

People skills quiz

 By [John Boe](#) 2 Nov 2011

Are you aware that your body language reveals your deepest feelings and hidden thoughts to total strangers? As a professional salesperson you must continuously monitor your customer's body language and adjust your presentation style accordingly.

Are you missing your prospect's buy signals?

By understanding your prospect's temperament style and body language gestures you'll minimize perceived sales pressure and close more sales in less time!

1. What is the meaning of the "palm to chest" gesture?

- A. Superior attitude



- B. Critical judgment
- C. Sincerity
- D. Confidence
- E. None of the above

2. What is the meaning of the "thumb under the chin" gesture?

- A. Deceit



- B. Confidence
- C. Anxiety
- D. Critical judgment
- E. Interest

3. What is the meaning of the "crossed arms" gesture?

- A. Fear



- B. Anticipation
- C. Control
- D. Superiority
- E. None of the above

4. What is the meaning of the "thumb up" gesture?

- A. Approval



- B. Disapproval
- C. Disinterest
- D. Bored
- E. None of the above

5. What is the meaning of the "chin rub" gesture?

- A. Anticipation



- B. Decision
- C. Critical judgment
- D. Deceit
- E. Stalling for time

6. What is the meaning of the "glasses-to-mouth" gesture?

- A. Stalling for time



- B. Confidence
- C. Superiority
- D. Fearful
- E. None of the above

7. Your behavioral style/temperament style is determined by your...

- A. Birth order...only child - middle child - oldest child
- B. Childhood environmentâ€¦ influenced by family and friends
- C. DNA
- D. Astrological sign
- E. Gender
- F. Race

8. Who wrote the first book on body language?

- A. Sigmund Freud
- B. Charles Darwin
- C. Carl Jung
- D. Ralph Emerson
- E. B.F. Skinner

9. Who is considered the father of the four primary temperament styles theory?

- A. Hippocrates
- B. Sigmund Freud
- C. B.F. Skinner
- D. David Keirsey
- E. Tim LaHaye

10. Your temperament style influences your...

- A. Body language gestures
- B. Appearance
- C. Behavioral tendencies
- D. All of the above
- E. None of the above

11. A temperament evaluation can determine a person's race and gender?

- True
- False

12. Men and women use the same body language gestures.

- True
- False

13. Most shy children are able to outgrow their shyness as an adult.

- True
- False

14. Your astrology sign determines your temperament style.

- True
- False

15. Men and women have completely different temperament styles.

- True
- False

Answers:

1. C. Sincerity
2. D. Critical judgment
3. E. None of the above
4. A. Approval
5. B. Decision
6. A. Stalling
7. C. DNA. We are born into one of four primary temperament styles; Aggressive, Expressive, Passive, Analytical.
8. B. Charles Darwin. Darwin's book, The Expressions of Man and Animals was written in 1872.
9. A. Hippocrates
10. D. All of the above
11. False
12. True
13. False
14. False
15. False

Well, how did you do on the quiz? Whether you're brand new to sales or are a seasoned professional, understanding body language and temperament styles will help you close more sales in less time!

ABOUT JOHN BOE

American John Boe presents a wide variety of motivational and sales-oriented keynotes and seminar programs for sales meetings and conventions. John is a recognised sales trainer business motivational speaker with an impeccable track record in the meeting industry. For more information, go to www.johnboe.com. Free newsletter available on website. View my profile and articles...

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