

Directions: *There are 2 passages in this section. Each passage is followed by some questions or unfinished statements. For each of them there are four choices marked A), B), C) and D). You should decide on the best choice and mark the corresponding letter on **Answer Sheet 2** with a single line through the centre.*

Passage Two

Questions 51 to 55 are based on the following passage.

The art of persuasion means convincing others to agree with your point of view or to follow your course of action. For some of us, persuasion is an instinctive quality and the power of influencing comes naturally. For the rest of us, persuasion skills can be learned and developed over time.

Employers place a great value on employees with persuasion skills because they can impact several aspects of job performance. Besides, teamwork and leadership rely heavily on the power of persuasion to get things done. Without persuasion skills, employees may not be as committed to or convinced of the importance of an organization's vision and long-term mission. Effective use of persuasion skills will not only help get your coworkers excited about your ideas, it'll also help you motivate them to achieve a common goal.

In order to learn the art of persuasion at the workplace, you need to understand how to handle conflicts and reach agreements. Good communication is the first step in effective persuasion, but logic and reasoning are just as important. Before you can get somebody on-board with your goal, you should help them understand why they should pursue it. Using visual aids to back up your ideas can help communicate your ideas better and make compelling arguments so your listeners will come to a logical choice and become fully committed to your ideas and plans.

Successful persuasion skills are based on your ability to have positive interactions and maintain meaningful relationships with people. In order to sustain those relationships, you must be able to work in their best interests as well. Your coworkers are more likely to agree with you when they succeed alongside you. The more they achieve and the greater progress they make, the more they trust your judgement and strength.

We persuade and get persuaded every day—we're either convincing or being convinced. A vast majority of people prefer collaboration and teamwork over traditional organizational structures; no one likes to be told what to do or to be pushed around. Therefore, organizations and leaders should adopt powerful persuasion skills to bring about necessary changes.

51. What does the author say about the ability to be persuasive in the first paragraph?

- A) People may either be born with it or be able to cultivate it.
- B) It proves crucial in making others follow one's course of action.
- C) It refers to the natural and instinctive power of influencing one's coworkers.
- D) People may view it as both a means to convince others and an art of communication.

52. Why are persuasion skills greatly valued in the workplace?

- A) They enable employees to be convinced of their long-term gains.
- B) They enable employees to trust their leaders unconditionally.
- C) They help motivate coworkers to strive for a common goal.
- D) They help an organization to broaden its vision effectively.

53. What should people do to learn the art of persuasion at the workplace?
- A) Acquire effective communication skills.
 - B) Avoid getting involved in conflicts with others.
 - C) Understand the reason for pursuing their goals.
 - D) Commit themselves fully to their ideas and plans.
54. When are you more likely to succeed in persuading your coworkers?
- A) When they are convinced you work in their interests while sacrificing your own
 - B) When they become aware of the potential strength of the judgements you make
 - C) When they become aware of the meaningful relationships you keep with them.
 - D) When they are convinced they will make achievements together with you.
55. Why are organizations and leaders advised to adopt powerful persuasion skills to bring about necessary changes?
- A) To convince employees of the value of collaboration
 - B) To allow for the preferences of most people of today
 - C) To improve on traditional organizational structures
 - D) To adapt to employees' ever-changing working styles