#	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:	"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 2 is lazy	System 2 is fast and inaccurate	System 2 is based on associaions	System 2 is always active
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	aptitudes, knowledge and skills have the same relevance for all soft skills	aptitudes, knowledge and skills have the same relevance for all competences	aptitudes, knowledge and skills have a different relevance which is the same for all soft skills	aptitudes, knowledge and skills have a different relevance depending on the particular soft skill

#		Question	A	B	C	D
7	C	Non-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:	put the hands in your pockets	hide your hands	show your hands' palms	gesticulate a lot
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 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 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				
13	PM	The phases of project management are:	planning, execution	planning, execution, control, closure	planning, execution, delivery	milestones and deliverables
14	PM	The Gantt of a project:	describes the time evolution	describes the use of financial resources	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	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 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

#		Question	A	B	C	D
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	According to Daniel Goleman:	there is one type of leader who is the worst in all situations	there is one type of leader who is the best in all situations	depending on the situation you need a different type of leader	leadership does nor require emotional intelligence
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	liking
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 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	body language is relevant	body language is irrelevant	everyone is relevant to the others	everyone is enemy to the others
26	PS	The rule of 5% in public speaking sessions says:	in the first 5% of time the audience will decide whether to follow you	only 5% of the audience will be distracted	only 5% of the audience will listen to you	use 5% of the room
27	PS	In public speaking sessions:	never use slides	use slides with many words	fill slides with full statements	show only keywords not full statements in slides
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 per minute on average	show one slide only	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