**PROJECT MANAGEMENT MCQ**

1. The **PERT** in project management means program evaluation and \_\_\_\_\_ technique.  
   (A) resource  
   (B) reconciliation  
   (C) reconsideration  
   (D) review
2. “Risk” is usually \_\_\_\_\_\_\_ as the project progresses.  
   (A) increases  
   (B) reduces  
   (C) remains same  
   (D) becomes negligible
3. Assembling project team and assigning their responsibilities are done during which phase of a project management?  
   (A) Initiation  
   (B) Planning  
   (C) Execution  
   (D) Closure
4. The basic nature of a project is a/an \_\_\_\_\_ one.  
   (A) permanent  
   (B) temporary  
   (C) (A) or (B)  
   (D) Both (A) and (B)
5. A process that involves continuously improving and detailing a plan as more detail become available is termed as  
   (A) project analysis  
   (B) project enhancing  
   (C) progressive deliberation  
   (D) progressive elaboration
6. A program is usually a group of  
   (A) plans  
   (B) people and work  
   (C) related projects  
   (D) unrelated projects
7. **4.** Which from the following statement(s) is/are NOT true?  
   I. Projects have defined objectives  
   II. Programs have a larger scope than projects  
   III. The projects and programs in a portfolio must be directly related  
   (A) I only  
   (B) II only  
   (C) III only  
   (D) II and III only
8. Projects management is divided in \_\_\_\_\_ process groups.  
   (A) 5  
   (B) 7  
   (C) 9  
   (D) 11
9. If any one factor of a project changes, \_\_\_\_\_ other factor(s) is/are likely to be affected.  
   (A) all  
   (B) one  
   (C) at least one  
   (D) at most one
10. Business Value =  
    (A) Tangible Elements  
    (B) Intangible Elements  
    (C) Tangible Elements – Intangible Elements  
    (D) Tangible Elements + Intangible Elements
11. Which from the following is NOT a tangible element?  
    (A) Fixtures  
    (B) Trademarks  
    (C) Monetary assets  
    (D) Stockholder equity
12. Which from the following is NOT an intangible element?  
    (A) Utility  
    (B) Public benefit  
    (C) Brand recognition  
    (D) Good will
13. Which from the following represents the correct project cycle?  
    (A) Planning→Initiating→Executing→Closing  
    (B) Planning→Executing→Initiating→Closing  
    (C) Initiating→Planning→Executing→Closing  
    (D) Initiating→Executing→Planning→Closing
14. The strategy used to correct resource over-allocations by balancing demand for resources and the available supply is known as  
    (A) resource assignment  
    (B) resource levelling  
    (C) resource splitting  
    (D) resource scheduling
15. A horizontal bar chart that shows project tasks against a calendar is called  
    (A) milestone  
    (B) goal  
    (C) Gantt chart  
    (D) PERT chart

**PRE-SALES**

1. What is the main disadvantage of using a call script?
2. constraints creativity
3. constraints improvisation
4. distracts attention from what the customer is actually saying
5. All of these
6. What is performed at beginning during prospecting?
7. Relating company products to prospect’s requirements
8. Qualifying prospects
9. Searching out potential accounts
10. Determining probable requirements
11. Which of the following information about the prospect is gathered?
12. Which of the following information about the prospect is gathered?
13. situation
14. goals
15. business needs
16. When should reassurance to the customer be given in a sales cycle?
17. At end of cycle
18. At start of cycle
19. In middle of cycle
20. Depends on customer
21. Which of the following sales person's qualities is not disliked by clients?
22. being unprepared
23. being deceitful
24. being too early for an appointment
25. being pushy
26. What is the most important aspect of a salesperson's job?
27. Building long-term relationships with customers
28. Achieving sales target
29. Increasing profitability by minimizing expenses
30. Implementing SFA
31. Which step follows preapproach in the selling process
32. approach \*
33. handling objections
34. demonstration
35. presentation
36. Which type of closing techniques, encourages prospects to be involved and takes some pressure off them by offering alternatives, rather than presenting just one option and asking for a commitment to it
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38. summary technique
39. assumption technique \*
40. choice technique
41. Which type of skills include those connected with the sales program, the sales organization, and its control
42. planning \*
43. communication
44. persuasive
45. None of these
46. Which of the following is an example of reformulating
47. What makes you say that \_\_\_\_\_\_”
48. If I understand correctly, \_\_\_\_\_\_.” \*
49. Please, go on.
50. None of these