

#	P	Question	Answer #1	Answer #2	Answer #3	Answer #4
1	SS	Aptitudes:	are acquired in the first six years of life	can be only soft	refer to predispositions, personal traits	can be only hard
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 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	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 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 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	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 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, achievable, relevant, timely	is specific, multiple, achievable, relevant, timely	is a set of activities geared towards a goal	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	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; 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	you should first offer motivation, then information, then show awareness of the context and finally call to action	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 mention references	you should first offer motivation, then information, then show awareness of the context and finally close with questions
24	P	According to Daniel Kahneman, the pillars to persuasion include:	laziness	strenght	clarity	motivation

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:	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	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