.
5. The best leaders on earth have a three-step mindset that helps them achieve. What are those steps?
   a. Ready, set, go.
   b. Aim, pilot, grow.
   c. Learn, teach, evaluate.
   d. Stronger, faster, higher.

6. Dr. Cooper learned that the greatest strength of the best leaders in the world is to do what?
   a. Set lofty goals.
   b. Hire staff that will work well together.
   c. Watch when people’s eyes light up.
   d. Give praise freely.

7. After asking what do your best instincts say, Dr. Cooper says leaders need to ask which follow-up question?
   a. Who has the best instincts?
   b. What kind of resources do we need to devote to the solution?
   c. How will we know when we have achieved our goal?
   d. Where might the smallest change make the biggest difference?

8. (True or False) The person who presents a problem is almost always the best person to solve it.

9. How does Dr. Cooper define a split-second turn?
   a. Avoiding a bad decision before there’s a problem.
   b. The ability to turn something bad that happens into something good.
   c. Changing your mind when you get all the facts.
   d. None of the above.
10. Dr. Cooper says recognition is huge, and it needs to be what?
   a. Brief.
   b. Specific.
   c. Genuine.
   d. Individualized.
   e. All of the above.

**Bonus question** – What is his criticize/contribute rule?

___________________________________________________________
Answers

1. True.
2. 1) Do I trust you?
   2) Is this interaction worth a piece of my life?
   3) Am I in or out?
3. b.
4. a.
5. b.
6. c.
7. d.
8. True.
9. b.
10. e.

Bonus – You may not criticize anything in any of my companies if you work with me unless you arrive having either pilot-tested the better way with proof that it’s better, or are willing to lead the pilot test to show the better way.