

| # | 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 limbic system is useless   |
| 3 | SS | According to the MASPI model:  | "Vertical" is the predisposition to work in hierarchical contexts | "Vertical" is the predisposition to go deep, look for details   | "Vertical" is the predisposition to work alone                  | "Vertical" is the predisposition to work in groups                     |
| 4 | SS | According to Daniel Kahneman:  | System 1 is slow  | System 2 is fast and inaccurate                                 | System 2 is based on associations                               | 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 |    | Knowledge, Skills and Aptitudes aggregate in mathematical form as (KSA model): | a weighted sum  | a product   | the square root of their sum                                    | the square root of their product                                       |

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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 impossible not to communicate                             | The first impression rules                                      | All channels must be matched                                | communication happens only between system 1 and system 1                      |
| 10 | C | According to Erin Meyer:   | cultures can be categorised as "low context" and "high context" | cultures can be categorised as "low culture" and "high culture" | cultures can be categorised as "low value" and "high value" | cultures can be categorised 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 | The rule of consistency says:  | use the same tone for the entire communication                  | all speakers of a session should behave consistently            | all people should behave similarly                          | all channels should be matched  |

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| 13 | PM | The phases of project management are:   | planning, execution, control                           | planning, execution, control, closure        | planning, execution, control, closure, delivery                     | planning, execution, control, closure, delivery and payment             |
| 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:  | account for the costs of equipment only                | account for the costs of personnel only      | account for all costs which can be directly referred to the project | account for all costs which can not be directly referred to the project |
| 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 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 specific, measureable, accessible, relevant, timely | is a set of activities geared towards a goal | is specific, measureable, achievable, relevant, timely              | is specific, measureable, achievable, relevant, temporal                |

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| 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 | Leadership   | 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 | For pre-suading:   | Focus on yourself  | Focus on the certain  | Focus on the destination of the message  | Complete all stories before you start the persuasive act   |
| 23 | P | The M.I.A.C. approach to persuasion states that                      | you should first offer motivation, then information, then show awareness of the context and finally close with questions | you should first give motivation, then provide information, then show your aptitudes and finally call to action | you should first offer motivation, then information, then show awareness of the context and finally call to action | you 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   | strength  | clarity  | motivation   |

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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 | 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:                                     | 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 attract the attention of the audience   | to ask the audience to clap their hands    | to let people in the room respond to some quizzes                      | complain with those who do not follow you |