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Question 1

Question Type: MultipleChoice

Regarding presentations to executives, which of the following is most accurate?

Options:

- A- Keep them brief
- B- Use multiple media
- C- Include all details related to the issue
- D- Leave backup data out of the presentation so there is time to develop an effective response to unexpected questions

Answer:

A

Question 2

Question Type: MultipleChoice

What best describes an effective core technique for communicating with executives?

Options:

- A-** Focus on negative issues first, such as compensation costs exceeding budget, to get their attention
- B-** Provide a wide range of facts and figures. With their high level of responsibility, executives must have all the data before they can make informed decisions.
- C-** Assume they have little knowledge of the issue and make a detailed presentation leading up to the purpose of the meeting.
- D-** Recommend a solution that will solve the issue and explain why it is the best solution available.

Answer:

D

Question 3

Question Type: MultipleChoice

Regarding compensation communications with executives, where do they tend to need the greatest level of understanding?

Options:

- A-** In the methods and processes used to make pay decisions
- B-** In the details of their individual compensation packages
- C-** In the overall program objectives
- D-** In the differences in pay levels for the different levels of the organization

Answer:

C

Question 4

Question Type: MultipleChoice

When connecting with other business units, what best describes a reason why is it important to keep up to date on organizational challenges?

Options:

- A-** Because you will be more informed when differences of opinion occur, lending more credibility to your position

- B-** Because you can demonstrate your understanding of issues from multiple perspectives
- C-** Because you will be able to explain the negative consequences of opposing your position
- D-** Because stakeholders with diverse opinions tend to compromise when they are aware that others know their weaknesses

Answer:

B

Question 5

Question Type: MultipleChoice

What best describes the most effective tactic for getting stakeholders' attention and buy-in?

Options:

- A-** Ask them to review or provide feedback, especially on something you have done for them
- B-** Talk to the individuals they report to in advance and gain their support so the stakeholders realize upper management already supports your position
- C-** Schedule a meeting of all stakeholders and make a strong case that overcomes all of their objections

D- Explain in precise terms to each stakeholder how your position is the most realistic approach to the issue or concern

Answer:

A

Question 6

Question Type: MultipleChoice

When trying to achieve compromise and collaboration to achieve your goals, on which stakeholder(s) should you focus most of your efforts?

Options:

A- The most senior leader with the highest level of authority

B- No one person. Identify your stakeholders and work to achieve consensus among the majority.

C- Influencers and decision-makers who have the respect of employees and are both proponents and opponents of your objectives

D- Individuals with power in the organization who have the authority to overrule the concerns of opponents

Answer:

C

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