Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Instructor: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Score: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Instructor Comments: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Quiz Chapter 6 – Relationships

**True/False**

1. The ability to nurture relationships both inside and outside of the workplace is essential to successful career development.  
   Answer: True\*
2. Networking is a brief connection with another person with the intended benefit of personal gain.  
   Answer: False\*
3. Instructors are a poor networking resource because their only connections are with other instructors.  
   Answer: False\*
4. College alumni events can offer networking opportunities.  
   Answer: True\*
5. Showing appreciation to a networking contact is not important since it is not a formal job interview.  
   Answer: False\*
6. A thorough assessment of your social network can reveal areas for improvement.  
   Answer: True\*
7. The purpose of an informational interview is to secure a job offer.  
   Answer: False\*
8. It is inappropriate to request an informational interview or to send a thank-you note via email.  
   Answer: False\*
9. If you have a hidden disability, you are required by law to disclose it prior to meeting with an employer.  
   Answer: False\*

**Multiple Choice**

1. It is estimated that at least this percentage of jobs is discovered via networking:
   1. 35
   2. 50
   3. 75\*
   4. 85
2. The “closest circle” within your social network:
   1. Often provides misleading information about job opportunities
   2. Is too close to you to be objective
   3. Will be likely to tell you right away if they hear of a job opportunity\*
   4. Is also known as a “weak tie”
3. This theory suggests that your connections should belong to a number of different social networks so that with each new connection, you can tap into a new group.
   1. Structural Holes Theory\*
   2. Social Resources Theory
   3. Social Development Theory
   4. Social Network Theory
4. Which of the following statements is false?
   1. Weak ties are a waste of time because time spent on them can be better spent developing strong ties\*
   2. It is possible to build a genuine and nurturing relationship via a social network
   3. Meeting regularly with a college professor during office hours to discuss career and life goals can result in a strong tie
   4. It is not always necessary to aim for high level connections when developing a social network
5. Which of the following questions should not be asked in an informational interview?
   1. Describe a typical work day.
   2. How do you deal with stress on the job?
   3. What are the trends in your field?
   4. Will you send my resume to human resources?\*
6. According to the textbook, when conducting an informational interview with the CEO of a company, which of the following would be an appropriate area to focus on:
   1. Personal, family life issues
   2. Entry-level job requirements
   3. Forecasting of industry trends\*
   4. Educational training required for mobility
7. The process for arranging an informational interview includes all but the following:
   1. Thanking the contact for making time available
   2. Arranging lunch to make the contact comfortable\*
   3. Telling the contact why you are doing the interview
   4. Requesting an additional meeting should you or the contact have more questions or information to share
8. The following is not true about networking for internships:
   1. A cold call to a company is a good way to solicit an internship
   2. You should target the companies that do the kind of work that interests you
   3. A resume and cover letter is needed for most internships
   4. If a company does not list internships on their website, there is no hope of getting one\*

**Short Answer**

1. Describe a benefit that “volunteering” can have on your social network.  
   Answer:   
   An opportunity to showcase skills, to build skills, to meet people with similar values who might be willing to help you, to tap into new networks
2. When conducting an informational interview, how could you rephrase the question “Do you have any positions open?” so that it is not off-putting to an employer?   
   Answer:   
   Where can job openings in this field be located?

**Completion**

1. Networking is a great way to tap into the \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.  
   Answer:   
   Hidden job market