
Section 1 - Section 1

1) Your definition of success is

- A) Partly influenced by society
 - B) None of the above
 - C) Both A and B
 - D) Partly influenced by your own ideas
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2) According to the course, which of the following influences an individual's notion of success?

- A) Both options A and B.
 - B) None of the above.
 - C) Family and friends.
 - D) Personal values.
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3) According to the lecture video, the metaphorical lens that filters new information entering our brain is related to

- A) Self-awareness
 - B) Bounded awareness
 - C) Spotlight awareness
 - D) Unbounded awareness
-

4) Failure is

- A) A label that cannot be challenged once it is given
- B) A phase of life that cannot be changed
- C) A fixed status given to us by society
- D) A mental framing that can be understood and overcome

5) The journal activity and mind maps that are part of this course are designed to

- A) Create exponential change
 - B) Create awareness of our mental patterns
 - C) Sustain mental energy
 - D) Replace conscious thoughts
-

6) Mammals can be trained to perform tasks better than reptiles. This is primarily because of

- A) Better developed memory functions in mammals than reptiles
 - B) Care and nurturing ability of mammals
 - C) Herd mentality in mammals
 - D) Faster learning rate in reptiles
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7) The three polarities of work discussed in this course are

- A) Fun versus useful, Love versus money, happiness in the now versus vision for future
 - B) Happiness versus useful, Money versus fun, Vision for future versus love for what you do now
 - C) Happiness versus money, Fun in the now versus vision for future, Love versus useful
 - D) None of the above
-

8) Bias of selecting information from the environment in order to confirm our own beliefs is called

- A) Anchoring bias
- B) Selection bias
- C) Confirmation Bias
- D) Cognitive dissonance

9) 'Wisdom of the crowd' means.

- A) Grouping of wise and old people to discuss a particular topic
 - B) Giving advice to younger generation
 - C) Collective knowledge of people applied in a particular context
 - D) Crowd consisting of intelligent people doing new things
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10) 'Personal values' refers to

- A) Personal desires to value an object
 - B) Things that are costly and expensive to a person
 - C) Beliefs and constructs that an individual hold as important in one's life
 - D) Collective values of all things belonging to a person
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11) According to Schwartz and McCarthy, our body can perform better if we treat our workday as

- A) A long marathon
 - B) A relay race
 - C) Series of sprints
 - D) Lifting heavy weights
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12) According to Mihaly Csikszentmihalyi, there are two fundamental pillars to the work of successful business leaders

- A) They enjoy their work and they sense a feeling of meaning and contribution to their work
- B) They align organization's goals with ethical values and bottom-line
- C) They directly contribute to workflow and well-being of the organization
- D) They develop leadership qualities and good people management skills

13) The two types of mentoring models or styles mentioned in this course are?

- A) Mentor and partner
 - B) Sculptor and Gardner
 - C) Mentor and sculptor
 - D) Influencer and Guru
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14) Fear influences

- A) Thinking
 - B) Perception
 - C) All of the above
 - D) Physiology
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15) Unconscious conformity is

- A) Not accepting anything you have learned through society
 - B) Taking others opinion and making them your own, without conscious knowledge of doing so
 - C) Accepting everything that others say
 - D) Conforming to everything others say in an unconscious manner
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16) Replacing judgments with your preferences, sticking to facts instead of generalized conclusions and questioning your assumptions will help avoid which of the following bias?

- A) Status-quo bias
- B) Loss aversion
- C) Selection bias
- D) Observer bias

17) People tend to get mental problems and depression more during their holidays, if they are not actively engaging themselves in any work. This condition is called as

- A) Lethargic neurosis
 - B) Sunday neurosis
 - C) Psychoneurosis
 - D) Disrupted neurosis
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18) What state do we experience, when we have no 'happiness in the now' and also no 'vision for future'?

- A) Stress and anxiety state
 - B) Current reality trap
 - C) Negative spiral
 - D) Flow
-

19) 'Coherence of laser beam of light' is an analogy for

- A) Your work being in line with your personal values.
 - B) Having good working skills and ethics.
 - C) Focusing on work like laser beam.
 - D) Working in natural light environment instead of artificial light.
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20) According to this course, what school of thought was suggested as an alternative to 'perfectionism'?

- A) Pragmatism
- B) Nihilism
- C) Realism
- D) Optimalism

21) We sometimes conform to society's notion of success because of

- A) Following societal norms
 - B) The fear of being left out
 - C) Not knowing what to do
 - D) All of the above
-

22) When we perceive a potentially dangerous stimuli, our body follows a response pattern which is termed as

- A) Stand and Deliver
 - B) Fight or Flight
 - C) Think and Act
 - D) Reflex or React
-

23) 'Safety in herds' refers to

- A) Following norms of society to minimize one's risk exposure.
 - B) Hiding along with other members of society during danger.
 - C) Blindly following members of society.
 - D) All of the above.
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24) According to Martin Seligman, the dimensions of explanatory style that influence resilience are

- A) Pragmatic, optimistic, realistic
- B) Performance, enjoyment and learning
- C) Permanence, Pervasiveness and Personalization
- D) Positive spiral, negative spiral and resilience

25) According this course, an apt expansion to understand FEAR is

- A) False Evidence Against Rules
- B) False Evidence Appearing Real
- C) False Excitement Appearing Real
- D) Fake Enthusiasm Appearing Real

Section 2 - Section 2

26) _____ is the tendency to take every failure or setback very personally and to blame oneself completely for it.

- A) Materialization
 - B) Personalization
 - C) Inclusion
 - D) Publicity
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27) _____ is an approach that elevates most of the problems associated with perfectionism without compromising on performance or excellence.

- A) Pessimism
 - B) Optimism
 - C) None of the above
 - D) Minimalism
-

28) What state do we experience, when we have a clear 'vision for future' and we also experience 'happiness now'?

- A) Flow
 - B) Negative spiral
 - C) Current reality trap
 - D) Stress and anxiety state
-

29) Pygmalion Effect is a phenomenon whereby _____ influence _____

- A) Rewards, performance
- B) Performance, expectations
- C) Expectations, performance
- D) Objectives, reward

30) Fear has the effect of ____ perception.

- A) Broadening
 - B) Narrowing
 - C) Diminishing
 - D) Strengthening
-

31) Psychologists have defined a term called '_____' to denote the quality that allows people to come back even stronger than where they were before prior to the failure.

- A) Rebound
 - B) Strength
 - C) Elastic
 - D) Resilience
-

32) Three types of reappraisal lenses are ____ lens, ____ lens and ____ lens.

- A) Reverse, long and wide
 - B) Long, short and wide
 - C) Inverse, long and wide
 - D) Short, narrow and wide
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33) If physical energy is about the ____ of energy, then emotional energy is about the ____ of energy.

- A) Increase, decrease
- B) Decrease, increase
- C) Quantity, quality
- D) Quality, quantity

34) The four building blocks of the way we process information inside our brains are- lenses, _____, mental models and our memory.

- A) Emotions
 - B) Feelings
 - C) Sentiments
 - D) Frames
-

35) In sports, 'flow' is also characterized as

- A) Being with the one
 - B) Euphoric state
 - C) Being in the zone
 - D) Being in the moment
-

36) According to Daniel Goleman, mirror neurons is the _____ of leaders.

- A) Motivational mechanism
 - B) Secret weapon
 - C) Primary attribute
 - D) Downfall
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37) The bias of selecting information from the environment in order to confirm your own belief is called _____ bias.

- A) Confirmation
- B) Consent
- C) Validation
- D) Approval

38) _____ is just a mental attitude that is rooted in the fear and non-acceptance of failure.

- A) Minimalism
 - B) Optimatism
 - C) Atheism
 - D) Perfectionism
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39) Three ways of dealing with negative emotions are ____, ____ and ____.

- A) Expression, communication and avoidance
 - B) Suppression, Reappraisal and communication
 - C) Suppression, Expression and Reappraisal
 - D) Projection, communication and Reappraisal
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40) Two primary reasons which help us in crafting our own work experiences and our careers. The first reason is 'safety in herds'. The second reason is called 'wisdom of the _____'.

- A) Crowd
 - B) Family
 - C) Individual
 - D) Herd
-

41) _____ is defined as the body-mind system's response to perceived threat.

- A) Pressure
- B) Fear
- C) Stress
- D) Isolation

42) According to Timothy Gallwey, work can be considered as a triangle with three parameters at each of its corners. They are _____, _____ and _____.

- A) Performance, enjoyment and learning
 - B) Happiness, meaning and learning
 - C) Enjoyment, growth and meaning
 - D) Performance, meaning and learning
-

43) We experience something and that is our subjective experience, but that subjective experience then leaves us to create and revise and re enforce our _____.

- A) Mental models
 - B) Frames
 - C) Lenses
 - D) Memory
-

44) Goals are clear and feedback is immediate in which of the following mental state

- A) Focused
 - B) Flow
 - C) Optimal stress
 - D) Happy
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45) Mind-maps referred in this course is designed to

- A) Channel mental energy
- B) Replace conscious thoughts
- C) Create awareness of our mental patterns
- D) Create incremental change

46) According to this course, 'Who I am' refers to self-_____. 'How much I like and respect myself' refers to self-_____ and 'How good I think I am in specific tasks or areas' refers to self-_____ respectively.

- A) Self-esteem, self-worth, self-efficacy
 - B) Self-realization, self-esteem, self-evaluation
 - C) Self-realization, self-worth and self-esteem
 - D) Self-Identity, self-esteem, self-efficacy
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47) Apart from fear, ____ can also lead to an aroused state of mind and body and can therefore be sometimes confused with fear.

- A) Empathy
 - B) Expectation
 - C) Excitement
 - D) Sorrow
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48) _____ effect is the effect where one person's expectation about another person's behaviour or performance actually lands up influencing that person's behaviour or performance.

- A) Physiological
 - B) Pygmalion
 - C) Psychological
 - D) Rosenthal
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49) According to this course, the four building blocks of the way we process information inside our brains are

- A) Flow, lenses, biases and memory
- B) Frames, biases, memory and flow
- C) Perception, choices, biases and frames
- D) Frames, lenses, mental models and memory

50) According to dilemma experiment, the group allocated with social frame of reference exhibited higher levels of ____ and the group allocated with business frame of reference exhibited higher levels of ____

- A) Compatibility and competitive spirit
- B) Competitiveness and cooperativeness
- C) Participatory behaviour and cooperation
- D) Cooperativeness and competitiveness

ANSWER KEY**Question Paper No: 60912_6**

1	C	26	B
2	A	27	B
3	B	28	A
4	D	29	C
5	B	30	B
6	A	31	D
7	A	32	A
8	C	33	C
9	C	34	D
10	C	35	C
11	C	36	B
12	A	37	A
13	B	38	D
14	C	39	C
15	B	40	A
16	A	41	C
17	B	42	A
18	C	43	A
19	A	44	B
20	D	45	C
21	D	46	D
22	B	47	C
23	A	48	B
24	C	49	D
25	B	50	D