| # | P | 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 | aptitudes are the weighted sum of competence, knowledge, skills | a competence is the productof aptitudes, knowledge, skills |

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| 7 | C | Verbal communication is: | the art of using voice | the art of using gesture | the art of persuading | the art of using language |
| 8 | C | 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 | C | 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 | C | 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 | C | 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 | C | 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 |

| # | | Question | Option A | Option B | Option C | Option D |
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| 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 | PM | 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 |

| # | | Question | Option A | Option B | Option C | Option D |
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| 19 | L | According to Ben Horowitz, leadership requires: | 1) having the right profile; 2) articulating the vision; 3) achieving the vision | 1) 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 | 1) 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 | P | 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 | P | According to Robert Cialdini, attention is attracted by | abundance | different cultures | beautiful people | reciprocity |
| 23 | P | 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 | P | 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 |

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| 25 | PS | According to Marc Bowden, when speaking in public you should be: | friendly | authentic | inauthentic | strong |
| 26 | PS | 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 | PS | 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 |