

## >>> Chapter 4 quiz for *Foundations of Engineering* <<<

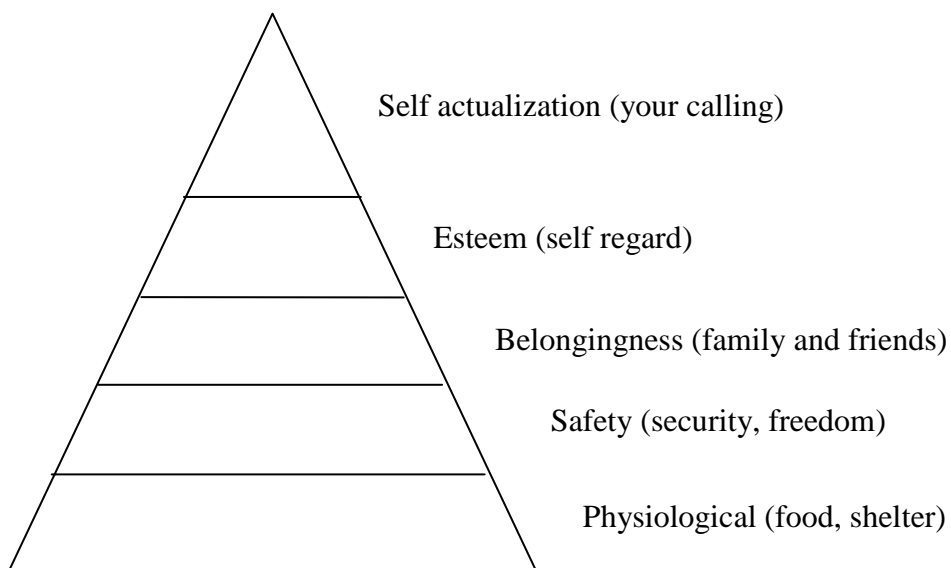
### >>> Solutions <<<

This is a short answer quiz. Please put your answers in the designated answer areas. The questions from this quiz come from the lecture and the book (chapter 4). Each problem is worth 12 points (4 points are for free). This quiz is open notes, but not open book. Your notes may only contain handwritten material. You have 20 minutes.

1) "If it ain't broke don't fix it" is the old saying, what is the new saying to replace this? **"Even if is ain't broke, try to improve it."**

2) Describe the three steps to behavior modification. **Step #1 is knowledge (you know what to do), step #2 is commitment (you want to do it), and step #3 is implementation (you do it).**

3) Sketch Maslow's hierarchy of needs. Label and describe (in one sentence) each "layer"



4) What is Hermann Brain Dominance all about? What do we mean by automatic response? **This predicts your preferred way of knowing and thus also what will be your automatic response (the instinctive lead response, e.g., or a right or left hand) to a situation. The Hermann Brain Dominance is organized into four quadrants.**

5) Complete the sentence, "Differences are not only normal, but also **positive** and **creative**."

6) Why should you thrust yourself into uncomfortable areas (at least in regards to communications skills)? **Such situations will force your to grow and learn. You do not grow and learn if you stay inside your comfort zone.**

7) According to Landis, you need to balance immediate and future gratification. Explain what happens if you have too much immediate gratification (e.g., "party too much"). Explain what happens if you have too little immediate gratification. **Too much immediate and you flunk out (not enough time spend on your studies). Too little immediate and you get bitter and drop out.**

8) Complete the sentence, "Positive attitudes result in **positive** results and negative attitudes results in **negative** results."