

**True or False?**

Q. 6 out of 10 jobs are not advertised - they arise through the 'hidden market'  
**TRUE or FALSE**

**Multiple Choice**

Q. At a professional event the speaker invites questions or comments from the floor. You have some very useful and relevant information. Do you?  
a. Keep quiet and say nothing  
b. Tell the person sitting next to you  
c. Put your hand up and share your knowledge

**PINNACLE OF SUCCESS**

**START**

**Interactive**

Q. Think of questions you could ask contacts which will achieve the following:  
a. stimulates a discussion  
b. helps others overcome their nerves  
c. help others overcome their nerves  
d. be polite  
e. find out information  
f. include  
g. find out  
h. wind someone up