#	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 lazy	there are three brains	emotional intelligence is based on the reptilian brain	the lymbic system is useless
3	SS	According to the MASPI model:	competence is one of the predispositions	persuasiveness is one of the predispositions	emotional expressiveness is one of the predispositions	team working is one of the predispositions
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 intelligent	the fact that people assume beautiful/handsome persons are lazy	the fact that people assume beautiful/handsome persons are good
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

#	C	Question				
7	C	Para-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 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, 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 Daniel Kahneman, cognitive fluency is generated by:	strenght	allitterations	long statements	clarity
12	C	Pain, Claim, Gain:	only if you suffer, you can communicate properly	only if you know you will have a gain, you can communicate properly	first, show there is a need, then claim what is the solution, finally declare what is the gain	first, show there is a need, then claim there is no solution, finally declare what is the gain

#		Question	A	B	C	D
13	PM	The phases of project management are:	planning, execution	planning, execution, control, closure	planning, execution, delivery	milestones and deliverables
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; IC = Indirect Costs; OC = Overall Costs	OC = DC * IC	OC = DC + IC	OC = DC / IC	OC = DC - IC
17	PM	The Project Manager:	is the leader of a project	is the cashier of a project	supports the project leader	is the CEO of the company
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:	1) having the right attitude (acting for the entire team); 2) articulating and 3) achieving the vision	1) having the right profile; 2) articulating the vision; 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; Criteria; Recall; Operational	Motivation; Information; Criteria; Reference; Operational	Motivation; Information; Categorisation; 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 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 close with questions	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 call to action
24	P	According to Daniel Kahneman, the pillars to persuasion include:	strenght	clarity	nice-looking	motivation

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	in the first 5% of time the audience will decide whether to follow you	use 5% of the room
27	PS	In public speaking sessions:	never use slides	use slides with many words	use figures as much as you can	use sounds as much as you can
28	PS	When speaking in public:	focus on the people who do not follow you	focus on the people following you	do not move	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	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