Introduction to Leadership Concepts and Practice 4th edition Northouse Test Bank

SKU: 9781506356730-TEST-BANK

Chapter 2: Recognizing Your Traits

Test Bank

Multiple Choice

1. Which of the following is not listed in the text as an important leadership trait?
a. diligence
b. articulateness
c. power hungry
d. intelligence
Ans: C
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Introduction
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

2. A manager who moves into a new position and begins reading industry magazines, manuals, books, and interviews colleagues about their best practices might be working on improving which of the six leadership traits?
a. charisma
b. sociability
c. integrity
d. intelligence
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Intelligence
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

3. Confidence is a trait that has to do with _____.
a. feeling positive about oneself and one's ability to succeed
b. making others believe you have the right answers
c. convincing others your way is best
d. commanding respect from your followers
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Confidence
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

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4. A leader walks into a room and immediately commands people's attention through her presence. This is indicative of which trait?
a. integrity
b. sociability
c. intelligence
d. charisma
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Charisma
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

5. A leader who is willing to assert themselves, be proactive, and can persevere through adversity demonstrates which key trait?
a. determination
b. sociability
c. confidence
d. intelligence
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Determination
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

6. According to the text, which is the one trait that is easily acquired by those who lead?
a. intelligence
b. determination
c. integrity
d. confidence
Ans: B
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Determination
Difficulty Level: Easy
AACSB Standard: Interpersonal relations and teamwork

7. Which trait most closely aligns with a leader who stays focused on tasks, articulates a vision, and encourages others to persevere?
a. intelligence
b. charisma
c. confidence
d. determination
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.

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Cognitive Domain: Comprehension
Answer Location: Determination
Difficulty Level: Easy
AACSB Standard: Interpersonal relations and teamwork

8. A new manager is hired for an office; they immediately begin to build a rapport with colleagues and subordinates, tactfully navigate difficult situations, and are friendly and outgoing with all employees. This example demonstrates which trait?
a. confidence
b. charisma
c. sociability
d. intelligence
Ans: C
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Sociability
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

9. If people do not trust a leader, the leader's influence potential is _____.
a. weakened
b. empowered
c. not affected
d. unknown
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Integrity
Difficulty Level: Easy
AACSB Standard: Interpersonal relations and teamwork

10. Nelson Mandela was influenced by _____ before shifting to violent tactics.
a. Winston Churchill
b. Mohandas Gandhi
c. Mother Teresa
d. George Washington
Ans: B
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Leadership Snapshot
Difficulty Level: Easy
AACSB Standard: Leading in organizational situations

11. It was said of George Washington that he was "great" because he was "_____."
a. determined
b. good

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c. intelligent
d. nice
Ans: B
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: George Washington (1732–1799)
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

12. Winston Churchill was known for which of the following traits?
a. oratory
b. mood swings
c. anger
d. selfishness
Ans: A
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Winston Churchill (1874–1965)
Difficulty Level: Easy
AACSB Standard: Group and Individual Behaviors

13. Churchill's most significant talent was his masterful use of _____.
a. information
b. language
c. optimism
d. inspiration
Ans: B
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Winston Churchill (1874–1965)
Difficulty Level: Easy
AACSB Standard: Group and Individual behaviors

14. In the face of criticism Mother Teresa responded with strong will, and she was a leader who practiced what she preached. Which trait does this most closely align with?
a. sociability
b. integrity
c. intelligence
d. charisma
Ans: B
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Application
Answer Location: Mother Teresa (1910–1997)
Difficulty Level: Hard
AACSB Standard: Group and individual behaviors

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15. Which of the following is not a trait of Bill Gates discussed in the text?
a. intelligence
b. visionary
c. diligence
d. submissive
Ans: D
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Bill Gates (1955–)
Difficulty Level: Easy
AACSB Standard: Group and Individual Behaviors

16. Bill Gates is described as diligent, focused, aggressive, and task oriented. This most closely aligns with which of the Six Key Leadership Traits?
a. determination
b. confidence
c. charisma
d. sociability
Ans: A
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Application
Answer Location: Bill Gates (1955–)
Difficulty Level: Medium
AACSB Standard: Group and Individual Behaviors

17. Oprah Winfrey is said to have which key trait of leadership which enables her to connect with people?
a. charisma
b. intelligence
c. determination
d. integrity
Ans: A
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Oprah Winfrey (1954–)
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

18. According to the text, what is not a characteristic of determined leaders?
a. initiative
b. persistence
c. decisiveness
d. drive
Ans: C
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension

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Answer Location: Determination
Difficulty Level: Hard
AACSB Standard: Interpersonal relations and teamwork

19. Which of the following is not a trait found to be significant in leadership?
a. intelligence
b. friendliness
c. persistence
d. introversion
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Sociability
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

20. Which of the following is a way to build confidence?
a. understanding what a situation requires
b. having a mentor to show the way
c. practice
d. all of these
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Confidence
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

21. What is not a way to build charisma?
a. be a strong role model
b. articulate clear goals and strong values
c. be sociable
d. be competent
Ans: C
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Charisma
Difficulty Level: Medium
AACSB Standard: Group and Individual Behaviors

22. Sociable leaders are all of the following except _____.
a. tactful
b. friendly
c. diplomatic
d. direct
Ans: D

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Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Sociability
Difficulty Level: Hard
AACSB Standard: Interpersonal relations and teamwork

23. Which researcher identified 22 values leadership traits after studying 17,000 managers in 62 different cultures?
a. Hofstede
b. Stogdill
c. House
d. Kouzes and Posner
Ans: C
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Leadership Traits Explained
Difficulty Level: Hard
AACSB Standard: Leading in organizational situations

24. Which of the following is not one of the six key leadership traits identified by researchers?
a. intelligence
b. openness to experience
c. charisma
d. sociability
Ans: B
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Leadership Traits Explained
Difficulty Level: Easy
AACSB Standard: Group and Individual Behaviors

25. Intelligence includes having good language skills, _____ skills, and _____.
a. perceptual; determination
b. critical thinking; confidence
c. perceptual; reasoning ability
d. writing; intensity
Ans: C
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Intelligence
Difficulty Level: Hard
AACSB Standard: Group and individual behaviors

26. A manager who hesitates to take action, feels set goals may be too lofty, and is insecure in their role is lacking _____.

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a. confidence
b. intelligence
c. sociability
d. charisma
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Confidence
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

27. Charisma is a special personality characteristic that gives a leader the capacity to do _____.
a. ethical decision-making
b. extraordinary things
c. goal setting
d. coalition building
Ans: B
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Charisma
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

28. To increase sociability, people should _____.
a. try to get along with coworkers
b. be friendly, kind, and thoughtful
c. talk freely with others and give them support
d. all of these
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Sociability
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

29. Mohandas Gandhi advocated nonviolence and civil disobedience, but his _____ enabled him to influence others.
a. charisma
b. intelligence
c. sociability
d. determination
Ans: A
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Application
Answer Location: Charisma

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Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

30. A leader's capacity to establish pleasant social relationships is known as _____.
a. charisma
b. sociability
c. charm
d. integrity
Ans: B
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Sociability
Difficulty Level: Easy
AACSB Standard: Interpersonal relations and teamwork

31. A leader may demonstrate integrity by _____.
a. adhering to a strong set of principles
b. being aware of what is going on around them
c. taking responsibility for their actions
d. adhering to a strong set of principles and taking responsibility for their actions
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Integrity
Difficulty Level: Medium
AACSB Standard: Leading in organizational situations

32. Which of the six traits is at the core of being a leader?
a. integrity
b. charisma
c. intelligence
d. determination
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Integrity
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

33. An important trait Nelson Mandela exhibited during his imprisonment was _____.
a. resisting
b. listening
c. protesting
d. speaking
Ans: B
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.

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Cognitive Domain: Comprehension
Answer Location: Leadership Snapshot
Difficulty Level: Medium
AACSB Standard: Leading in organizational situations

34. Sociable leaders bring _____ to a group and make the work environment _____.
a. teambuilding; happier
b. toxicity; hostile
c. grand visions; pleasant
d. positive energy; enjoyable
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Sociability
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

35. Which of the following is not used to describe George Washington?
a. integrity
b. virtuousness
c. modesty
d. irritability
Ans: D
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: George Washington (1732–1799)
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

36. Utilizing interpersonal skills to foster cooperative relationships in a new team setting is indicative of the _____ trait.
a. sociabilty
b. charisma
c. intelligence
d. determination
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Sociability
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

37. A manager arrives in the early morning to a large fundraising event to see disorder and no clear direction. She begins to give clear directives and assert leadership throughout the long day until the job is done. The trait most described is _____.
a. determination

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b. charisma
c. intelligence
d. sociability
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Determination
Difficulty Level: Hard
AACSB Standard: Group and individual behaviors

38. Which of the following is not a trait of Mother Teresa's discussed in the text?
a. simple woman
b. determined
c. spiritual
d. detail oriented
Ans: D
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Mother Teresa (1910–1997)
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

39. Which of the following traits does the book attribute to Oprah Winfrey?
a. aggressive
b. pretentious
c. spiritual
d. charismatic
Ans: D
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Oprah Winfrey (1954–)
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

40. Which of the following is not one of Bill Gates's traits as discussed in the text?
a. aggressive
b. compassionate
c. visionary
d. task oriented
Ans: B
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Bill Gates (1955–)
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

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41. One of Winston Churchill's motivations for his ambition was _____.
a. wanting what was right for others
b. personal fame
c. prejudice against others
d. self-interest
Ans: A
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Winston Churchill (1874–1965)
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

42. George Washington was neither highly educated nor brilliant, yet he was known for his wisdom. This demonstrates the idea that a leader can improve their _____ by staying informed and working hard at being aware.
a. charisma
b. determination
c. intelligence
d. confidence
Ans: C
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Application
Answer Location: George Washington (1732–1799) | Intelligence
Difficulty Level: Hard
AACSB Standard: Group and individual behavior

43. What is not one of Nelson Mandela's traits discussed in the text?
a. focused
b. consensus builder
c. courageous
d. aggressive
Ans: D
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Leadership Snapshot
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

44. Leaders must balance between being _____ and monitoring what is appropriate to disclose in a particular situation.
a. open and candid
b. closed and secretive
c. deceitful and manipulative
d. happy and carefree
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.

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Cognitive Domain: Application
Answer Location: Integrity
Difficulty Level: Hard
AACSB Standard: Ethical understanding and reasoning

45. Honesty, as a component of integrity, helps people to have _____ and _____ in a leader.
a. respect; goodwill
b. trust; faith
c. mistrust; fear
d. power; respect
Ans: B
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Integrity
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

46. It is difficult for a person to alter their IQ, but it is possible for them to improve their _____ in general.
a. intelligence
b. sociability
c. confidence
d. charisma
Ans: A
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Intelligence
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

47. Mentors are able to help a person not only increase their _____ but they also provide essential help to learn the dynamics of leadership.
a. sociability
b. integrity
c. intelligence
d. confidence
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Confidence
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

48. U.S. President John F. Kennedy is given as an example of a leader with which of the six key traits?

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a. charisma
b. intelligence
c. determination
d. confidence
Ans: A
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Knowledge
Answer Location: Charisma
Difficulty Level: Easy
AACSB Standard: Leading in organizational situations

49. People want _____ leaders - leaders with whom they can get along.
a. determined
b. intelligent
c. charismatic
d. sociable
Ans: D
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Sociability
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors

50. The impact of U.S. President Bill Clinton's leadership was substantially weakened because of challenges to his _____.
a. integrity
b. determination
c. charisma
d. intelligence
Ans: A
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Comprehension
Answer Location: Leadership Snapshot (right before "Leadership Traits in Practice")
Difficulty Level: Easy
AACSB Standard: Group and individual behaviors.

True/False

1. All of the following were listed in the text as important leadership traits: trustworthiness, sociability, confidence, and open-mindedness.
Ans: T
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Introduction
Difficulty Level: Easy
AACSB Standard: Group and Individual Behavior

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2. A leader with integrity may ignore their stated values for an easier course of action.
Ans: F
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Integrity
Difficulty Level: Medium
AACSB Standard: Ethical understanding and reasoning

3. Utilizing resources around us to inform our actions is an important component of Intelligence as a leadership trait.
Ans: T
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Intelligence
Difficulty Level: Hard
AACSB Standard: Group and Individual Behaviors

4. When a leader's integrity comes into question, his or her potential to lead is lost.
Ans: T
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Integrity
Difficulty Level: Easy
AACSB Standard: Interpersonal relations and teamwork

5. Traits are important but only one dimension of the multidimensional process of leadership.
Ans: T
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Leadership Snapshot
Difficulty Level: Medium
AACSB Standard: Application of knowledge

6. Bill Gates is not only diligent and visionary, he also demonstrates a strong concern for the poor and underserved.
Ans: T
Learning Objective: 2-2: Discuss accomplishments and traits of famous leaders
Cognitive Domain: Comprehension
Answer Location: Bill Gates (1955–)
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

7. Research studies have produced a very long list of leadership traits.
Ans: T

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Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Introduction
Difficulty Level: Easy
AACSB Standard: Leading in organizational situations

8. Confidence is innate and cannot be learned.
Ans: F
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: comprehension
Answer Location: Confidence
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

9. Intelligence includes having good language skills, perceptual skills, and reasoning ability.
Ans: T
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Intelligence
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

10. Charisma is a common personality trait.
Ans: F
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Knowledge
Answer Location: Charisma
Difficulty Level: Medium
AACSB Standard: Group and individual behaviors

Essay

1. Discuss the six key traits of successful leaders; provide examples of leaders in context exemplifying each.
Ans: Intelligence, confidence, charisma, determination, sociability, and integrity
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Comprehension
Answer Location: Leadership Traits Explained
Difficulty Level: Medium
AACSB Standard: Group and Individual Behaviors

2. The chapter outlines understanding and practice as two ways of gaining confidence. Discuss an example of confidence building in your leadership journey.

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Ans: First, confidence comes from *understanding* what is required of you. Confidence also comes from *practice.* This is important to point out, because practice is something everyone can do
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application
Answer Location: Confidence
Difficulty Level: Medium
AACSB Standard: Interpersonal Relations and Teamwork

3. Compare and contrast Charisma and Sociability as they relate to leadership traits.
Ans: Sociability refers to a leader's capacity to establish pleasant social relationships; Charisma refers to a leader's special magnetic charm and appeal. While charisma may help with sociability, it is a distinct and separate trait.
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Analysis
Answer Location: Sociability | Charisma
Difficulty Level: Hard
AACSB Standard: Interpersonal relations and teamwork

4. Analyze Nelson Mandela's leadership as described in the Leadership Snapshot and distinguish which of the six key leadership traits he used throughout his life.
Ans: Mandela used all six traits throughout his life.
Learning Objective: 2-1: Identify important traits for effective leadership. | 2-2: Discuss accomplishments and traits of famous leaders.
Cognitive Domain: Analysis | Application
Answer Location: Leadership Snapshot
Difficulty Level: Hard
AACSB Standard: Application of knowledge

5. Distinguish between Mother Teresa and Bill Gates' leadership traits. Did they use similar traits in different ways? Did they seek to affect change towards a similar outcome using different means?
Ans: Both Mother Teresa and Bill Gates demonstrated altruism and concern for the poor and underserved.
Learning Objective: 2-1: Identify important traits for effective leadership. | 2-2: Discuss accomplishments and traits of famous leaders
Cognitive Domain: Comprehension | Application | Analysis
Answer Location: Leadership Traits in Practice
Difficulty Level: Medium
AACSB Standard: Application of knowledge

6. What trait would be most difficult for you to acquire as a leader?
Ans: Varies
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application | Analysis
Answer Location: Chapter 2

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Difficulty Level: Hard
AACSB Standard: Group and individual behaviors

7. In your opinion, which of the six key leadership traits is the most important. Give examples from your personal leadership journey.
Ans: Varies
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application | Analysis
Answer Location: Leadership Traits Explained
Difficulty Level: Medium
AACSB Standard: Interpersonal relations and teamwork

8. How necessary is Charisma for effective leadership? Give at least two examples to support your view.
Ans: Varies
Learning Objective: 2-1: Identify important traits for effective leadership.
Cognitive Domain: Application | Analysis
Answer Location: Charisma
Difficulty Level: Hard
AACSB Standard: Group and Individual Behaviors

9. What common characteristics existed among all five leaders profiled in the text?
Ans: All are visionary, strong willed, diligent, and inspirational. As purpose-driven leaders, they are role models and symbols of hope.
Learning Objective: 2-1: Identify important traits for effective leadership. | 2-2: Discuss accomplishments and traits of famous leaders
Cognitive Domain: Application | Analysis
Answer Location: Leadership Traits in Practice
Difficulty Level: Hard
AACSB Standard: Analytical thinking

10. Select one of the five leaders profiled in the text. How did context shape their leadership traits and success?
Ans: Varies
Learning Objective: 2-1: Identify important traits for effective leadership. | 2-2: Discuss accomplishments and traits of famous leaders
Cognitive Domain: Analysis | Application
Answer Location: Leadership Traits in Practice
Difficulty Level: Hard
AACSB Standard: Analytical thinking

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