| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct Answei |
|------------------------------------|------|--|-------------------------------------|-----------------------------------|--------------------|--------------------------|-------------------|
| | 1 | We need to read and type in English when we | read a newspaper | book tickets for trains or movies | work in a factory | clean machines | В |
| I Can and I Will | 2 | can help me learn English. | dedication | fear | anger | shyness | Α |
| | 3 | To learn to speak in English, which of the following will you need? | motivation | interest | effort | all the above | D |
| | 4 | Which of the following is a naming word? | walk | red | Chennai | slowly | С |
| Word Building | 5 | The dog took Ramesh's shoes before ran away. | it | they | because | and | Α |
| | 6 | Which of these words can be used to descibe a 'tree'? | tall | mango | beautiful | all the above | D |
| | 7 | Rearrange the letters to find a kitchen appliance. | toves | stove | vesto | voste | В |
| Namin Words | 8 | Which is the correct meaning for the word 'pole'? | North or South ends of earth's axis | a long metal or peice of wood | both options A & B | none of the above | С |
| | 9 | To convert a 'singular' noun to 'plural' noun which of the following rules cannot be applied? | Noun+ ez | Noun +s | Noun+ es | Noun + ies | Α |
| Naming Words- Singular & Plural | 10 | The plural of the word furniture is | furnitures | furnituries | furniturez | furniture | D |
| omgular & r lurar | 11 | Rio bought a screw driver for his friend and two for himself. | screw driver | screw drivers | screw driveries | screw driverz | В |
| | 12 | In the sentence given below, choose the action word. My father delivered the parcel. | Му | father | delivered | parcel | С |
| Action Words | 13 | Fill the right action word in the sentence below. The plumber water pipes. | repair | repairs | is repair | are repairs | В |
| | 14 | Use the correct action word in the sentence below-I football every evening with my friends. | play | like | write | love | Α |
| Action Words- | 15 | Complete the sentence with the correct action word- The cup when it fell off the table. | broke | fell | jumped | bounced | Α |
| Tenses | 16 | Which one of the following sentences tells you that an action is completed? | I break the chair. | I was break the chair. | I broke the chair. | I am breaking the chair. | С |
| | 17 | Which one of the following is a describing word? | eat | repair | hot | soup | С |
| Describing Words | 18 | Fill the blanks with the correct describing word. This is a hammer. | cross | speak | peen | cross peen | D |
| | 19 | Fill int he blank with the word that describes quality. I am a person. | hard working | left | talk | jump | А |
| Describing Objects, | 20 | Fill int he blank with the word that describes quality. The cycle wheel is in shape. | box | Chennai | round | triangle | С |
| surroundings & processes | 21 | Fill in the blank with the appropriate linking word. You must sign out of your email account. Next close the browser tab and switch off your computer. | finally | in the beginning | never | after a while | A |
| | 22 | That was my pen. Where is? | pen | it | my | pens | В |
| | 23 | Is that Krishna's helmet? | Yes, it is he. | Yes, it is him. | Yes, it is his. | Yes, it is that. | С |

| Pronouns | 24 | Replace the underlined word with the correct pronoun from the given options I know <u>Virat Kholi</u> . I know | he | her | his | him | D |
|-------------------------------|----|--|--|---|---|---|---|
| | 25 | When is capital letter used? | Beginning of a sentence. | Names of persons. | Names of places | All the above | D |
| Intrduction to punctuation | 26 | Which punctuation mark should be used in the following sentence? Is there any site engineer here | ? (question mark) | , (comma) | . (full stop) | ! (exclamation) | Α |
| | 27 | Which of the following is a sentence with the correct punctuation? | The box is full of nuts, bots, screws and nails. | The box is full of nuts bolts, screws and nails | The box is full of nuts bolts screws and nails? | The box is full of nuts; bolts; screws and nails! | Α |
| Kinds of | 28 | State the kind of sentence. Keep the tools in good condition. | Declarative | Interrogative | Imperative | Exclamatory | С |
| sentences- Introduction | 29 | Rearrange the words to form a question. kind of/ what/ is this/ machine? | Kind of machine what is this? | What kind of machine is this? | What kind machine is this of? | Machine is what kind of? | В |
| | 30 | The word 'when' denotes | place | thing | person | time | D |
| | 31 | Rearrange the jumbled words to form a meaningful sentence. as supervisor/ in BHEL/ worked/ Peter | As supervisor in BHEL worked Peter. | In BHEL worked Peter as supervisor. | Peter worked as supervisor in BHEL. | Supervisor as BHEL in Peter. | С |
| Practice in framing sentences | 32 | Rearrange the words to form a sentence- small pieces/ into/ cut/ the onions | Cut the onions into small pieces. | small pieces into cut the onions. | Cut onions into the small pieces. | Small pieces cut the onions into. | Α |
| | 33 | The sentence, "Please help me finish this" can be used to | make a request | None | giving opinion | sharing information | Α |
| | 34 | Formal greetings are used when | meeting someone new or older in age | meeting higher officials | business meetings | All of the above | D |
| Greetings & Self Introduction | 35 | To whom can you say this sentence? Hey, it's been long time since we met. | Superiors | Friend | Strangers | The ITI Principal | В |
| | 36 | When I introduce myself, it | helps us to know about ourself | helps other to know about friends | helps others to know about me. | helps myself know about others. | С |
| A alvinos O | 37 | Which of the following expressions can be used to make requests? | I hope | I believe | Please | Maybe | С |
| Asking & responding to | 38 | The phrase,"Could you please tell me about" is used to | Thank someone | Introduce someone | Ask for information | Give information | С |
| questions | 39 | What will the response to this question be, "How was class today?" | It was fine. We learned many new things. | Oh, I see. | Is it so? | Thank you | Α |
| Sharing | 40 | What is the correct question to ask to get this response? - 'It is 2 kms from the railway station.' | Where is railway station? | How far is the ITI from the railway station? | When is the train coming? | How are you going to the ITI? | В |
| information with others | 41 | When someone says 'Thank you' we should reply and say | Thank you. | You're welcome. | Bye-bye | How are you? | В |
| | 42 | Which of these phrases will you use to give opinion? | It is about | Can you? | Tell me about | I think | D |
| | 43 | Which of these is a form of non-verbal communication? | Talking to colleagues. | Facial expressions | Talking over phone | Talking to colleagues. | В |

| Formal & Informal Communication | 44 | Even without speaking, people may understand your feelings through your | facial expressions | body language | gestures | All the above | D |
|---------------------------------|----|--|-------------------------------------|--|--|--|---|
| | 45 | Which expressions will you choose to address your boss in an email? | Hey Manickam, | Dear Manickam, | Dear Sir, | None | С |
| | 46 | I join metal parts together. I am a | Fitter | welder | plumber | machinist | В |
| Speak & Share information about | 47 | I help in designing and building houses. I am an | fitter | turner | architectural assistant | nurse | С |
| workplace | 48 | Choose a correct reply to the given question: What do you do? | It is at Kumaran Nagar, Chennai. | I am a desktop publisher at ABC Software Solutions. | I go by train. | None. | В |
| | 49 | The expression, "To sum up" is used to | end a discussion | initiate a discussion | Ask for an opinion | Ask a doubt | Α |
| Discussions on current | 50 | Which expression would you choose to agree with someone? | In my experience | You're absolutely right. | It is considered | Yes, but | В |
| happenings | 51 | Vimla was leaning against the wall during the group discussion. Which aspect of discussion did she miss? | impressive beginning | correct posture | smile | loud and dominating voice | В |
| Telephone skills | 52 | When talking to a caller after putting them on hold, what should you say? | Nice that you have no other work | I told you that it was going to take long | Thank you for holding | None of the above | С |
| Totophono okmo | 53 | How many phases are there in a telephone call? | 2 | 4 | 6 | 3 | D |
| | 54 | What are important aspects of your voice? | the volume | the speed | the tone | All the above. | D |
| | 55 | You are on a call and are not able to hear well. How will you ask the person to be louder? | Can you speak loudly? | Could you please speak a little louder? | Speak loudly. | None of the above. | В |
| Telephone skills- Role plays | 56 | You are having a conversation with your colleague and then your phone rings. What would you say? | You will ignore the call. | You will request your colleague to wait and you answer the important call. | Answer the phone and put the caller on hold. | You will talk to the caller and leave your colleague stranded. | В |
| | 57 | When giving negative information over phone call, how should you speak? | Just speak. | Speak loudly | Should not answer the call at all. | Should be polite. | D |
| | 58 | Choose the odd word. | please | sorry | paper | thanks | С |
| Let's read | 59 | Fill in the blank with the right word. The company goods to Vietnam. | exports | buys | falls | goes | Α |
| | 60 | What will be the right statement for? There is fire in the factory. | Water problem is solved. | Entry is restricted. | You can go inside. | We won the match. | В |
| | 61 | Rearrange the following words to from a sentence. oldman/ reading/ was/ the/ newspaper | Newspaper was reading the oldman | newspaper reading the oldman | The old man was reading newspaper. | None of the above. | C |
| Writing simple sentences | 62 | Frame a question for this response. I missed the bus. | Why late? | Why are you late? | What are you doing? | Why missed the bus? | В |
| | 63 | Change the sentence to past tense. He is writing. | She is writing. | He writing. | He was writing | We are writing. | C |
| Speaking | 64 | Which expression will you use to introduce yourself? | My name is | I am | Pleased to meet you, I am | All the above | D |
| Speaking | 65 | How will you disagree politely? | I don't like what you say | I don't agree | I am afraid I disagree with you in this. | I am afraid. | С |

| | 66 | Name the main skill that helps to learn other other language skills like reading, writing. | Reading | Speaking | Writing | Listening | D |
|---------------|----|--|--------------------------------|-------------------------------|--------------------------------------|-------------------------|---|
| Listening | 67 | Listen to the teacher making the following announcement- A team of painters are coming tomorrow to paint the walls. There are plastic sheets in my room on the desk. I want you to put them over your desks. Now, answer the question. What does the teacher want her trainees to do? | Bring the paint from her room. | Take the books from her desk. | Cover the desks with plastic sheets. | None of the above. | c |
| | 68 | What does listening involve? | Hearing | understanding & responding | None of the above. | Both A & B | D |
| | 69 | Maintaining tools in good condition is | unnecessary | essential | equal | formal | В |
| | 70 | Where have you been all these? | While | Days | During | Always | В |
| | 71 | Rahul enjoys with his pet dog. | playing | writing | doing | washing | Α |
| | 72 | "Razia enjoys playing in the rain." The naming word in this sentance is | Razia | enjoys | the | rain | A |
| | 73 | Today's weather is going to be | Hopeful | Warm | Blue | Urgent | В |
| | 74 | Pick the sentence with correct punctuation. | Where is the generator? | Where is the generator! | Where is the generator. | Where is the generator, | Α |
| Miscellaneous | 75 | Identify the kind of sentence. Leave the room immediately. | Interrogative | Exclamatory | Imperative | Declarative | С |
| | 76 | I am a welder. I work with | nail polish | robots | welding tools | laptops | С |
| | 77 | When you say "I am sorry, pls come tomorrow", you are | being rude | fighting | ignoring | being polite | D |
| | 78 | The phrase," May I explain what I mean? Is used to | elaborate | apologise | agree | disagree | Α |
| | 79 | "Hey, Come and join us." To whom will you say this? | teacher | friend | parent | superior | В |
| | 80 | Choose the correct response to the given question "Has Mallika called us for the party?" | She will go. | I will certainly | Yes, she has. | Monday | С |
| | 81 | The statement, "Please help me finish this" can be used to | Make a request | None | Giving an opinion | Share information | A |

| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct Answer |
|---------------------------------------|------|---|---|--|--|--|-------------------|
| | 1 | Meenu is thanking her friend Rita, for helping her before exams. What should Meenu say? | Rita I'm so sorry | Rita, I'll see you later | Rita, thank you for all your help. | d. Rita, thanks | С |
| | 2 | What is communication ? | Encoding > Decoding | Send > Recived | Reciver >Sender | Decoding > Encoding | Α |
| Importance of Communication | 3 | The teacher said, "Write the topic of the experiment on the top right corner of the page". This is | A clearly communicated instruction. | A friendly request | Not clear to understand. | An apology to a friend | A |
| | 4 | Ankit made a mistake and Riya wants to point it out to him. Riya should say | I'm sorry. | You are a bad person. | I need to talk to you about something. | Can we eat something? | С |
| | 5 | When a communicator uses harsh words to point out errors, it will | Be well received. | Solve the issue. | Lead to more problems. | Help the receiver. | С |
| | 6 | How to recognize effective communication ? | Expressions | Tone of Voice | Body Language | All of the above | D |
| Components of Communication | 7 | An angry person's body language will be ? | Calm | Friendly | Aggressive | Relaxed and soothing | С |
| | 8 | One way of improving your communication skills is | Practicing alone | Practicing with friends and getting feedback | Rejecting any feedback given | Keep observing others. | В |
| | 9 | 'Hey, I am Saran. I am from Ahmedabad. I am really fond of running and travelling!'. This is an | formal introduction | informal introduction | Both of the above | None of the above | В |
| | 10 | Details of place of study, branch and specialization should be communicated during | An interview | Friendly chat | Group discussion | Debate | Α |
| Practising Effective Communication | 11 | When you give a speech, it is always better to | Stand fixed. | Stand slouching and bent. | Walk fast from place to place. | Stand straight and walk a little on the stage casually. | D |
| | 12 | News reporters on television need to maintain proper levels of | Voice | eye contact | posture | all of the above | D |
| | 13 | Introducing ourselves effectively helps in creating a good impression among | Future friends | Teachers | Future employers | All of the above | D |
| | 14 | If someone is open minded and willing to change their view based on the valid opinion of others, they are | Good communicators | Rigid communicators | Poor communicators | Difficult communicators | A |
| | 15 | When another person is talking, a good communicator will always | Listen carefully. | Be patient. | Ask too many questions. | Both A+B | D |
| Mastering Effective Communication | 16 | It is important to always choose words to suit the person(s) you are talking to because | It shows you are not interested in communicating with them. | You need to show off your word knowledge. | The other person needs to understand your message. | Communication is always difficult. | С |
| | 17 | Non-verbal expressions include which of the following aspects? | Good eye contact | Standing or sitting position | Smile | All of the above | D |

| | 18 | While we communicate, it is important to pay attention to | Our verbal expression | Our non-verbal expression | Both verbal and non-verbal expression | Neither verbal nor non-verbal expression | С |
|---|----|---|---|--|--|--|---|
| | 19 | When a participant is quiet during a group discussion ? | I will encourage them to participate. | Use the chance to speak. | Forget their presence. | Speak on their behalf. | Α |
| "Assessing your | 20 | One way of showing interest when you have a conversation is | Summarizing their ideas at the end | Interfere as they speak | Fall asleep as they talk | Speaking your point of view when not asked | Α |
| Communication Ability " | 21 | Recording oneself speak in a smart phone can be useful for | Looking at it whenever you are free | Checking our strengths and weaknesses as a communicator | Showing to friends | Posting it on facebook | В |
| | 22 | The top communication skills that can helps in one's career are? | Listening and confidence | Non-verbal communication | Friendliness and open- mindedness | All of the above | D |
| | 23 | What does "hold on" during a telephone call mean? | To hold the phone well | To wait for a short time | To put the phone down | To switch on a phone | В |
| " Verbal Communication – Speaking " | 24 | When you are not able to repair equipment in time, you should | tell the customer to wait for one more week as you have other jobs | request the customer to give you one more week | ask the customer to go to another company if they want | hide yourself when the customer comes | В |
| | 25 | What would you do if someone gives messages during a telephone call? | Refuse to note down if you don' t want to pass the message | Request to wait till you get pen and paper to take down | Ask the caller to talk later | None of the above | В |
| | 26 | Which one of these phrases is not related to a telephone call? | Make up | Pick up | Hold on | Call back | Α |
| | 27 | Which of these is used introduce applicants to employers? | Leave Application | Marriage Card | Resume | Student ID | С |
| | 28 | What can we write in our resume? | Qualifications | Skills | Experience. | All of the above | D |
| Verbal Communication | 29 | Appropriate body language and neat appearance can help achieve success in interviews as they give confidence. | TRUE | FALSE | | | Α |
| - Writing | 30 | Looking into the speaker's eyes while listening and listener's eyes while speaking shows one as a confident person. | TRUE | FALSE | | | Α |
| | 31 | Leave letters written to the instructor and principal are informal letters. | TRUE | FALSE | | | В |
| | 32 | How should one greet people? | With a sad face | With a pleasant smile | With an angry face | With fear | В |
| " Non-verbal Communication" | 33 | Personal hygiene includes | shiny teeth, clean hair & nails | stained teeth, clean hair & nails | stained teeth, dirty hair & clean nails | stained teeth, dirty hair & nails | Α |
| Communication | 34 | Playing with phone or other objects while listening to someone is | Good behavior | Bad Behavior | Care | None of the above | В |

| | 35 | Nodding the head is an important visual sign to show that you are listening. | TRUE | FALSE | | | Α |
|---|----|--|--|---|---|--|---|
| | 36 | Unawareness of the difference between good and bad touch leads to unpleasant experiences. | TRUE | FALSE | | | Α |
| Being Aware of Good and Bad Touch | 37 | Which one of these is an example of bad touch? | pat from the teacher | parents bathing to you as a small child | brother pulling your cheeks | stranger touching you when you are alone | D |
| and Bad Touch | 38 | When someone you do not know touches you, it is good to | shout 'NO' loudly | go away from that person/place | tell an elder or someone trusted | all of the above | D |
| | 39 | I feel good, happy, loved and protected, when I experience a good touch. | TRUE | FALSE | | | Α |
| | 40 | Why do most interviews have the question "Tell me about yourself"? | The interviewer expects to know about the family of the candidate. | | The interviewer wishes to know the name of the candidate. | The interviewer wants to know where the candidate studied. | В |
| Decoding Interview | 41 | If the interviewer is testing your subject knowledge in the interview, you should | Answer precisely and completely | Avoid the question | Answer very shortly | Give descriptive answers | Α |
| | 42 | If you are not selected at the end of an interview, it is good to | Reply thanking the employer for this opportunity | Discourage other candidates | leave the place immediately | Ask the reason for not being selected | Α |
| | 43 | When you speak to a person, you need to | Stare at the pers | Look at the person in a friendly manner. | Look away from the person | Look at the floor | В |
| | 44 | When you are participating in the group discussion | listen to others carelessly | speak clearly and sensibly | maintain eye contact while speaking | allow others to speak | В |
| II Markelaaa | 45 | When a person disagrees with our opinion, we should | Argue strongly. | Fight with the person. | Listen to his/her view. | Keep quite | С |
| " Workplace Communication | 46 | What can be done to avoid repeating the ideas that others have already told? | We should express our idea even if it is the same. | We should listen carefully to avoid repetition. | We should apologise for repetition. | We can listen randomly. | В |
| | 47 | How do you ask for a clarification? | That's true. | Can you please clarify? | Oh, I see. | Thank you for your help. | В |
| | 48 | You apply for an apprenticeship to your dream company but you receive a rejection mail. How will you handle the situation? | You get depressed. | You feel worthless. | You thank them and move on. | You send them an angry mail. | С |
| " Handling Pricetics | 49 | How do successful people handle failure? | They learn from their mistakes. | They get demotivated. | They blame others. | They give up their ambitions. | Α |
| " Handling Rejection and Failure " | 50 | When others say hurtful things about us we should? | Value their words and believe it. | Ignore such ideas and believe in ourselves. | Talk hurtful things about them. | Behave according to their words. | В |

| | 51 | Identify a long term goal from the following | Mastering typing skills | Working for a reputed company | Using a computer | Learning a foreign language | В |
|----------------------------|----|---|--|--|---|------------------------------------|---|
| | 52 | Once we enter a workplace, our communication has to be | personal | careless | professional | useless | С |
| | 53 | What is the basic need for people at workplace to communicate? | To have an understanding about each other's work | for a smooth operation of the work | To help and encourage each other | all of the above | D |
| Professional Networking | 54 | Men and women have different ways of communicating at the workplace. Understanding these differences is called | cultural sensitivity | gender sensitivity | religious sensitivity | political sensitivity | В |
| Networking | 55 | Professional networking is extremely beneficial because | they make a large group of friends | it is fun to know many people | they can help us find good opportunities | they can solve all our problems | С |
| | 56 | LinkedIn is a website that can be used to | meet new members of our profession | share photos and videos our profession | watch movies | wish people on their birthdays | A |
| | 57 | A good way to respond to the question 'Shall we start the discussion?' is | To conclude | But, don't you think? | Yes, let's start. | To sum up | С |
| | 58 | The folder one carries for interviews should contain | resume | markesheets | identity card | all of the above | D |
| Mock Interviews | 59 | As part of grooming, which of the following are essential for attending interviews? | casual clothes | strong perfume | more jewellery | Formal clothes | D |
| | 60 | What should you avoid doing during a group discussion? | maintain eye contact while speaking | speak clearly and sensibly | listen to others carelessly | allow others to speak | С |
| | 61 | The people with whom you will have to communicate at the workplace include | mostly friends | supervisors and co-workers | family members | classmates | В |
| | 62 | Which of these is not an online job search platform? | Indeed | Glassdoor | Snapchat | LinkedIn | С |
| | 63 | What is the ideal way to communicate at the workplace? | Showing respect and active listening | Displaying positive body language | Be willing to ask questions and a willingness to give feedback | All of the above | D |
| | 64 | Identify the short term goal from the following | Maintaining good health | Leading a happy life | Being helpful | Learning to drive a car | D |
| | 65 | Keeping our resume and contact card ready during networking events can help us find | More followers on our personal social media | Job opportunities | Friends | None of the above | В |
| Job Search and Mock | 66 | Effective and easy ways to create a professional network are | join online networking websites like LinkedIn, etc. | Attend job fairs organized by both government and private companies | Keep in touch with your teachers and fellow students | All of the above | D |
| Interviews | 67 | Which of these is a type of interview? | face-to-face | telephonic | online | all of the above | D |
| | 68 | Men and women need to be treated equally in the workplace. It is good to avoid | commenting about women employees | harassing women employees | treating women employees badly | All of the above | D |

| 69 | When you send your resume through email, you are sending it in the form of | drive | attachment | marked text | cookie advertisement | В | |
|----|---|-------------------------|------------|---|-------------------------|---|--|
| 70 | It is useful to get recommendations and endorsements from | family members | friends | former colleagues and supervisors | school teachers | С | |
| / | When you check your watch frequently while speaking to a supervisor, he or she will get | excited | upset | surprised | irritated | D | |
| // | What kind of emotional barriers can be overcome when people communicate? | mistrust | fear | curiosity | both a and b | D | |
| 73 | we should be careful about what we share on social media because | know about it otherwise | do a | our friends will share it to others | All of the above | В | |

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|-------------------------|------|---|--------------------|----------------------|-------------------------------------|-----------------|-------------------|
| | 1 | is the brain of the computer. | Desktop | Window | Central Processing unit (CPU) | Keyboard | С |
| | 2 | allows the user to input letters, numbers and other symbols into a computer. | Mouse | Keyboard | Desktop | Digital Camera | В |
| Basics of Computers | 3 | Which among the following is not an output device? | Monitor | Speaker | Projector | Mouse | D |
| | 4 | In a computer, performs calculations and takes all the decisions. | CPU | Monitor | Mouse | Hard Disk | Α |
| | 5 | Which key of the keyboard allows you to move to the begining of the next line? | Enter | Caps lock | Numeric Keys | Space | А |
| | 6 | Starting a computer is also called as | Running | Scanning | Booting | Operating | С |
| Exploring a Computer | 7 | Arrange the following in a sequence for connecting a phone to the computer. a. Locate the phone folder on the computer and transfer the files. b. Turn both your phone and computer on. c. Connect USB wire to your phone and the computer. | a,b,c | c,a,b | a,c,b | b,c,a | D |
| Basics of Operating | 8 | The serves as an interface between the computer and the user. | Monitor | Operating System | Output Device | Hardware | В |
| System | 9 | Operating systems have a special language called | Binary Language | Access Code | Linux Code | Reboot Code | Α |
| Exploring Windows | 10 | Microsoft Edge was introduced with Windows 10 and replaced as the default web browser. | Google | Internet Explorer | Safari | Mozilla Firefox | В |
| Operating System | 11 | is the operating system of Apple. | Linux | Windows | Mac OS | Safari | С |
| | 12 | Which among the following is the primary storage devices? | Hard disk | Floppy Disk | Memory Card | RAM & ROM | D |
| Using Storage | 13 | is also a form of data storage that cannot be easily altered or reprogrammemed. | RAM | ROM | Memory Card | Hardware | В |
| features on windows | 14 | Which among the following is not a tertiary storage devices? | Hard disk | USB Drive | RAM | Memory Card | С |
| | 15 | is a storage device which is used in mobile phones, digital cameras and MP3 players. | Memory Card | Hard disk | ROM | Optical Disc | А |
| | 16 | Which shortcut is used to save a word file in MS-Word? | Ctrl + N | Ctrl + B | Alt + S | Ctrl + S | D |
| Basics of MS Word | 17 | is the deafult extension of MS word files. | .dc | .dec | .docx | .msdoc | С |
| | 18 | Which shortcut is used to open an existing file in MS-Word? | Ctrl + N | Alt + O | Alt + Existing | Ctrl + O | D |
| | 19 | Arranging words or creating different styles of word on MS-Word is called as | Coloring | Modifying | Editing | Formatting | D |
| | 20 | In MS word to select the whole file which shortcut combination is used? | Ctrl + A | Ctrl + @ | Ctrl + L | Ctrl + D | Α |

| | | 1 | | | | | |
|---------------------|----|---|----------------------------------|----------------------|------------------------------------|----------------------------------|---|
| | 21 | Which among the following is not a command of formatting toolbar? | Bold | Italic | Font Colour | Cut | D |
| Exploring MS Word | 22 | tab is used to insert charts, graphs, images and page number into a word file. | Standard tab | Formatting tab | Insert tab | Review pane | С |
| | 23 | In MS word to close the document which shortcut combination is used? | Ctrl + B | Shift + F4 | Alt + F4 | Ctrl + L | С |
| | 24 | In MS Word, when you open a new blank document the cursor appears on the corner of the page. | Outside the page | Middle of the page | Top Left | Bottom Right | С |
| | 25 | lets the user to type uppercase letters or characters when used in combination with another. | Shift | Backspace | Delete | Tab | Α |
| | 26 | indicates where one can enter text on the page. | Arrow | Cursor | Hyphen | Hyperlink | В |
| | 27 | is an user-friendly software used to create Leave letters, letters of application for jobs, resumes. | MS Excel | Notepad | Wordpad | MS Word | D |
| Creating Documents | 28 | Arrange the following in the right order of printing a resume on MS Word. a. Press Ctrl + P b. Select the number of pages you want to print and press the Print Tab. c. Open the document you want to print. | a,b,c | a,c,b | c,a,b | b,a,c | С |
| | 29 | Which shortcut key is used to underline the main headings of your resume? | Ctrl + U | Ctrl + B | Ctrl + L | Ctrl + X | Α |
| | 30 | Which function key allows you to rename a file? | F1 | F2 | F3 | F4 | В |
| | 31 | Find the missing word in the sequence, a. Click on Home Tab b. Select group c. Select Left Alignment | Font | Clipboard | Paragraph | Styles | С |
| | 32 | is an electronic document in the form of grid and is used for calculations. | MS Word | Spreadsheet | Wordpad | Calculator | В |
| | 33 | Which among the following is not a component of MS Excel worksheet? | Column | Row | Formula Bar | Paint Bar | D |
| Basics of Excel | 34 | contains one or more worksheets. | Workbook | Workfile | Address bar | Document | Α |
| | 35 | Which among the follwing is a right cell address? | F@ | a34 | G16 | 2B | C |
| | 36 | Cell Adress is a combination of and of the cell. | Row name and Column Number | Row and column width | Column Number and Row height | Column Name and Row number | D |
| | 37 | Which shortcut combination prints the excel sheet? | Ctrl+shift+Print Scr | Ctrl+P | Alt+P | Tab+P | В |
| | 38 | To enter any formula in excel which symbol is used? | () | ? | # | = | D |
| Simple Functions on | 39 | function allows the user to perform addition operation. | addition() | Sum() | Sumif() | Addall() | В |
| | | | | | | | |

| Excel | 40 | option allows the user to check how the worksheet looks when printed. | Outlook | Demo | Preview | Print sheet | С |
|-----------------------------|----|--|------------------------------------|---|---|---|---|
| | 41 | MS Excel workbooks by default are saved with extension. | .xlsx | .xl | .excel | .msel | Α |
| | 42 | To cut and paste content of a cell to another cell which shortcut combination is used? | Ctrl C & Ctrl P | Ctrl X & Ctrl V | Alt C & Alt V | Ctrl C & Ctrl P | В |
| | 43 | is a worldwide system of computer networks. | Communication | Broadband | Internet | Social Media | С |
| What is Internet? | 44 | A wireless technology that connects a laptop to the internet is called | Bluetooth | WiFi | Source Network | Desktop | В |
| | 45 | Which among the follwing is not an Internet browser? | Google Chrome | Mozilla Firefox | Internet Explorer | Data Channel | D |
| Searching for | 46 | webpages on the internet that collects and displays the most relevant information. | Search Engine | Engine | Search tab | Software | A |
| Information on the Internet | 47 | are words that help us find what we are looking for on the Internet. | Alphabets | Keywords | Browser | Names | В |
| | 48 | Where do you type the address when you are looking for a website? | Gmail | Computer | Address bar | Task Bar | С |
| | 49 | Which among the following should be followed while setting up a new password? | Password should be your name | Passwords should be your phone number | Password must have only 5-6 letters | Password should be a combination of alphabets, numbers and symbols | D |
| Best Practices to | 50 | In Windows, you can lock your computer by pressing combination keys. | Lock + Prt Scr | Delete + Shift | Ctrl + Shift + Del | Space bar + Alt + F4 | С |
| follow on Internet | 51 | deletes spyware programmes installed on your computer and can prevent them from getting installed. | Antispyware | Virus | Software | Passwords | Α |
| | 52 | Which action should be avoided during online transactions? | Using strong password | Clearing browsing history | Sharing personal information | Using only secured sites | C |
| | 53 | A website is secure if it has https as its prefix and a locked symbol. | Speaker | Padlock | Equal | Star | В |
| | 54 | is an electronic message transmitted over internet. | Message | Chatbox | E-Mail | Webpage | С |
| İ | 55 | is the mailing service run by Microsoft. | G-Mail | Yahoo | Hotmail | Outlook | D |
| ļ | 56 | In an E-Mail shows the topic of the message. | Attachments | Subject | BCC | CC | В |
| | 57 | Which among the following allows the recipient to see all the copied email contacts? | BCC | FCC | СС | From | С |
| Communicate using Email | 58 | is a type of file, such as a photo or document that you can send along with your email. | Virus | Attachment | Сору | Recipient desk | В |
| | 59 | While sending an Email to attach a photo or document, which symbol need to be clicked? | Equal to | Smiley | Stapler | Paper Clip | D |

| | 60 | The folder holds emails that people have sent to you. | Outbox | Inbox | Message | Trash | В |
|---|----|--|--|-----------------------------------|--|----------------------------|---|
| | 61 | The folder holds emails that may not be useful. | Outbox | Trash | Spam | Sent | С |
| | 62 | Which among the following is an example of a strong password? | mycomputer | lloveindia | abcd1234 | @35dof#secure | D |
| nternet Safety | 63 | is a secret code that allows only YOU to access your accounts. | Password | Mobile phone | Email | Alarm | Α |
| | 64 | Never send a reply to email. | Inbox | Trusted Emails | Spam | Long | С |
| | 65 | Learning using a mobile is called | Digital Learning | Offline learning | Self Learning | Adult Learning | Α |
| ntroduction to | 66 | are generally small, individual software that can be downloded from playstore or appstore. | Internet | Spreadsheet | Mobile Applications | TV Shows | С |
| nobile applications | 67 | Which among the following is not an Online payment application? | Google Pay | внім ирі | Banking Applications | Instagram | D |
| | 68 | is a widely used app to find routes from one place to another. | Redbus | Google Map | Trek | Makemytrip | В |
| | 69 | In an Android phones, apps can be downloaded through the | Play Store | BHIM UPI | Webpage | Google Pay | Α |
| Simple Mobile Applications | 70 | Banking transactions are only possible between | E Mail accounts | Passcode verifyers | Verified phone numbers | Social Media accounts | С |
| | 71 | is an image that can be scanned instantly that transates the information into human readable form. | QR Code | Photos | Code reader | Encrypter | A |
| | 72 | Which among the following cannot be done through BHIM UPI? | Requesting money from other verified user | Scan and Pay using QR Codes | Sending money to other verified user | Chat with all your friends | D |
| | 73 | What is the minimum age to register as an apprentice? | 10 | 14 | 18 | 21 | В |
| | 74 | The largest government agency that helps small entrepreneurs is the | Ministry of defence | Entrepreneurshi p Unit | MSME (Ministry of Micro, Small & Medium Enterprises | Financial Agencies | С |
| | 75 | is the official website to apply for the apprenticeship training. | www. ITlapprenticeshi p.gov.in | www. skilltraining.com | www. apprenticeshipi ndia.gov.in | www.msme. | С |
| Exploring popular site for learning and career growth | 76 | Which of the following document is not required as a soft copy while applying for apprenticeship? | Technical education certificates | Aadhar Card | Bank Passbook | Blood group certificate | D |
| | 77 | tab is used by ITI students to register for apprenticeship using the official website. | Third party aggregator | Candidate registration | ITI registration | Establishment | В |
| | 78 | Which among the following is not provided in bharat skill portal? | Question Bank | Course Videos | Study Materials | ITI Exam Results | D |
| | 79 | Which among the following is a job search website? | www.naukri. com | www. skilltraining.com | www. bharatskills.com | www.msme. | Α |

| | | | | | | | | _ |
|--|----|---|------------|----------------------|-----------------|--------------------|---|---|
| | 80 | is a group activity to learn about job opportunities. | Apprentice | Job Search hackathon | On job training | Self Employment | В | |

| | | EMPLOYABILITY SKILLS - ENTREP | RENUERSHIP QUESTION BANK | 2022 | | | - |
|------------------------------------|------|---|---|---|--|---|-------------------|
| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct Answer |
| | 1 | The recipe for success includes | Self-Awareness & Self- Belief | Independence | Grit | All of the Above | D |
| | 2 | India is a country | underdeveloped | Developed | Developing | None of the Above | С |
| | 3 | As per "The State of Employment Report in India' of 2010, women are paid men for same work | Equal to | More than | Less than | None of the Above | С |
| ntroduction to Entrepreneurship | 4 | An is a self-employed person who is always trying to make his/her business better by taking risks and trying new ideas | Wage-employed | un-employed | Entrepreneur | None of the above | С |
| | 5 | What does a person need to succeed in Entreprenuership? | Money | Power | Politics | Mindset | D |
| entrepreneursnip | 6 | A person is someone who works for a person/organization and gets paid for that work | Self Employed | wage employed | Entrepreneur | None of the above | В |
| | 7 | is the act of setting up and running a business, taking on risks in the hope of profit. | Entrepreneurship | wage employement | Both A & B | None of the above | A |
| | 8 | Expansion of BRICS is | Brazil, Russia, India, China and South Africa | Brazil, Russia, Indonesia, China and South Africa | Belgium, Russia, Indonesia, China and South Africa | Brazil, Russia, India, China and Swizerland | Α |
| | 9 | Which of these is a quality of an entrepreneur? | Hardworking | Creative | Risk taker | All of the Above | D |
| | 10 | What does 'S' in SWOT stand for? | Strength | Support | Supervise | Sincere | Α |
| Being Entrepreneurial | 11 | What does 'W' in SWOT stand for? | Winner | Weakness | Worry | Warning | В |
| Littiepreneuriai | 12 | What does 'O' in SWOT stand for? | Opportunity | Opponent | Observer | Outstanding | Α |
| | 13 | What does 'T' in SWOT stand for? | Time | Threat | Target | Technology | В |
| M. B. sin and Ida | 14 | An entrepreneur should not take any risks | TRUE | FALSE | | | В |
| My Business Idea | 15 | What is the full form of FMCG? | First Moving Customer Goods | First Moving Consumer Goods | Fast Making Customer Goods | Fast Moving Consumer Goods | D |
| | 16 | Best way to identify customers needs is | Through 3rd person | By advertising on newspaper | By observation and Message | By talking to them and survey | D |
| | 17 | Which are the important elements to remember while doing a customer survey? | Talk and Talk More | Write and read | Listen and listen | Listen, observe & talk | D |
| | 18 | What is the full form of GST? | Good and Sales Tax | Goods and Service Tax | Great Service Tax | Great Sales Tax | В |
| | 19 | Goods and Service Taxes (GST) Bill was implemented in | 2017 | 2019 | 2020 | 2018 | A |
| Map the Market - Part | 20 | A is the process of gathering data from people about certain topics by interacting with them | Survey | Case Study | Both A & B | None of the above | А |
| 1 & 2 | 21 | What is the expansion of 'MSME' ? | Micro, Small and Medium Enterprises | Ministry of Small and Medium Enterprises | Ministry of Small and micro Enterprises | Micro, Small and Model Enterprises | А |
| | 22 | Standup India supports entrepreneurship among and _ | women and SC/ST Communities | Minority and SC/ST Communities | Senior Citizen and SC/ST Communities | Senior Citizen and Women Communities | A |
| | 23 | How much bank loan "The Standup India" schemes offers for setting up new enterprises outside of the farming sector? | 50 lakh - 1 croce | 1lakh - 10 lakh | 1 lakh - 50 lakh | 10 lakh - 1 croce | D |
| | 24 | MSMEs - encourages | entrepreneurship, employment and livelihood opportunities | Population in the country | School education | None of the above | A |
| | 25 | Which is the Good method to interact with customer for survey? | Go prepared with the questions that you want to ask. | Speak to at least 20 people to get reliable data. | Speak Politely & deeply | All of the above | D |
| | 26 | Which is the important scale to improve business ideas? | Customer | Competitor & Technology | Funds & Govt Schemes | All of the above | D |
| Overall Market | 27 | The full form of 'NIC' is | Net, Interest, Cost | National Institute of Corruption | Need, Interest, Concern | News, Interest, Communication | С |
| Analysis | 28 | What is the full form of 'UVP'? | Utilise Value Product | Unique Value Proposition | Under Value Price | Unique Value Price | В |

| | 29 | Feedback means | Suggestion for improvement | Things people like about the idea | Things people do not like about the idea | All of the above | D |
|-----------------------------|----|---|----------------------------|-----------------------------------|---|--|---|
| | 30 | What does 'S' in SMART stand for? | Specific | Success | Strength | Smart | Α |
| | 31 | What does 'M' in SMART stand for? | Money | Management | Measurable | Market | С |
| Business planning | 32 | What does 'A' in SMART stand for? | Action | Achievable | Ambitious | Awareness | В |
| | 33 | What does 'R' in SMART stand for ? | Realistic | Retail | Recycle | Responsibility | Α |
| | 34 | What does 'T' in SMART stand for? | Threat | Timely | Trust | Talent | В |
| | 35 | The 4Ps of a good sales pitch are: promise, picture, pitch and ? | Product | Proof | Price | Public | В |
| Pitching for my Business | 36 | Showing the customer that your product actually works and does what it says, is called in a sales pitch. | Picture | Power | Product | Proof | D |
| Dusmicss | 37 | Your final selling statement – one that will ensure the sale is called a | Product | Pitch | Picture | Proof | В |
| | 38 | The amount collected by selling a product or service is called sales. | True | False | | | Α |
| | 39 | The methods of tracking our money that will help manage our finances is called | Acountancy | Money Management | Income | Saving of Money | В |
| | 40 | Managing Money helps us determine our profits and losses. | True | False | | | Α |
| | 41 | can be accounted for as business expenses. | Rent | Equipment | Labour charges | All of the above | D |
| 1 | 42 | Money Management can help us understand and keep track of: | money available | expenditure incurred | income generated | All of the above | D |
| | 43 | Which of the following is not a part of Money Management? | Manufacturing | Loss | Cash avaliable | Profit | Α |
| Accounting | 44 | Sheetal has a clothing retail business. She spends a total of Rs.3000 for 20 tops. She sells 20 tops for Rs.4500. Sheetal has made a? | Loss | Profit | | | В |
| | 45 | What is the full form of COGS? | Cost of Goods Sold | Care of Good Sale | Care of Good sale | Cost of Good sale | Α |
| | 46 | The formula for COGS is | Total Sales- COGS | Money remaining + sales | Total purchases – inventory at the end of the month | Opening balance – expenses | С |
| | 47 | Inventory Value is | Total Sales | Money Remaining | Monetary value of unsold products | Amount spent on paying rent | С |
| | 48 | The techniques which one applies to promote goods or services and increase sales is called | Marketing Techniques | Money Management | Product pitching | Customer Service | Α |
| | 49 | Which of the following are methods of marketing? | Word of Mouth | Schemes & Discount | Social Media page promotion | All of the above | D |
| | 50 | Sponsoring local events like cricket matches or Diwali celebrations is a marketing method. | True | False | | | A |
| Marketing | 51 | Shilpa is going door to door selling handicrafts. This is an example of marketing. | Online | Offline | Mass | None | В |
| Marketing | 52 | Reena sells her product in creative packaging that customers like. This is a marketing method. | True | False | | | Α |
| | 53 | Which of these is not a Marketing method? | Word of mouth | Instagram account for business | Paying rent | 20% Discount on products | С |
| | 54 | Anitha started a TikTok account for her crafts business. She used marketing strategy | Online Marketing | Poster | Tagline | Networking | Α |
| | 55 | Which of these is not online marketing? | Facebook Post | Business Website | Instagram Story | 30% discount on your first store visit | D |
| | 56 | While carrying out business, doing the morally right thing is considered as | consumer law | business ethics | decision making | business strategy | В |
| | 57 | Discipline, Honesty, Accountability and are the core values while talking to customers. | Respect | Kindness | Power | Money | Α |
| | 58 | Being responsible for your actions towards customers is known as | Accountability | Discipline | Marketing | Respect | Α |
| Ethical Business | 59 | Business ethics are for customers only. | True | False | | | В |

| Practice Practice | 60 | An entreprenuer should ensure that the products and services should not harm the customer. | True | False | | | Α |
|-------------------|----|---|----------------------------|---|---------------------|------------------|---|
| | 61 | | Respecting Consumer Rights | Treating everyone fairly, from customers to co-workers to employees | Saying no to bribes | All of the above | D |
| | 62 | Whose right is this? The right to be protected against the marketing of goods and services that are hamful to life and property. | consumer | business | child | citizen | Α |
| Vision Boarding | 63 | When you tell a business story, the following steps shoule be followed: a b. your struggles c. how you solved problems d. closing | customer | family | introduction | friends | С |
| | 64 | A describes what a company desires to achieve in the long-run. | Ethical practice | Marketing strategy | Business strategy | vision statement | D |
| | 65 | The most critical part of your business success story is your | Introduction | Challenges | Supporters | All of the above | D |

| | | EMPLOYABILITY SKILLS - MAINTAININ | G EFFICIENCY QUEST | ION BANK 2022 | | | |
|--|------|--|--|--|---------------------------------------|------------------------------|-------------------|
| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct Answer |
| | 1 | A worker helps bring the best output by using the available resources. Such a worker is called | Ineffective | Productive | Bad | Selfish | В |
| | 2 | Who gets the benefit of increased productivity? | Government | consumer/worker | Bussiness | all of the above | D |
| Effiency in the workplace | 3 | One can be efficient at the workplace, if he/she | Is punctual | Follows rules | Follows safety procedures | All of the above | D |
| | 4 | Safety includes | Proper housekeeping | Proper storage and handling of tools and equipment | Use of appropriate PPE | All of the above | D |
| | 5 | Growth of an organization, is growth of | An economy | A political party | A labour union | None of the above | Α |
| | 6 | The economic growth of a country is | Increase in the population | Increase in the production of goods and services | Increase in size of families | None of the above | В |
| Growth | 7 | Work becomes more efficient with | Population growth | Expansion of trade unions | Teamwork and collaboration | Becoming a developed country | С |
| | 8 | Expansion of GDP | Gross Domestic Product | Good Domestic Product | Great Domestic Product | None of the above | A |
| | 9 | Economic growth is measured by the increase in a country's total output or real | Increase in the population | Gross Domestic Product | A political party | Expansion of trade unions | В |
| | 10 | The process of transforming ourselves for a better physical, social, intellectual state is called | Union member | Good working | Personal growth | None of the above | С |
| | 11 | The effort taken to learn new skills and technologies, helps to | Grow in our profession | Become a union leader | Be close to political leaders | None of the above | A |
| | 12 | Team work helps to | Learn from peers | Collaborate with other employees | Be efficient at work | All of the above | D |
| Personal Growth | 13 | Pomodoro is a technique that can be used for | Working in teams | Mechanical jobs | Time management | Making machines do the work | С |
| | 14 | Pomodoro is the Italian word for | Tomato | Potato | Brinjal | Onion | Α |
| | 15 | How many stages are there in Personal Growth | Two | Three | Four | Five | D |
| | 16 | Transforming ourselves for a better physical, emotional, intellectual, social and financial state is | Company's Growth | Personal Growth | Economic Growth | None of the above | В |
| | 17 | As organizations grow, they need to | Become satisfied with the existing technologies | Stay updated with changing technologies | Use manually operated technology | None of the above | В |
| Best Practices relevant for Industry | 18 | As technology changes, organizations need to | Buy high-end machinery | Train employees periodically | Conduct safety training for employees | All of the above | D |
| | 19 | Identify which is not a good practice people management | Involving employees in the development of business | giving memo for every mistake | communication with employees | offering employee leave | В |
| Factors Affecting Productivity – Identification of | 20 | Once the problems have been identified, we need to break them down into simpler elements becasue we can the solutions. | change | identify | criticize | remove | В |
| Problems – Case Study 1 | 21 | Filling out a form by answering questions is a part of | Accounting | Costing | Exam | A questionnaire survey | D |
| Factors Affecting Productivity – | 22 | The challenges faced by migrant workers are any other workers | much more than | same as | not as important as | all of the above | Α |

| Identification of Problems – Case Study 2 | 23 | One of the key reasons identified as affecting migrant labourers most is | Lack of literacy | Bad habits | Laziness | Forming groups | Α |
|--|----|---|------------------------------|-----------------------------|--|---------------------|---|
| | 24 | It is the responsibility of the to provide water, power and other basic facilities to the workforce | Government | Employees | Management | None of the above | С |
| Factors Affecting Productivity – Solutions | 25 | When workers are migrating, companies should conduct | a formal induction programme | a safety training programme | a cultural programme | an informal meeting | Α |
| Colutions | 26 | is helpful for collecting employee feedback and understanding them. | Employer surveys | Employee surveys | Product surveys | Process surveys | В |
| | 27 | Lack of productivity is a serious threat to any society. It is caused by waste of | Time | Resources | Investments | All of the above | D |
| Impact of Lack of Productivity | 28 | When a company is not productive, it has a effect on its employees and society. | Negative | Positive | Neutral | moderate | Α |
| - | 29 | Irresponsible employees of any company create | Loss to the company | Affect the environment | Waste resources | All of the above | D |
| | 30 | Low productivity leads to | low employment | low investment | low saving | All of the above | D |
| | 31 | Maintaining and improving productivity is a process | Quick | Temporary | Continuous | One time | С |
| Tips for Maintaining and | 32 | Efficient productivity improvement techniques ensure | Individual's growth | organization's growth | both an individual's & organization's growth | none | С |
| Improving Efficiency at the Workplace | 33 | What are the characteristics of workers who focus on productivity improvement? | Teamwork | Vision | Goals | All of the above | D |
| | 34 | Productivity is the of production systems | Measurement | Efficiency | Both measurement and efficiency | None of the above | С |

| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct |
|----------------------------------|------|---|-----------------------------------|----------------------------------|---|--------------------------------------|----------|
| | 1 | Protection from accident, danger, risk, hazard or damage is called as | Occupational safety | Occupational Problems | Anticipation | Work preservation | A |
| Occupational safety & hygiene | 2 | Safety of employees is important because- | increases the quality of products | improves productivity | reduces absenteeism | All of the above | D |
| | 3 | Loud Noise is type of occupational hazard | physical | biological | chemical | ergonomic | Α |
| | 4 | Workplace safety includes protection of the workers against | weather | chemicals | dust | all of the above | D |
| | 5 | When a fire emergency occurs, people have to be the workplace. | locked in | removed from | moved into | none of the above | В |
| Personal Protective | 6 | PPE stands for | Personal Protective Equipment | Personal Productive Equipment | Professional Protective Equipment | Professional Productive Equipment | A |
| equipment (PPE) | 7 | PPE includes | safety helmets | gloves | safety glasses | all of the above | D |
| | 8 | protect hands from cuts, burns or harmful liquids | Goggles | Gloves | Ear plugs | Helmets | В |
| | 9 | are is used for eye protection | goggles | gloves | helmet | ear plug | Α |
| | 10 | Ear plugs protect ears from | Loud Noise | music | chemicals | none of the above | Α |
| | 11 | An accident or injury that can happen in the workplace is called | Occupational work | Occupational Hazard | Occupational precaution | None of the above | В |
| | 12 | Hygiene-related hazards are caused by the | contamination of hands | falls | hot or sharp surfaces | none of the above | Α |
| | 13 | is an example for flammable or explosive substances | Gas cylinders | Chemicals | flammable gas | All the above | D |
| Occupational | 14 | Septic tanks, mines, manholes, storage towers, vessels, tunnels, etc. are called as | open spaces | confined spaces | safe spaces | none of the above | В |
| Hazards | 15 | The help given to a sick or injured person until medical help is available is known as | Loan | First Aid | Attention | None of the above | В |
| | 16 | While giving first-aid for burns, which one of the following should be avoided? | ointment and cream | iced water | Both a & b | cool or lukewarm running water | С |
| | 17 | Hazards are caused by? | people | equipment | environment | all of the above | D |
| | 18 | cause injury to workers when an object, piece of equipment or material comes in contact with the worker. | Physical Hazards | Chemical Hazards | Biological Hazards | Psychological Hazards | A |
| | 19 | Fire, uneven surfaces, working at heights, unprotected electrical equipment can cause hazards? | Physical Hazards | Chemical Hazards | Biological Hazards | Psychological Hazards | А |
| | 20 | Hazards due to the toxic properties of chemicals are classified as | Physical Hazards | Chemical Hazards | Biological Hazard | Psychological Hazards | В |
| | 21 | Chemical hazards can be caused by | Inflammable substances | corrosive substances | oxidizing substar | All of the above | D |
| Classification of | 22 | Bacteria and viruses, fungi, insect or animal bites, poisonous plants, animal waste, human- waste, can cause? | Physical Hazards | Chemical Hazards | Biological Hazard | Psychological Hazards | С |

| hazards | 23 | Biological hazards can arise due to organisms or substances produced by other harmful organisms | TRUE | FALSE | | | Α |
|---|----|---|---|---|---|-----------------------|---|
| | 24 | Extreme pressure at workplace, conflicts at workplace, harassment, can cause? | Physical Hazards | Chemical Hazards | Biological Hazard | Psychological Hazards | D |
| | 25 | reduces risk of injury, improves performance and increases productivity. | Ergonomics | Psychology | Economics | Ethics | Α |
| | 26 | Maintaining a comfortable environment with good lighting, right temperature, less noise and vibration is an example of? | Economics | ethics | ergonomics | none of the above | С |
| Ergonomics | 27 | Ergonomic work environment is created by: | keeping frequently used objects within easy reach | maintaining erect position of back and neck with shoulders relaxed | providing mobility and change of posture | All the above | D |
| | 28 | refers to any chronic ailment that happens as a result of work or occupational activity. | Occupational diseases | Occupational safety | Occupational hazard | None of the above | Α |
| Occupational diseases | 29 | Over exposure to pollution, chemicals, smoke can cause | Lung cancer | Hearing loss | Anthrax | None of the above | Α |
| uiseases | 30 | Loud Noise in the work atmosphere can cause? | Lung cancer | Hearing Loss | Jaundice | None of the above | В |
| | 31 | are used to protect both the user and the machines | Machine guards | Machinery | PPE | None of the above | Α |
| Machine guards - Types | 32 | Machine Guard helps in | Protecting the machine and the operator | allowing smooth functioning and maintenance of the machine | Preventing the Accidents | All of the above | D |
| | 33 | In order to cut off power automatically, which of the following guards is used? | Lock guard | Interlock guard | Lockless guard | fencing | В |
| Environmental education | 34 | The responsible usage of environment benefits | Only the present population | only the future generations | both the present and the future generations | none of the above | С |
| | 35 | Ozone depletion is the disturbance caused in thelayers of the atmosphere. | inner | middle | outer | core | С |
| Pollution, Ozone | 36 | In order to preserve our environment, we need to minimise the use of | plastics | air | sunlight | none of the above | Α |
| depletion and Global warming | 37 | Excessive use of pesticides and fertilizers leads to | air pollution | soil pollution | thermal pollution | none of the above | В |
| | 38 | When we follow 3Rs method in our day-to-day personal and professional life, we can control the use of | Natural resources | human resources | manmade resources | financial resources | Α |
| | 39 | Substances which can be decomposed or destroyed are called | Non biodegradable | biodegradable | Biological Hazards | chemical | В |
| Preventing environmental pollution - 3 Rs | 40 | The 3R method which is used to preserve environment includes | Reduce | Recycle | Reuse | All of the above | D |

| | | EMPLOYABILITY SKILLS - ESSENTIA | AL SKILLS QUESTI | ON BANK 2022 | | | |
|------------------------------|------|---|---|---|--|--|-------------------|
| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct Answer |
| - 16 - | 1 | Having a clear idea of our personality including strengths, weaknesses, thoughts, beliefs, motivation, values etc is called | Belief | Self Awareness | Myth | Threat | В |
| Self-Awareness - 1 | 2 | Which of the following does not constitute your identity? | Opinions | Values | Likes | Marks scored in an exam | D |
| | 3 | Background refers to a person's | experiences | training | education. | All of the above | D |
| | 4 | are the abilities and qualities you have as a person that helps you grow well in life and career. | Personal Strengths | Personal weaknesses | Opportunities | Threats | А |
| | 5 | are the qualities that are considered negative, and need to be worked on. | Personal Strengths | Personal weaknesses | Opportunities | Threats | В |
| Self-Awareness - 2 | 6 | Which of the following is an example of personal weakness | Confidence | Being lazy | Hard working | Active | В |
| | 7 | Goals are of 2 types: | Good and bad goals | Long-term and short-term goals | Rich and poor goals | Fixed-term and non-fixed term goals | В |
| | 8 | What is stress? | Feeling of joy | Feeling of surprise | Feeling of delight | Feeling of frustration / disappointment | D |
| | 10 | Which of these is a sign of good stress? | It prevents you from pursuing your goals. | It makes you doubt yourself. | Does not lead to long-term tension, loss of sleep. | Makes you physically ill or causes pain. | С |
| Stress Management | 11 | Which of these can be a cause of stress? | Pressure to perform in exams. | Conflict among friends. | Long commute from home to work. | All of the above | D |
| | 12 | Which of these is a sign of bad stress? | Prevents you from pursuing your goals. | Makes you feel physically ill or in pain. | Makes you doubt your ability to perform at a given task. | All of the above | D |
| | 13 | An activity that stops or reduces stress is called a stress buster. Which of the following according to you is not a stress buster? | Spending long hours thinking about the problem. | Going to bed on time. | Listening to music. | Gardening | A |
| Stress Management - Tools | 14 | What is mindfulness? | It is the technique of not minding anything. | It is about sharpening your brain. | It is the ability to be fully present in a moment. | It is the word used to describe people who are full of thoughts. | С |
| | 15 | Which of the following is true about stress ? | Stress can be managed | Stress cannot be controlled | Stress can not be decreased | All of the above | A |
| | 16 | Which of these is an essential step in the problem solving process? | To follow your instinct | To think deeply about the problem | To gather and analyze data | To report the problem to a higher-up | С |

| Problems Solving | 17 | Which of the following statements is true | Only experts can solve any problem | The more problems you solve, the better you will get at problem solving! | We need to pursue a course to even solve a simple problem | It is not important to solve any problem | В |
|---|----|---|--|--|--|---|---|
| | 18 | Which of these should be considered while making decisions? | Your mood | The choices of your friends | The rules of your community | Your personal priorities. | D |
| Decisions and Negotiations | 19 | Which of these is the full form of SWOT? | Special Wellness Organization Theme | Speak Work Openly Together | Strong World Olympic Team | Strength Weakness Opportunity Threat | D |
| Negotiations | 20 | If someone is impulsive, it means that they act on instinct, without thinking well about their decisions. Impulsive decisions may lead to | no negotiation and disappointment. | wise negotiation | Win | None of the above | A |
| | 21 | Decisions based on your personal priorities lead to | no negotiation | wise negotiation | disappointment | None of the above | В |
| | 22 | is the process of organizing and planning how to divide your time between specific activities. | Time Management | Stress Management | Money Management | None of the above | A |
| Time Management | 23 | Which of the following statement(s) is true about time management? | It will help to get more done in less time, even when there is time constraint | Good time management enables you to work smarter. | You will be able to meet deadlines and deliver quality products or services. | All of the above | D |
| | 24 | The Pomodoro technique is a system that encourages people to work with the time they have. So, what is Pomodoro technique used for? | Cutting tomatoes | Managing time and staying focused on one task for longer. | Make us build a habit. | To express respect for elders. | В |
| | 25 | How many days does it take to form a habit? | 10 | 14 | 21 | 7 | С |
| | 26 | refers to the processes of budgeting, saving, investing and spending our resources well. | Money Management | Stress Management | Time Management | None of the above | Α |
| | 27 | An example of desires is | Books and pen | An expensive bike | Mobile recharge | Uniform | В |
| Money Management | 28 | When spending money, last priority should be given to | Wants | Needs | Desires | All of the above | С |
| | 29 | The 3 stages of Money Management are Saving, Investing and | Expenditure | Spending | Income | All of the above | Α |
| | 30 | This intention to move out of one's place to another for better jobs is called | Mitigation | Litigation | Migration | Irrigation | С |
| | 31 | What is a comfort zone? | It is a place where we go to sleep. | It is a place where children live. | Our familiar lifestyle and behaviour is our comfort zone. | A place designed in airport for resting. | С |
| Migrating for Opportunities - Should do it? | 32 | Which of these statements is true? | All jobs are available in all cities. | Some cities have more opportunities than others for certain job roles. | Salary in metro cities is always higher than small towns | Only a few cities have job opportunities. | В |

| | 33 | Which of these should be taken into account while moving to a new city for work? | We should think about our food preferences. | | We should think about the language differences. | We should think about how much we will miss the comfort of our home. | В |
|--|----|--|--|--------------|---|--|---|
| | 34 | Which of these expenses are incurred when we move to a new city? | Buying new clothes | Buying books | Buying shoes | Rent of an accomodation | D |
| Migrating for Opportunities - Best Practices | 35 | Which among these are not good manners while travelling by public transport? | Push back our seat without checking with the person on the back seat | | Follow the instructions of the cabin manager. | Speak in a low voice. | A |
| | 36 | Which of these documents are not compulsorily required for international travel? | Passport | Visa | Personal identification (eg. Aadhaar Card) | Electricity Bill | D |

| LESSON NAME Q NO QUESTION Coption Cop | | | | Correct Answer | | | |
|--|------------|--|--|---------------------------------|-----------------------|---|---|
| | 1 | To safeguard the workforce, many labour and industrial laws have been established by | Employer | Employee | Government | Customer | С |
| abour Welfare: lenefits Guaranteed inder Various Acts 1 To safeguard the workforce, many labour and industrial laws have been established by 2 Factories act ensures to regulate the working conditions of workers in the factory. Which may be an objective of particular for workers in factories and for workers in factories and for workers in factories and for workers in factories 3 Why are labour laws establised by Government? To exploit the workers fastly workers fastly workers from the workers fastly from the workers fastly from the workers fastly workers from the workers fastly workers fastly from the workers fastly from the workers fastly workers fastly from the workers fastly from the workers fastly workers fastly workers fastly from the workers fastly workers fastly workers fastly from the workers fastly workers fastly workers fastly workers fastly from the workers fastly workers fastly workers fastly workers fastly from the workers fastly workers fastly workers fastly workers fastly from the workers fastly from the workers fastly workers fastly workers fastly workers fastly workers in factories. 4 Which of the following is not a part of employee rights? Promotions Safety Bonus Entertainment from workers fastly workers fastly workers fastly workers in factories. 5 The minimum age qualification for apprenticeship in the part of part of the workers fastly workers fas | | A | | | | | |
| under Various Acts | 3 | Why are labour laws establised by Government? | 1 : | | the workforce from | that workers come to workplace on | С |
| Employees State Insurance Act, Apprentices Act The minimum age qualification for apprenticeship training is | Promotions | Safety | Bonus | Entertainment | D | | |
| Employees State Insurance Act, Apprentices Act The stipends of apprenticeships are based on Who all are covered under Employees State Insurance Act? Stipends are provided based on the | 21 years | 15 years | В | | | | |
| | Religion | С | | | | | |
| | 7 | | | | | | D |
| | 8 | educational qualifications and the nature of the | Yearly | Weekly | Monthly | Daily | С |
| | 9 | | Pay | Wage | Honorarium | Money | В |
| | 10 | | Provident | Permanent | Provisional | Provisional | A |
| | 11 | | | Profit | | tax | Α |
| | 12 | Expansion of POSH is | Social | Sexual | Sexual | Provision of Social Harassment | В |
| Workmen's | 13 | | red as remuneration by way of salary, nent for the work done. Pay Wage Honorarium Money B Employees Provident Fund Act Fund | | | | |
| POSH | 14 | According to the POSH Act, 'sexual harassment' includes | Unwelcome sexually tinted behaviour | Vulgar and unnecessary comments | Unwelcome touching | all of the above | D |

| | 15 | The Workmen's Compensation Act provides for payment of compensation to | Workmen and their dependents | Workmen only | Dependents only | None of the above | Α |
|--|----|--|--|--------------|--------------------|------------------------------------|---|
| | 16 | The first step in establishing social justice is to protect | The Rich | Employer | Customer | Those who can't protect themselves | D |
| Applicable labour and industrial laws | 17 | In attaining international uniformity has played an important part. | their dependents The Rich Employer Customer Those who can't protect themselves International Labour Organization International Labour Organization Customer Customer Those who can't protect themselves International Labour Organization Customer C | | | | |
| Interpreting Applicable labour and industrial laws The first step in establishing social justice is to protect Interpreting Applicable labour and industrial laws The first step in establishing social justice is to protect The Rich Employer Customer Customer Those who can't protect themselves the international Labour organization | | Losses | В | | | |

| 1 Quality is all about producing products without Price Price Design Defects Standard | | | | | | | |
|---|------|---|--|--|---|---|-------------------|
| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct Answer |
| | 1 | Quality is all about producing products without | Price | Design | Defects | standard | С |
| Total Quality | 2 | | Large | Small | Different | Similar | В |
| Quality Circle | 3 | Quality Circles help employees work in team towards | A common goal | Different goals | Solving different problems | increased profit | Α |
| | 4 | | Customers | Employees | Employers | Managers | A |
| | 5 | | Plan-Do-Check-Act | Plan-direct-check- Act | Plan-Define-Check-Act | Plan-Deny-Check-Act | A |
| | 6 | PDCA model has no of stages. | Four stage | Two stage | One stage | Five Stage | Α |
| PDCA & Quality Management system | 7 | | Emotions | Health | Income | Needs | D |
| management cyclem | 8 | A Quality Management system is a approach. | well defined | Difficult | Complicated | None | Α |
| | 9 | the processes within an organization. It also leads to customer | Focus on user | Participation of workers | Continous improvements | All of the them | D |
| | 10 | | Cause & Effect diagram | Check & Effect diagram | Cause & Equal Diagram | Check & Easy Diagram | А |
| | 11 | The basic principle of Kaizen is | Change is for good | Change for the people | Sell for the better | Buy for the better | Α |
| | 12 | What is the correct steps and order of 5S? | Share,Small,Shine,Sustain, Standard | Sort, Set in order, Shine, Standarize and Sustain | Shine,Sort,Small,Share and Standard | Share, Shine, Standard, Sort and Sweep. | В |
| Fishbone, Kaizen,5D, 5S | 13 | The steps of the 5D model are: Define the problem, Discover the root cause(s), Develop possible permanent action, Deliver the solution to prevent re-occurrence of the problem. What is the 5D model used for? | To solve a problem | To understand about the problem | To find out possible solution | tter Buy for the better A sall,Share and Share, Shine, Standard, Sort and Sweep. B Ssible solution All of them D | |
| | 14 | Kaizen is used to created | Continuous development | Problem solving | Solution | None | Α |
| | 15 | Kaizen brings improvements in overall processes to help organizations succeed. | Small and serious | Small and rare | Continous and small | Large and continous | С |
| | 16 | Standardization variations in the way we work. | Reduces | Increases | Helps | Promotes | Α |
| | 17 | ISO stands for | International Order for Standardization | International Organizers for standardizations | International Organizational Organisation for stabilization | International Organisation for Standardization | D |
| Standardization | 18 | BIS stands for Bureau of Indian Standards. Is BIS a national body or international body? | National Standard body of India | Standard body of India | International boday of India | International standard Body of India | A |
| | 19 | Standardization means that the size, design, quality, shape, etc., of a product would meet requirement and tastes of | Customers | Employers | Employees | None | А |
| | 20 | ISO and BIS are certificates | standardization | Indian | Global | good | Α |

| | | EMPLOYABILITY SKILLS - PEPARATION TO WORLD | OF WORK QUE | STION BANK 20 | 22 | | |
|---|--|--|--|---|---|--------------------------|-------------------|
| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | Correct Answer |
| | 1 | What is a career journey not based on? | Strength | Goals & Aspirations | Home address | Qualifications | С |
| Introduction to the world of work | 2 | What is the meaning of career journey? | It has a clear starting point and ending point | It includes multiple jobs | It is well defined and has a fixed title and salary | It is usually short term | В |
| | 3 | Career is a lifelong process | True | False | | | Α |
| | 4 | Which of this is a part of your career development | Your abilities | Your interests | Your determination | All of the above | D |
| | 5 | What is the meaning of an entry level job? | It helps to enter the office | Junior interior designer | It is a starting or junior level job | Security guard | С |
| Career awareness-1 | 6 | What is a career card/ career pathway poster? | It is a consolidation of information of a particular career in one place | It consists of my skills and qualifications | It has informations about a particular employer | None of the above | A |
| | 7 | Career pathways can help you in finding your way among the thousands of different occupations | True | False | | | Α |
| | 8 | Market Scan is a process by which we can understand the trends and changes in the world of work. | True | False | | | A |
| Career awareness-2 Market scan | 9 | What are the different sources of informations to understand a career | Newspaper | Career guidance agencies | Discussion with professionals | All the above | D |
| market scan | 10 | All informations available on internet regarding careers are reliable | True | False | | | В |
| | 11 | Which of the following websites are not popular for finding jobs? | LinkedIn.com | Sheroes.com | Naukri.com | Twitter.com | D |
| | exploring exploring express for making a corors | All of the above | D | | | | |
| Career plan- Interests and abilities 13 | A person cannot have same interest and abilities | True | False | | | В | |
| | 14 | We can develop our abilities in a particular area, if we have interest in it. | True | False | | | Α |
| | 15 | Why is it important to align your interests and abilities to the work that you do? | It helps to be really happy and successful | It helps to enjoy career more | It helps to feel more satisfied. | All of the above. | D |

| Setting goals for | 16 | Choose a statement that is not true of SMART goals | It makes life a lot easier | It's difficult to understand | It helps us in building our dream career | It helps us to stay on track to achieve the most important things in life | В |
|--|------------------|--|---|---|--|---|--|
| Setting goals for career 16 Choose a statement that is not true of SMART goals It makes life a lot easier It's difficult to understand It helps us in building our adherem career It helps us in building us adherem career It helps us in b | С | | | | | | |
| | 18 | | | | | | ay on track to hieve the ost important ngs in life anageable Cone of the ove. A A A The above D A of the above B A one of the above B A D B A B B B B B B B B B B B |
| Setting goals for career 16 Choose a statement that is not true of SMART goals It makes life a lot easier It's difficult to understand It's document It's | | | | | | | |
| | 20 | A resume is | about one's skills, abilities, qualifications | that includes all imaginary information about an | used to provide any information one likes to | | A |
| Resume writing 20 A resume is A document about one's skills, abilities, qualifications and experience 21 Information like date of birth, permanent address form a part of one's in the resume. 22 Writing vague skills like hard work, friendly nature, honesty etc, in the resume is to be avoided 23 A factually written resume is your first way of introduction to the employer 24 Choose common job search engine/s from below Naukri.com True False False 25 Applying for jobs online 26 Job role describes the specified types of tasks one has to perform in the workplace Job postings J | Qualifications | В | | | | | |
| 21 Information like date of blitti, permanent address form a part of one's in the resume. 22 Writing vague skills like hard work, friendly nature, honesty etc, in the resume is to be avoided 23 A factually written resume is your first way of introduction to the employer 24 Choose common job search engine/s from below Check Personal details Achievements Qualification False Privation Achievements Qualification False Check | | Α | | | | | |
| etc, in the resume is to be avoided 23 A factually written resume is your first way of introduction to the employer 24 Choose common job search engine/s from below Check Rahul doubts that some of the job posting he received from his Naukri.com Check employer's Ensure the job Insist on an in- | | Α | | | | | |
| 22 etc, in the resume is to be avoided True False | All the above | D | | | | | |
| 1 | 25 | friends, social media etc, are not genuine. Choose the options | employer's website, address, logo | description is | person meeting | All the above | D |
| Online | 26 | | True | False | | | Α |
| | 27 | Choose the sign/s of fake job postings | with employer's | with unclear job | with updated | | |
| | 28 | | True | False | | | Α |
| | 29 | himself/ herself in three stages. Choose these three stages | 1 * | _ | | | В |
| True False | All of the above | D | | | | | |

| | 31 | If you have an interview tomorrow, what are the necessary documents you should carry | Multiple copies of resume | ID proofs | Original & photocopies of the educational qualification & experience certificates. | All of the above | D | |
|--|----|--|---------------------------|-----------|--|------------------|---|--|
|--|----|--|---------------------------|-----------|--|------------------|---|--|

| LESSON NAME | Q NO | QUESTION | OPTION A | OPTION B | OPTION C | OPTION D | 1 |
|--|--|---|--|--|---|--------------------------------|---|
| | 1 | Objective of greeting a customer is | To give the customer positive attention and engage in conversation | To make the customer feel welcome and important | To make the customer feel welcome by making eye contact, by smiling and greeting | All of the above | D |
| Forms of Greeting | 2 | What are some of the important points to remember while greeting the customer? | Acknowledge customer's presence | Make eye contact | ontact Smile All of the abo | | D |
| | 3 | How should we greet a customer? | Ignore them | Wait for them to speak | OPTION C To make the customer feet welcome by making eye contact, by smiling and greeting Smile All of the above Make them feel welcome Why have you come? Can you come later B Building trust so you can receive honest feedback. To introduce yourself well to the customer. Building trust so you can receive honest feedback. Personal Sensitive A Build friendship No Progress A Build friendship No Progress A A Why All of the above D Repeating Summarizing A Personal needs Body language D Probing All of the above A Close ended Question None of the above B Argue with the customer All of the above A All of the above B Argue with the customer All of the above A All of the above B Argue with the customer All of the above A All of the above A All of the above B Argue with the customer All of the above A All of the above A All of the above A All of the above B Argue with the customer All of the above A Ask, Categorize, Act, Followup Ask, Categorize, Act, Followup Ask, Categorize, Act, Followup Ask, Followup | | |
| 1 Objective of greeting a customer is or give the customer positive attention and engage in conversation important profits the feel welcome and greeting and gr | Can you come later | В | | | | | |
| | 5 | Probing questions helps you | | | | can receive honest | А |
| | 6 | Which of the following is not true? | | genuine focus on understanding your customer in order to | Only ask relevant | focusing on customer needs and | A |
| | 7 | | Open & close ended | Rude | Personal | Sensitive | А |
| | 8 | through probing, you will be in a better | | | Build friendship | No Progress | А |
| Probing-Ask. listen. | 8 through probing, you will be in a better suggestions No Progres An open-ended question is one that cannot be answered with a simple yes or no and often has no single right answer Open ended questions start with which of the suggestions Energity product suggestions Build friendship No Progres FALSE | | А | | | | |
| Probing-Ask, listen, repeat technique An open-ended question is one that cannot be answered with a simple yes or no and often has no single right answer Open ended questions start with which of the following words? TRUE FALSE How why | All of the above | D | | | | | |
| | 11 | | Interrupting the customer | Listening carefully | Repeating | Summarizing | A |
| position to make suggestions solving An open-ended question is one that cannot be answered with a simple yes or no and often has no single right answer 10 Open ended questions start with which of the following words? 11 Which of the following should be avoided during probing? 12 It is also important to pay attention to customer's when probing when probing suggestions suggestions solving solving solving solving solving TRUE TRUE FALSE FALSE What How What How Listening carefully Repeating Summa Personal needs Body la | Body language | D | | | | | |
| | 13 | ensure that the customer pays for the | Closing a sale/service | Greeting | Probing | All of the above | A |
| | 14 | | Indirect close | Direct Close | Close ended Question | None of the above | В |
| | 15 | or service, to keep them happy which of the | | alternatives or other | Argue with the customer | All of the above | В |
| | 16 | What is feedback? | | Talking behind someone | | All of the above | A |
| | 17 | Feedback helps to | Improve the service | Modify the process or system | | All of the above | D |
| Customer Feedback | 18 | What actions should be taken after getting to know customer suggestions/problems? | Ask, Solve | Ask, Act, Categorize | | Ask, Followup | С |
| | 19 | Some ways to getting feedback include | Feedback forms | Google Forms | survey tools | All of the above | D |

| | 20 | Customers expect to be | Welcomed politely | Paid attention to | given Immediate attention | All of the above | D |
|--------------------------------------|----|--|---|---|--|--|---|
| , | 21 | Feedback helps to | Improve future performance | Make people write suggestions | Get good job | None of the above | Α |
| Handling grievances | 22 | Customers have grievances when | Their expectations and needs are not meet | They don't want the product | They want to be rude | None of the above | A |
| | 23 | If a customer has registered a complaint against you, which of these steps should be followed. | Receive the complaint | Investigate | Provide reasons & options for solving it | All of the above | D |
| | 24 | For handling customer grievances, LEARN technique is: | Listen, Empathise, Accept, React, Now | Listen, Empathise, Apologize, React, Now | Listen, Example, Apologize, Receive, Now | Listen, Expert, Admit, React, Now | В |
| Relationship Building with customers | 25 | When customers are satisfied with the service/product, they become the brand. | Annoyed with | Strangers to | Loyal to | None of the above | С |
| | 26 | Listening to customer feedback and modifying services help to | Develop an ongoing relationship with customers | Build long-term relationship with customers | Become close to customers as they become loyal customers | All of the above | D |
| | 27 | The 4 stages of getting customers are | Acquisition, Remember, Satisfaction, Loyalty | Attention, Retention, Sale | Acquisition, Retention, Satisfaction, Loyalty | Attention, Retention, Satisfaction, Loyalty | С |