**Influence Quotient**

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I did not do very well on this quiz. A lot of my answers where not the correct ones to give. First off with the very first question I did not think it was appropriate to mention that you went to the same university because I felt that would create bias in the meeting. Then again on the third question I got it wrong because I thought limited-time was a better option to get the greatest interest from the public than a limited-number. Then I missed question four because I thought that pointing out the positive features and benefits of the proposal would be a better tactic than telling them what they would lose out on. Then I missed question six because I thought that convincing them that working together would be a better strategy than trying to convince them of what they would lose if they didn’t invest into riskier options, was a better strategy. I learned that my way of thinking seems to differ from how people want things to work, and they feel rather wrong to me go about it that way. But if that is how it works then I need to improve up on it and get with the times to make myself a better influencer.