#	Р	Question	Answer #1	Answer #2	Answer #3	Answer #4
1	SS	Talent is:	an innate predisposition	the set of competences needed to achieve success	the product of knowledge, skills and aptitudes	the sum of knowledge, skills and aptitudes
2	SS	According to Paul McLean:	the reptilian brain is useless	there are two brains	there are four brains	there are three brains
3	SS	According to the MASPI model:	"Opportunities" is the predisposition to work in groups	"Opportunities" is the predisposition to create, go beyond constraints	"Opportunities" is the predisposition to work in hierarchical contexts	"Opportunities" is the predisposition to work alone
4	SS	According to Daniel Kahneman:	System 1 is lazy	System 1 is fast and inaccurate	System 1 is based on sequential thinking	System 1 is slow
5	SS	In its original definition, the Stroop effect:	refers to the fact that people assume beautiful/handsome persons are intelligent	shows that system 1 comes first	shows that system 1 and system 2 interfere	shows that system 2 comes first
6		The KSA model states that	a competence is the weighted sum of aptitudes, knowledge, skills	knowledge is the weighted sum of aptitudes, competence, skills	I aptitudes are the weighted sum of competence, knowledge, skills	a competence is the productof aptitudes, knowledge, skills

7	С	Verbal communication is:	the art of using voice	the art of using gesture	the art of persuading	the art of using language
8		Sitting at the desk of your Professor, you should:	have your hands on your legs	put the elbows on the desk	put the hands on the desk	put the fists on the desk
9		The first principle of human communications according to Paul Watzlawick is:	It is possible not to communicate	The first impression rules	All channels must be matched	It is impossible not to communicate
10	С	According to Marc Bowden:	people during a speech will be categorised by the audience as "friend, or indifferent"	people during a speech will be categorised by the audience as "friend, enemy, or indifferent"	people during a speech will be categorised by the audience as "friend, sexual partner or indifferent"	people during a speech will be categorised by the audience as "friend, enemy, sexual partner or indifferent"
11	С	According to Albert Mehrabian, when communicating feelings:	the verbal channels accounts for 55% of impact	the paraverbal channel accounts for 55% of impact	the nonverbal channel accounts for 55% of impact	all channels have the same impact
12	С	Ethos, Pathos, Logos:	first, talk about yourself, then about the others	emotions, first of all	first, establish a level of credibility, then turn on feelings and finally express your rationality	first, be ethical; second, be passionate; third, compute a logarithm

13	PM	The WBS of a project:	describes tasks and workpackages	includes the deadlines for deliveries	defines its duration	includes identification of milestones
14	PM	The Gantt of a project:	describes the use of financial resources	describes the time evolution	includes information on interrelations among tasks	does not include information on the duration of the project
15	PM	Indirect costs of a project:	are normally computed as a fraction of the direct costs	are normally computes as equal to the direct costs	are normally computes as ten times the direct costs	are normally computes as one tenth of the direct costs
16	РМ	Personnel costs are computed as:	the sum of the monthly costs of all people involved	the sum of the weekly costs of all people involved	the sum of the daily costs of all people involved	the sum of the hourly costs of all people involved, multiplied by the number of hours dedicated
17	PM	The Project Manager:	is normally the CSO of the company	is the cashier of a project	is normally the CEO of the company	supports the project leader
18	PM	A SMART goal	is a set of activities geared towards a goal	is sensitive, multiple, accessible, relevant and timely	is specific, manageable, accurate, relevant and timely	is specific, measureable, achievable, relevant, timely

19	L	According to Ben Horowitz, leadership requires:	 having the right profile; articulating the vision; achieving the vision 	having the right attitude (acting for the entire team); 2) articulating and 3) achieving the vision	1) having the right ambition; 2) articulating the vision; 3) persuading	having the right attitude; 2) articulating the vision; 3) communicating the vision
20	L	Leadrship	is a situational skill	is an innate skill	can be taught through models and formulas	requires a very strong personality
21	Р	The M.I.C.R.O. approach for persuasion proposes the following steps:	Motivation; Information; Categorisation; Reference; Operational	Motivation; Information; Criteria; Reference; Operational	Motivation; Information; Criteria; Recall; Operational	Motivation; Information; Categorisation; Reference; Onboard
22	Р	According to Robert Cialdini, attention is attracted by	abundance	different cultures	beautiful people	reciprocity
23	_	The M.I.A.C. approach to persuasion states that	yous should first offer motivation, then information, then show awareness of the context and finally call to action	yous should first give motivation, then provide information, then show your aptitudes and finally call to action	yous should first offer motivation, then information, then show awareness of the context and finally mention references	yous should first offer motivation, then information, then show awareness of the context and finally close with questions
24	Р	According to Robert Cialdini:	it is relevant what you do before you communicate your message	it is relevant what you do after you communicate your message	good human communication requires knowledge of the culture map	it is impossible to communicate

25	PS	According to Marc Bowden, when speaking in public you should be:	friendly	authentic	inauthentic	strong
26		The rule of 5% in public speaking sessions says:	only 5% of the audience will listen to you	only 5% of the audience will be distracted	use 5% of the room	in the first 5% of time the audience will decide whether to follow you
27	PS	In public speaking sessions:	use slides with many words	itemisation helps in slides	fill slides with full statements	use sounds as much as you can
28	PS	When speaking in public:	run on stage like crazy	look at the beack of the room	focus on the people following you	do not look people in their eyes
29	PS	In technical presentations	show one slide only	show one slide per minute on average	show several slides per minute on average	do not use slides
30		The scope of icebreakers in public speeches is	to anticipate the conclusions	to let people remember you	to thank people for their presence	to get people involved