

#	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

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

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

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

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