#	P	Question	Answer #1	Answer #2	Answer #3	Answer #4
1	SS	Aptitudes:	are acquired in the first six years pf life	can be only soft	refer to predispositions, personal traits	can be only hard
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 slow	System 2 is fast and inaccurate	System 2 is based on associaions	System 2 requires motivation
5	SS	In its original definition, the "halo" effect refers to:	the fact that people assume beautiful/handsome persons are stupid	the fact that people assume beautiful/handsome persons are good	the fact that people assume beautiful/handsome persons are lazy	the fact that people assume beautiful/handsome persons are intelligent
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

#		Question	A	B	C	D
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	When speaking in front of an audience you should:	find your friends	focus on those who are not paying attention on you	look at the floor	hide your hands
9	C	The rule of 5% states that:	only 5% of people wil lfollow you during a public speech	yous hould focus on the first 5% of a communication act	You need a nudge to get system 1 ready	it is impossible not to influence
10	C	According to Marc Bowden:	people during a speech will be categorised by the audience as "friend, enemy, sexual partner 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, 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

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 PERT of a project:	describes the use of financial resources	describes the time evolution	includes information on interrelations among tasks	includes 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	DC = Direct Costs; P = Personnel Costs; T = Travel Costs; E = Equipment Costs	CD = P * T * E	CD = P + T + E	CD = P + T - E	CD = P - T - E
17 PM	The Project Manager:	is normally the CSO of the company	is normally the CTO of the company	supports the project leader	is normally the CEO of the company
18 PM	A SMART goal	is specific, measureable, achievable, relevant, timely	is specific, multiple, achievable, relevant, timely	is a set of activities geared towards a goal	is specific, measureable, achievable, relevant, temporal

19	L	According to Ben Horowitz, leadership requires:	1) having the right attitude; 2) articulating the vision; 3) communicating the vision	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
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; Criteria; Recall; Operational	Motivation; Information; Criteria; Recall; Operational	Motivation; Information; Criteria; Reference; 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 close with questions	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 call to action	yous should first offer motivation, then information, then show awareness of the context and finally mention references
24	P	According to Daniel Kahneman, the pillars to persuasion include:	laziness	strenght	clarity	motivation

			friendly	authentic	inauthentic	strong
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 per minute on average	show one slide only	show several slides per minute on average	do not use slides
30	PS	Recalls in public speeches should be used	to ask the audience to clap their hands	to attract the attention of the audience	to let people in the room respond to some quizzes	complain with those who do not follow you