

Community Organizing and Planning Skills
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POST TEST - 3CEs

All questions and answers are derived from the content of the taped program.

1. A famous community organizer coined the phrase, “Have a little, want some more”
This person’s name is:
 - a. Jessie Jackson
 - b. Bertram Russell
 - c. Saul Alinsky
 - d. None of the above

2. Three elements of self interest are: immediacy, specificity, & geography.
 - a. True
 - b. False

3. Which of the following tactics can be used by groups to defend their positions?
 - a. Discrediting
 - b. Destroying
 - c. Deceiving
 - d. All of the above

4. Which principle below is NOT effective for negotiating in adversarial situations?
 - a. Developing a game plan
 - b. Caucusing
 - c. Coming late to the meeting
 - d. Controlling emotions

5. A minimum of two people should make an agenda.
 - a. True
 - b. False

6. What is the role of a “change agent”?
 - a. To suppress thoughts and dialogue.
 - b. To seek out potential sources of discontent.
 - c. To encourage maintaining the status quo.
 - d. None of the above

7. A proponent of change should always be in a re-active stance rather than a pro-active stance.
- a. True
 - b. False
8. Tips for Negotiation (select all that apply)
- a. Always start from a position of strength
 - b. Do good research
 - c. Select a Negotiating team
 - d. Don't worry about the physical space
 - e. Establish basic ground rules
9. Conflicting group interests where different organizations have different priorities and agendas is *not* effective in developing coalitions.
- a. True
 - b. False
10. What are some guidelines for developing a coalition?
- a. Fair & efficient division of labor
 - b. Agreed upon goals, strategy & tactics
 - c. Team Work
 - d. All of the above

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