

#	P	Question	Answer #1	Answer #2	Answer #3	Answer #4
1	SS	A competence accounts for:	aptitudes, knowledge, skills	aptitudes, predispositions, knowledge	knowledge, skills, and personal, social and/or methodological abilities	knowledge, skills, motivation
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:	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 2 is lazy	System 2 is fast and inaccurate	System 2 is based on associations	System 2 is always active
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

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:	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 will follow you during a public speech	you should 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 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	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 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; IC = Indirect Costs; OC = Overall Costs	$OC = DC * IC$	$OC = DC + IC$	$OC = DC / IC$	$OC = DC - IC$
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 a set of activities geared towards a goal	is sensitive, multiple, accessible, relevant and timely	is specific, manageable, accurate, relevant and timely	is specific, measurable, 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	According to Daniel Goleman there are:	six types of leaders	five types of leaders	four types of leaders	three types of leaders
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	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 close with questions	you should first offer motivation, then information, then show awareness of the context and finally mention references	you 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, in the first moments when you appear in public you will be categorised as one of the following:	1) friend; 2) leader; 3) potential sexual partner; 4) indifferent	1) friend; 2) enemy; 3) leader; 4) indifferent	1) friend; 2) enemy; 3) potential sexual partner; 4) leader	1) friend; 2) enemy; 3) potential sexual partner; 4) indifferent
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	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