

WINGS 1 Business Skill 2 Mini Mock - 1

Points: 0/10

Time: 00:20

✗ **Incorrect** 0/1 Points

1. Which among the following is not a barrier to problem solving

- ☐ Assumptions
- ☐ Consistency
- ☐ Confirmation Bias
- ☐ Functional Fixedness

✗ **Incorrect** 0/1 Points

2. Every sale has five basic obstacles: no need, no money, no hurry, no desire, no trust. This was said by whom

☐ Albert Einstein

☐ Bill Gates

☐ Zig Ziglar

☒ Peter Senge

✗ **Incorrect** 0/1 Points

3. Which among the following is the last step of negotiation process

☐ Closure & Implementation

☐ Bargaining & Problem Solving

☐ Implement Solution & Review Progress

☐ Defining Ground Rules

✗ **Incorrect** 0/1 Points

4. Which among the following is the famous speech delivered by Dr. Martin Luther King?

☐ I have a dream

- ☐ My Story
- ☐ Life of black People
- ☐ End of racial discrimination

✗ **Incorrect** 0/1 Points

5. Sakichi Toyoda, founder of Toyota Invented which among these

- ☐ Root Cause Analysis
- ☐ Negotiation Process
- ☐ Scarcity Principle
- ☐ Reciprocation Principle

✗ **Incorrect** 0/1 Points

6. Limited Edition Cars are example of which principle of Influence

- ☐ Social Proof
- ☐ Liking

- ☐ Scarcity
- ☐ Reciprocity

✗ **Incorrect** 0/1 Points

7. Which among the following are methods to determine root cause of problem

- ☐ 5 Whys
- ☐ Fishbone Diagram
- ☐ Bar Plot
- ☐ CandleStick Analysis

✗ **Incorrect** 0/1 Points

8. Which among these cells are responsible to think & make decisions

- ☐ Medula
- ☐ Nephron
- ☐ Neuron

☐ Muscle Cell

✗ **Incorrect** 0/1 Points

9. Which among the following are the behaviors of a cohesive team

☐ Trust

☐ Conflict

☐ Commitment

☐ Result

☐ Independent objectives

✗ **Incorrect** 0/1 Points

10. You are not satisfied with your bands, which were released recently, you think you got under rated by your manager. What you will do now

☐ Complain to your manager's supervisor about bad rating by manager

☐ Will start to work less as your work was not given proper acknowledgement

- ☐ Will talk to your manager, tell him what you feel & discuss the fields in which you will found lagging & will start working to improve on it
- ☐ Will do nothing and will maintain status quo, assuming that next time you will get good rating

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