

Name \_\_\_\_\_

Date \_\_\_\_\_ Score \_\_\_ of 7 Pass/Fail

## Six Managerial Styles You Need to Lead Effectively

1. **Which best describes a “one-trick-pony” manager?**
  - a. Someone who over-relies on a single managerial style
  - b. Someone who over-relies on the Command-and-control managerial style
  - c. Someone who never uses the Democratic style
  - d. Someone who continually gets passed over for promotion
  
2. **In what situation is the Command-and-control style most appropriate?**
  - a. When disciplining an employee
  - b. In a crisis or when teaching a beginner
  - c. With large groups of employees
  - d. With low wage earners
  
3. **TRUE or FALSE: It’s always good to relate to people effectively, so there’s no downside to the Relating style**
  
4. **In what situation is the Democratic style most appropriate?**
  - a. In a crisis situation
  - b. When planning
  - c. When hiring new employees
  - d. On cross-functional teams
  
5. **What is the biggest pitfall of the Hands-on style?**
  - a. If you intervene and mess up, you lose credibility
  - b. Your employees will think you’re a jerk
  - c. It’s not coercive enough
  - d. You create learned helplessness and de-motivate people
  
6. **Which style did the Quick Take say was “arguably the most important”?**
  - a. Command-and control
  - b. Coaching
  - c. Goal-setting
  - d. Democratic
  
7. **TRUE or FALSE: The Coaching style is the one most lacking in managers who over-rely on the Hands-on style.**