

National Testing Agency

Question Paper Name: Developing Life Skills 10th November 2019 Shift 1
Subject Name: Developing Life Skills
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Developing Life Skills

Group Number : 1
Group Id : 709597117
Group Maximum Duration : 0
Group Minimum Duration : 120
Revisit allowed for view? : No
Revisit allowed for edit? : No
Break time: 0
Group Marks: 100

Developing Life Skills

Section Id : 709597119
Section Number : 1
Section type : Online
Mandatory or Optional: Mandatory
Number of Questions: 100
Number of Questions to be attempted: 100
Section Marks: 100
Display Number Panel: Yes
Group All Questions: No

Sub-Section Number: 1
Sub-Section Id: 709597128
Question Shuffling Allowed : Yes

Question Number : 1 Question Id : 70959711572 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which commission has suggested that education throughout life should be based on the four pillars; Learning to know, learning to do, learning to live together and learning to be?

- A. World Declaration on Education for All, 1990
- B. Delor's Commission Report, 1996
- C. Evaluation report of UNICEF, 2012
- D. Ottawa Charter for Health Promotion, 1986

Question Number : 2 Question Id : 70959711573 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

-----has defined life skills as, "the abilities for adaptive and positive behaviour that enable individuals to deal effectively with the demands and challenges of everyday life".

- A. UNICEF
- B. UNESCO
- C. The World Health Organization
- D. WWF

Question Number : 3 Question Id : 70959711574 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

When did Life skill education gain prominence?

- A. Post renaissance time
- B. In the ancient times
- C. During industrial revolution
- D. During restoration

Question Number : 4 Question Id : 70959711575 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

What was the main focus of Ottawa chapter?

- A. Life Skills
- B. Women suffrage
- C. Children's rights
- D. Issue of child labor

Question Number : 5 Question Id : 70959711576 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

What is DESD?

- A. Life style Tool Kit
- B. Department for Students empowerment and Development
- C. A strategy for Life skill development
- D. United Nations Decade of Education for Sustainable Development

Question Number : 6 Question Id : 70959711577 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

What was the central focus of 'Education for Peace' to bring out the change in the society?

- A. Value of peace
- B. Role of teachers
- C. Tool kits
- D. Life style skills

Question Number : 7 Question Id : 70959711578 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Delor's Commission Report was published in -----

- A. 1988
- B. 1996
- C. 2000
- D. 2001

Question Number : 8 Question Id : 70959711579 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The first International Conference on Health Promotion was held in -----

- A. Reo De Genero
- B. Indonesia
- C. Geneva
- D. Ottawa

Question Number : 9 Question Id : 70959711580 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Hamburg Declaration of 1997 is about-----

- A. Education For All
- B. Human Rights
- C. Adult Learning
- D. Disaster management

Question Number : 10 Question Id : 70959711581 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which theory of emotion is also known as the two factor theory of emotion?

- A. Schachter-Singer Theory
- B. Cannon-Bard Theory
- C. Cognitive Appraisal Theory
- D. Evolutionary Theory

Question Number : 11 Question Id : 70959711582 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Emotions occur as a result of physiological reactions to events. Which among the following psychologist said so?

- A. Edward Thorndike
- B. Philip Bard
- C. Richard Lazarus
- D. William James

Question Number : 12 Question Id : 70959711583 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Problem Behaviour theory proposes that

- A. Learning occurs from ones environment
- B. Learning is inborn
- C. Learning is self-acquisition of knowledge
- D. Learning occurs purely from books

Question Number : 13 Question Id : 70959711584 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who proposed the concept 'Zone of Proximal Development'?

- A. Jesser
- B. Vygotsky
- C. Darwin
- D. Saussure

Question Number : 14 Question Id : 70959711585 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Resilience and Risk Theory says that

- A. People react differently to different stressful situations.
- B. Skill is learned from the society
- C. Skill is part of Curriculum
- D. None of these

Question Number : 15 Question Id : 70959711586 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

_____ concept of Bandura plays a role in shaping one's behaviour, attitude and belief.

- A) Levelling
- B) Compelling
- C) Dwelling
- D) Modeling

Question Number : 16 Question Id : 70959711587 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Observing an actual individual's performance is

- A. Inter personal model
- B. Symbolic model
- C. Live model
- D. All the above

Question Number : 17 Question Id : 70959711588 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Vicarious experience is

- A. Passage to develop self-efficacy
- B. Type of self-efficacy
- C. Source of self-efficacy
- D. None of the above

Question Number : 18 Question Id : 70959711589 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The influents having more role in

- A. States of physiology
- B. Master experiences
- C. Social modelling
- D. Social persuasion

Question Number : 19 Question Id : 70959711590 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The process which alters mental framework is

- A. Assimilation
- B. Accommodation
- C. Synchronization
- D. Amalgamation

Question Number : 20 Question Id : 70959711591 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Greater freedom is ensured in

- A. High restriction condition
- B. Low restriction condition
- C. Both a and b
- D. None of the above

Question Number : 21 Question Id : 70959711592 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

_____ is an act of positive response to the external stimuli

- A. Compliance
- B. Identification
- C. Internalisation
- D. All the above

Question Number : 22 Question Id : 70959711593 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

According to Kelman, the letter 'O' denotes 'one person' then the letter 'P' denotes

- A. Next person
- B. Neutral person
- C. Polite person
- D. Punctual person

Question Number : 23 Question Id : 70959711594 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Temporal proximity of the influencing group to the individual is known as

- A. Strength
- B. Number
- C. Immediacy
- D. Feedback

Question Number : 24 Question Id : 70959711595 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

_____ and _____ theory form the basis for PBT.

- A. Prosser and Andrea
- B. Bandura and Vygotsky
- C. Chomsky and Novakin
- D. Rotter and Merton

Question Number : 25 Question Id : 70959711596 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The framework of PBT was first applied in tri-ethnic group of

- A. South Western Colarodo
- B. Florida
- C. Los Vegas
- D. Los angels

Question Number : 26 Question Id : 70959711597 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Low religiosity falls under

- A. Perceived environment system
- B. Behaviour system
- C. Personality system
- D. None of the above

Question Number : 27 Question Id : 70959711598 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

High intelligence is a

- A. Risk factor
- B. Protective factor
- C. Social factor
- D. Behavioural factor

Question Number : 28 Question Id : 70959711599 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Risk behaviours are also designated as _____ by Jessor

- A. Life styles
- B. Risk outcomes
- C. Risk environment
- D. All the above

Question Number : 29 Question Id : 70959711600 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

According to Jessor Hollingshead index falls under

- A. Socialization
- B. Demography social structure
- C. Personal control structure
- D. Personal belief structure

Question Number : 30 Question Id : 70959711601 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The skill of ----- argues that we are in the midst of a fundamental change in the nature of society and politics

- A. Individualization
- B. Purposeful expression
- C. Confidentiality
- D. Thinking

Question Number : 31 Question Id : 70959711602 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

It is the ability to identify the problems correctly, understanding its sources and causes very constructively. Which one?

- A. Problem solving
- B. Critical thinking
- C. Decision making
- D. Selective attention

Question Number : 32 Question Id : 70959711603 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Meeting deadlines at work, Traffic jam, encounters with irritating personalities are included in the ----- .

- A. Catastrophes
- B. Micro stressor
- C. Ambient stressor
- D. Eustress

Question Number : 33 Question Id : 70959711604 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

----- is an event, experience or environmental stimulus that causes stress in an individual.

- A. Eustress
- B. Stressor
- C. Stress
- D. Coping

Question Number : 34 Question Id : 70959711605 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....refers to two people whose behaviour is interdependent in that a change in behaviour in one is likely to produce a change in behaviour of the other.

- A. Interaction
- B. Relationship
- C. Attraction
- D. Intimacy

Question Number : 35 Question Id : 70959711606 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....is generally considered as an anti-social interaction, with frequently negative outcomes.

- A. Creativity
- B. Attraction
- C. Aggression
- D. Intimacy

Question Number : 36 Question Id : 70959711607 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....implies an attitude of forbearance of other people's views, opinions or actions with which one is not fully in sympathy..

- A. communication
- B. compatibility
- C. Tolerance
- D. Consensus

Question Number : 37 Question Id : 70959711608 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....means standing in other person's shoes; understanding their thoughts and emotions and giving advice to them.

- A. Negotiation
- B. Tolerance
- C. Teamwork
- D. Empathy

Question Number : 38 Question Id : 70959711609 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is the basic human need for the company of other human beings.

- A. Empathy
- B. Proximity
- C. Cooperation
- D. Affiliation

Question Number : 39 Question Id : 70959711610 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is the process by which individuals gather sensory information and assign meaning to it.

- A. Perception
- B. attitude
- C. vision
- D. self-management

Question Number : 40 Question Id : 70959711611 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

----- is the ability to reason, to build logical arguments from sensory evidence, to solve puzzles and problems, and to 'make sense' of the universe.

- A. Emotional intelligence
- B. Self-awareness
- C. Cognitive intelligence
- D. self esteem

Question Number : 41 Question Id : 70959711612 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is defined as people's beliefs about their capabilities to produce designated levels of performance that exercise influence over events that affect their lives.

- A. Motivation
- B. Perception
- C. Self-Efficacy
- D. Reflection

Question Number : 42 Question Id : 70959711613 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The concept of understanding, how we are shaped by other's opinion of us is referred to as

.....

- A. Social mirroring
- B. Mindfulness
- C. Self-efficacy
- D. Self esteem

Question Number : 43 Question Id : 70959711614 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is/are the psychological drive/drives that impel you to action.

- A. heredity
- B. self esteem
- C. Spiritual intelligence
- D. Motivators

Question Number : 44 Question Id : 70959711615 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is our ability to sustain high-level performance under stress.

- A. Resilience
- B. perception
- C. ethics
- D. motivation

Question Number : 45 Question Id : 70959711616 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... represents the degree to which an individual is social or antisocial, outgoing or shy, assertive or passive, active or inactive and talkative or quiet.

- A. introversion
- B. agreeableness
- C. Extroversion
- D. consensus

Question Number : 46 Question Id : 70959711617 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which part of brain is called second level of awareness?

- A. neocortex
- B. basal ganglia
- C. limbic part
- D. cerebrum

Question Number : 47 Question Id : 70959711618 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which among the following relates to social identity concept

- A. Intelligent Quotient
- B. Emotional intelligence
- C. Spiritual intelligence
- D. Personal identity

Question Number : 48 Question Id : 70959711619 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... deals with what we think about ourselves, which may include judgments, evaluations, logical conclusions, and things that are easy to put words to.

- A. Conceptual self-awareness
- B. embodied self-awareness
- C. emotional self-awareness
- D. public self-awareness

Question Number : 49 Question Id : 70959711620 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... are convictions about a person's desired characteristics or ways of behaving such as "ambitious", "forgiving", or "polite."

- A. Instrumental values
- B. Terminal values
- C. Habits
- D. Personality

Question Number : 50 Question Id : 70959711621 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....means knowing one's internal states, preference, resources, and intuitions.

- A. Self esteem
- B. Self-image
- C. Ideal self
- D. Emotional Intelligence

Question Number : 51 Question Id : 70959711622 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is the self that you cannot see, others can't see it either.

- A. Hidden self
- B. Unknown self
- C. Blind self
- D. Known self

Question Number : 52 Question Id : 70959711623 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....are the technical competence, subject knowledge and the domain knowledge.

- A. Critical thinking skills
- B. Hard skills
- C. Creativity
- D. Soft skills

Question Number : 53 Question Id : 70959711624 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

----- is the process of identifying and selecting a course of action to solve

- A. Specific problem.
- B. Creativity
- C. Invention
- D. Decision making

Question Number : 54 Question Id : 70959711625 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....is the process of doing multiple tasks within the stipulated time frame judiciously.

- A. Decision making
- B. Communication
- C. Time management
- D. Motivation

Question Number : 55 Question Id : 70959711626 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....means the ability to put aside personal differences to work toward common goals and recognize teamwork is worth more than individual contribution.

- A. Team work
- B. Empathy
- C. Negotiation
- D. Motivation

Question Number : 56 Question Id : 70959711627 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....is the tendency to generate or recognize novel ideas, alternatives, or possibilities that may be useful in solving problems, communicating with others, and entertaining ourselves and others.

- A. Critical Thinking
- B. Motivation
- C. Communication
- D. Creativity

Question Number : 57 Question Id : 70959711628 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is the first step in creating what you want and mastering your life.

- A. Motivation
- B. Self esteem
- C. Self-awareness
- D. Decision making

Question Number : 58 Question Id : 70959711629 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

A behavior that is aimed at benefiting another person and the goal is to increase their welfare is

- A. Altruism
- B. Egoism
- C. Compassion
- D. Sympathy

Question Number : 59 Question Id : 70959711630 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Perspective taking is also called

- A. Cognitive empathy
- B. Emotional empathy
- C. Compassionate empathy
- D. Somatic empathy

Question Number : 60 Question Id : 70959711631 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

If you see someone hurt, you too might feel physical pain is an example of

- A. Cognitive empathy
- B. Emotional empathy
- C. Spiritual empathy
- D. Somatic empathy

Question Number : 61 Question Id : 70959711632 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Empathy which is a part of the quantum world of metaphysics and beyond the comprehension of most is

- A. Cognitive empathy
- B. Emotional empathy
- C. Spiritual empathy
- D. Somatic empathy

Question Number : 62 Question Id : 70959711633 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which is not true of assertive communication?

- A. It expresses feelings clearly and directly
- B. It does not judge or dictate others
- C. It treats others with respect and dignity.
- D. It ensures that communicators can always get what they want

Question Number : 63 Question Id : 70959711634 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

When you use an assertive message, the text stresses that you

- A. Put the message in the order given in the text
- B. Put intentions first so you're not seen as manipulative
- C. Choose the best order for your particular situation and goal
- D. Keep each element in a separate sentence

Question Number : 64 Question Id : 70959711635 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of these is the first step in listening process?

- A. Stop talking
- B. Receiving
- C. Interpreting
- D. Responding

Question Number : 65 Question Id : 70959711636 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The final aim of negotiation is to

- A. Reach an agreement
- B. End a dispute
- C. Win at all cost
- D. Implement an agreement between two parties

Question Number : 66 Question Id : 70959711637 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

-----means to impart understanding of the message

- A. Encoding
- B. Receiving
- C. Decoding
- D. Feedback

Question Number : 67 Question Id : 70959711638 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

-----are problems arising from expression

- A. Cultural barriers
- B. Semantic problems
- C. Wrong assumptions
- D. Selecting problems

Question Number : 68 Question Id : 70959711639 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The Johari window has four quadrants containing four different selves

- A. hidden, blind, social, open
- B. open, hidden, unknown, social
- C. unknown, social, blind, aware
- D. unknown, blind, hidden, open

Question Number : 69 Question Id : 70959711640 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Johari Window was developed by

- A. Joseph Kevin
- B. Joseph Luft & Harry Ingham
- C. Anita Kelly
- D. None of the above

Question Number : 70 Question Id : 70959711641 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

What is the source of self-knowledge

- A. Self-Perception
- B. Self-comparison
- C. Feedback from others
- D. All the above

Question Number : 71 Question Id : 70959711642 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which is the aspect of Self Concept

- A. Personal Identity
- B. Social Identity
- C. Both a & b
- D. None of the above

Question Number : 72 Question Id : 70959711643 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The two external elements of SWOC Analysis are

- A. Weakness and Challenges
- B. Strengths and Opportunities
- C. Opportunities and Challenges
- D. Strengths and Weaknesses

Question Number : 73 Question Id : 70959711644 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

According to Johari Window, identify the self-situations that creates misunderstanding between the two and becomes most explosive situation for interpersonal conflicts.

- A. Undiscovered self
- B. Blind self
- C. Open Self
- D. Hidden Self

Question Number : 74 Question Id : 70959711645 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following could be a weakness?

- A. Developing market such as the Internet
- B. Competitors with access to better channels of distribution
- C. Poor quality of goods and services
- D. Special marketing expertise

Question Number : 75 Question Id : 70959711646 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In SWOC Analysis internal factors include

- A. Personal
- B. Manufacturing
- C. All of these
- D. Finance

Question Number : 76 Question Id : 70959711647 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who among the following psychologist's work is known as foundation to the idea of thinking skills

- A. Bloom
- B. Friere
- C. Bruner
- D. Gagne

Question Number : 77 Question Id : 70959711648 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Divergent thinking is also known as

- A. Critical thinking
- B. Creative thinking
- C. Practical thinking
- D. Analytical thinking

Question Number : 78 Question Id : 70959711649 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following thinking skill coming under LOTS

- A. Analyse
- B. Apply
- C. Remember
- D. Create

Question Number : 79 Question Id : 70959711650 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is an outcome of analytical and critical thinking

- A. Decision making
- B. Problem solving
- C. Making Judgments
- D. All of these

Question Number : 80 Question Id : 70959711651 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

80. In -----stage of creative thinking, the thinker formulates the problem and collects the facts and materials considered necessary for finding new solutions

- A. Incubation
- B. Illumination
- C. Preparation
- D. Verification

Question Number : 81 Question Id : 70959711652 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who defined creativity *as a generalized constellation of intellectual abilities, personality variables and problem – solving traits?*

- A. David Ausubel
- B. Spearman
- C. Guilford
- D. Wilson

Question Number : 82 Question Id : 70959711653 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Among the following decision making process in which category a decision maker will have a good idea of the probability of outcomes for each alternative chosen.

- A. Decision making under Certainty
- B. Decision making under Risk
- C. Decision making under Uncertainty
- D. Decision making under Conflict

Question Number : 83 Question Id : 70959711654 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Choose the decision making model among the following where the decision making process happens on the basis of experience and accumulated judgment

- A. Implicit favorite model
- B. Political model
- C. Behavioral model
- D. Classical model

Question Number : 84 Question Id : 70959711655 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The two internal elements of SWOC Analysis are

- A. Weakness and Challenges
- B. Strengths and Opportunities
- C. Opportunities and Challenges
- D. Strengths and Weaknesses

Question Number : 85 Question Id : 70959711656 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In which model, a decision maker prefers to choose the first satisfactory alternative than the best alternative possible

- A. Bounded rationality model
- B. Social model
- C. Judgment heuristics and biases model
- D. Classical model

Question Number : 86 Question Id : 70959711657 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Rational model of decision making disfavor on

- A. Objective data and logic
- B. Simplifying possible choices
- C. Subjectivity and intuition
- D. Unrealistic assumptions

Question Number : 87 Question Id : 70959711658 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Features of values are

- A. Values are based on beliefs and they are not objective more to do with emotions.
- B. Values are demotivating in nature.
- C. Values are very specific
- D. Values are highly conditional

Question Number : 88 Question Id : 70959711659 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Mood management is

- A. Emotional maturity
- B. Not to show feelings
- C. Management of anger
- D. To avoid being sad

Question Number : 89 Question Id : 70959711660 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Motivation that is due to factors within students or inherent to the task is called

- A. Intrinsic motivation
- B. Behavioural motivation
- C. Extrinsic motivation
- D. Motivation

Question Number : 90 Question Id : 70959711661 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The term used to describe human's desire for life-sustaining supports such as food and water is

- A. Motivation
- B. Secondary need
- C. Primary need
- D. Esteem need

Question Number : 91 Question Id : 70959711662 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The tool that can be used to assess the self-confidence is

- A. PE inventory
- B. CAPA inventory
- C. ABC scale
- D. All of the above

Question Number : 92 Question Id : 70959711663 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Goal setting research suggests that people will assert higher level of effort when goals are

- A. Easy and general
- B. Challenging and specific
- C. Very difficult to attain the specific
- D. Moderately easy to attain and general

Question Number : 93 Question Id : 70959711664 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The attitude of all the time seeing the consequences rather than opportunities is known as

- A. Pessimistic
- B. Optimistic
- C. Expectant
- D. Feel of failure

Question Number : 94 Question Id : 70959711665 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The Incubation Model in creativity was designed by-----

- A. Richard Suchman
- B. Ausbel
- C. Paul Torrance
- D. Pierson

Question Number : 95 Question Id : 70959711666 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following would be considered as using the time management technique of "getting off to a good start"?

- A. Leave after the morning rush is over to avoid traffic jams on the freeway.
- B. Tackle the tough task first because this is usually your peak energy time.
- C. Tackle easy items first to build momentum
- D. Begin the day by talking to co-workers to find out what are the hot agenda items for the day.

Question Number : 96 Question Id : 70959711667 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is not an appropriate question to ask when planning your activities?

- A. Who should see my to-do list beside myself?
- B. Where do I put my to-do list?
- C. How do I set priorities?
- D. How will I schedule and follow through?

Question Number : 97 Question Id : 70959711668 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is a common myth about attendance and punctuality in the workplace?

- A. Unhappy workers are usually late and absence
- B. There is no relationship between satisfaction and attendance/ tardiness.
- C. A certain number of sick days are owed to all employees
- D. A satisfied worker is likely to show up for work more frequently than an unsatisfied worker.

Question Number : 98 Question Id : 70959711669 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The..... principle asserts that the primary predictor for liking another person is similarity to oneself.

- A. Interaction principle
- B. intimacy principle
- C. similarity-attraction
- D. proximity principle

Question Number : 99 Question Id : 70959711670 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The technique '*Acronyms and Mnemonics*' is helpful to

- A. Understand abstract concepts
- B. Remember lists and ordered information
- C. Learn skills
- D. Solve mathematical problems

Question Number : 100 Question Id : 70959711671 Question Type : MCQ Option Shuffling : No Display Question Number : Yes
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which among the following is associated with Pickle Jar theory?

- A. Strategy to build Healthy body
- B. Time management
- C. Setting Priorities right
- D. Table manners