

PPV

BOOKLET INSTRUCTIONS

In the following pages, you will find several situations and questions, followed by several possible answers. CHOOSE AN ALTERNATIVE FOR EACH QUESTION, which spontaneously seems preferable to you.

Example:

--- If you could choose the type of housing imagining it's completely free, what would you prefer?

- A. A house in the countryside with a large garden.
- B. A luxurious apartment in a great city.
- C. A house located in a quiet street of a small town.

There are no right or wrong answers; everyone thinks and acts according to their own character and interests, so we suggest to be sincere and to answer without overthinking your answers.

Answer all the questions. It's possible that in some cases none of the answers will convince you at all; strive to choose the one that, in your opinion, reflects the way you would react if you were in that situation.

DO NOT SKIP TO THE NEXT PAGE UNTIL YOU ARE TOLD

- 1 T... must take trip with an unknown person. What aspects of this person's life should T be informed about in order for T to have a better trip?
 - A. His life style.
 - B. The traits that they have in common.
 - C. His professional activities and responsibilities.
- 2 Which one of these kinds of clothing salespeople has the most probabilities to succeed?
 - A. The one presenting the latest fashion
 - B. The one who is trying to get acquainted with the customer's style and is interested in the client's lifestyle as well.
 - C. The one who has good skills to convince.
- 3 B... has an important project to promote a new product, and he is going to present his idea to the Direction Committee. Which of the following qualities will be the most useful to persuade his audience?
 - A. Technical competitiveness and perfect knowledge of the subject.
 - B. Capacity to modify his arguments according to the audience's attitude.
 - C. Ability to keep his ideas in order despite interruptions.
- 4 G... is sent, against his will, to a foreign country to which he is not interested in. He is going to stay there for several weeks. What will his attitude be?
 - A. Estimate that the duration of his stay is too short to be able to incorporate himself.
 - B. Try to learn the language in order to understand that country better and live in it as comfortable as possible.
 - C. Having only the necessary contacts to keep his work on good tracks.
- 5 In your opinion, direct and free-spoken people, although rude, are like this because...
 - A. They cannot control their impulses and spontaneously say what they think.
 - B. They do not like hypocrisy.
 - C. They think that this makes things easier.
- 6 A good friend of C... had started a successful professional career but his results were not the expected and ended up having numerous failures. What does C... think about this?
 - A. That the conditions have not been favorable to him.
 - B. That he did not have the level necessary to withstand.
 - C. That he has not used his resources properly.
- 7 At a friend's house, B... meets a person who looks much younger than he really is. What does B think?
 - A. Probably that this person has found in life what is convenient for him.
 - B. He is lucky, it is a matter of nature.
 - C. He has surely had an easy life.
- 8 As a distraction, S... decides to take karate lessons. After a few months of training he realizes that his progress is very slow. What would be his reaction?
 - A. Aware that he is not fitted for karate, he will choose another sport.
 - B. Convinced that he is unfit for physical activities, he will search for one favorable to him.
 - C. He will carry on with his efforts, hoping that one day he will succeed.
- 9 One night, P... goes to bed exhausted, but he cannot sleep because his neighbors are having a very noisy party. What will he do?
 - A. Go upstairs and warn his neighbors.
 - B. Bang on his ceiling with a broomstick.
 - C. Take a pill so that he can sleep at all costs.
- 10 G... does not have a telephone and must send a telegram. He gets to the telegram office just as they were closing. The clerk tells him that it is too late, that he is closing. What will G... do?
 - A. Go to a friend's house, and ask him to let him place the telegram from his telephone.
 - B. Convince the person in charge that it is an urgent telegram and must be sent immediately.
 - C. Go to a telegraph office that closes later.
- 11 X... is visiting a country as a tourist in which it is customary to bargain prices. What will his attitude be?
 - A. He will not buy many things because he doesn't always like to bargain.
 - B. He will buy many things, some useless, because he enjoys bargaining prices.
 - C. Convinced that he would be ripped off, he would rather go to fixed-price stores.
- 12 Which of the following managerial areas would you like to oversee even if you do not have the qualifications?
 - A. Administration.
 - B. Personnel.
 - C. Advertising
- 13 A not very well known writer has just received an

DO NOT SKIP TO THE NEXT PAGE UNTIL YOU ARE TOLD

important international award. What do you think that he would like to do?

- A. Write less and take advantage of his success to go out, receive people and have a social life.
- B. Try to write a masterpiece.
- C. Devote himself to painting and try to succeed in it as well.

14 If you were in an exam situation in which you could choose between two topics, which would you choose?

- A. A topic discussed during the course which almost assures you achieving a passing the exam.
- B. A topic that allows you, with a little knowledge and a great deal of logics and imagination, get a very good grade but, perhaps, also a very bad one.

15 Of these leisure, outdoor activities, which one do you prefer?

- A. A tour by the bay when the sea is rough.
- B. Sunbathing on a fine sand beach, on a beautiful and calm summer day.
- C. A walk in the countryside in the spring.

16 In your opinion, what attracts people the most when traveling abroad?

- A. New landscapes.
- B. The discovery of another artistic civilization.
- C. Being in touch with people of different customs.

17 P... is walking fast. He seems to be in a hurry. A young person, doing a survey, stops him in order to ask him some strange but funny questions. What will P... do?

- A. Firmly refuse to answer the questions.
- B. Answer immediately because he finds it amusing.
- C. Apologize for not having time to answer, being truly sorry for not doing it.

18 L... works for a company in which he receives little official information. What do you think about this?

- A. That it will be hard to get information.
- B. That with "hallway gossip", it is not a problem.
- C. That, as a matter of fact, it is very easy to be informed; knowing people in the right positions is enough.

19 It is 11:00 PM. There are many cars parked in the street. Some of them on the sidewalk. P... looks out his window and sees a person trying to open a car, but he does not have the key, he is using a screwdriver. What may P... think?

- A. It may be a thief trying to steal a car. Should I call the police?
- B. Someone's car has been blocked on the sidewalk and he is trying to move a car to get out.
- C. What is he trying to do? He seems to be using a screwdriver.

20 c... must hire some office workers, but he does not have much time. What method will he apply?

- A. Punish him, and explaining why the punishment.
- B. Explain the meaning of his unpleasantness, and placing it in the boy's context.
- C. Resort to the boy's self-esteem.

21 B... has several children, and has decided to take part in their sex education. What method do you think it is best for him to follow?

- A. Discuss over the matter and prepare, for your eldest son, the kind of intervention that will be used with the rest of your children.
- B. Follow his intuition or his feelings.
- C. Treat each of his children differently.

22 What is, for a child, the shrewdest way to show his parents a not very good report card?

- A. Show them as soon as possible so that you can get rid of it.
- B. Show them on Monday at breakfast time.
- C. Show them when he can offer a compensation.

23 G's... son went into his father's office, although he has been told not to. The son has spilled a bottle of ink over some important papers. G..., enraged, slaps him on his face. What will G... think some time later?

- A. That sometimes spanking your children is all right.
- B. That maybe he has overreacted a little.
- C. That it is convenient to become angry once and for all so that he will not have to do it ever again.

24 One of D's associates with whom he has strong relationship has just betrayed him. What will D's reaction be?

- A. He shows no reaction, but he realizes that it will be hard to hide his resentment for a long time.
- B. He says nothing because he thinks that the damage caused is not as severe as he had thought.
- C. He does his best to hide his resentment in order not to hinder their future relations.

DO NOT SKIP TO THE NEXT PAGE UNTIL YOU ARE TOLD

- 25 N... attends a reunion at a restaurant. He realizes a comment that he has let out has caused a tense situation in the group. In your opinion, what do you think is, of all things, the most disagreeable to him?
- A. The feeling that it is going to be hard to have further contact
 - B. The thought that he is going to be judged because of that remark.
 - C. The dissatisfaction of speaking without thinking.
- 26 P... is playing cards with his friends. Despite his efforts, he loses several times consecutively. What is, in your opinion, his most likely reaction?
- A. After all, I have learned a lot today. I am sure I will win next time.
 - B. It is always the same; I am not good at card games.
 - C. My head is not really in the game this afternoon
- 27 R... is at the movies, sitting next to people who keep talking and frequently making loud comments. What will R... do?
- A. Beg them to stay quiet.
 - B. Move to another seat.
 - C. Concentrate on the film to avoid the nuisance.
- 28 T... works for a large company. He has made several changes in the organization of work and has been criticized by many of his colleagues. What will T's... reaction be?
- A. Try to justify his position to his colleagues.
 - B. Think that, in any case, one can never find unanimity.
 - C. Restate the problem.
- 29 What do you think when you see a child confronting adults?
- A. That the boy is troublesome
 - B. Maybe he has serious trouble in his interpersonal relations.
 - C. That he has a strong personality.
- 30 M... must hire a person who will oversee managing a service. Taking in mind that this person will have rank responsibilities, which of these qualities will M... give more relevance to?
- A. His command skills.
 - B. That he is convincing.
 - C. That he is fair
- 31 Of these highway-driving styles, which is, in your opinion, the most common among drivers?
- A. Thinking of mechanics and safety, drivers barely force the speed of their cars.
 - B. Estimating that it is as dangerous to drive too slowly as it is to drive too fast, they bypass the cars that force them to drive slowly.
 - C. They grudgingly tolerate not to have a freeway and systematically bypass the vehicles ahead of them.
- 32 What do you value most when you go to a restaurant?
- A. Its good cooking.
 - B. A nice atmosphere.
 - C. The possibility to have the specialty of the house.
- 33 A lady goes shopping to a distant store. When she arrives, she realizes that she forgot her wallet, money, and credit card at home. Regardless of the time she has, what do you think that she will do?
- A. Go back to her house and find what she has forgotten.
 - B. See if she can find an acquaintance in the area who can lend her the money or try to get some credit at the store so that she can pay later what she wants to buy.
 - C. Leave the shopping for another occasion and enjoy a walk around the neighborhood.
- 34 M... is single. He has had a hard year at work, and must make up his mind about his vacations. What will he choose?
- A. Spend a month on the coast, so that he can read, walk, and relax.
 - B. Visit a region of the country that he has never been to before.
 - C. Take a long hike or bicycle tour because he thinks that sports are the best way to relax.
- 35 What is, from your point of view, the best way to relax over a weekend for a man who works the rest of the week?
- A. Meeting with his friends.
 - B. Go to a movie.
 - C. Reading.
- 36 If you had a year off, no commitments and unlimited funding, which of the following activities would you choose?
- A. Travel around the world alone on a sailboat.
 - B. Participate in a car race from Mexico to Argentina.
 - C. Visit as many countries as possible.
- 37 An administrative worker, new in the company, asks

DO NOT SKIP TO THE NEXT PAGE UNTIL YOU ARE TOLD

- X..., one of his colleagues, to lend him a small sum of money and ask to pay him back next month. What will X... do?
- A. X... will lend him the money without asking questions in order not to embarrass him.
 - B. He will lend him the money because he would like to be helped if he ever needed it.
 - C. X... will not lend him the money, thinking that his colleague has, probably, good friends willing to help him.
- 38 B... has, unwillingly, a legal problem, and must choose a lawyer to defend him. On which of these criteria will he base his choice?
- A. His reputed eloquence.
 - B. His good relations in the Court.
 - C. His psychological shrewdness.
- 39 E... has recently been appointed to a position that has important rank responsibilities. What attitude will he most likely have towards his subordinates?
- A. Adjust his giving orders to people and circumstances.
 - B. Find a well-developed system of command, identical for everyone.
 - C. Based on his experience, he will follow his intuition.
- 40 R... must speak about IT or Information Technology to employees who have no knowledge in computer matters. Which of the following alternatives will be the least troublesome to him?
- A. Use a vocabulary that anyone can understand.
 - B. Interest the audience and keep their attention.
 - C. Get everyone in the audience to participate.
- 41 L... goes to a football game. The two teams are well known, and the match is very tight. The two teams are doing their
- A. L... is happy just cheering the most brilliant plays.
 - B. L... is driven by the general excitement, shouts and gestures, as well as the rest of the fans.
 - C. L... discusses the moves of the players with the people next to him.
- 42 B... crosses the street at the pedestrian crosswalk. The traffic light is red for the cars. Suddenly a car comes at a high speed and stops a few inches from B... What is B's... immediate reaction?
- A. B... will make an ironic remark while, inwardly, he curses the driver.
 - B. He will heatedly give the driver his opinion about his driving.
 - C. He can't repress himself, and will yell at the driver insulting him.
- 43 In your opinion, which of the following aspects is the most overlooked aspect of your children's education?
- A. Their acceptance of responsibilities.
 - B. Their taste for work well done.
 - C. The capacity to do well by themselves quickly.
- 44 T... has just failed an exam. One of his classmates tells him that some failures are useful in life. What will T... respond?
- A. "It is clear that you are not in my shoes. I would rather not go through this".
 - B. "You may be right."
 - C. "Admits, at least, that it is hard to take when it happens".
- 45 L... is at a friendly meeting. He knows that most of the people there have opinions different from his. What do you think that he will do?
- A. Avoid all discussions.
 - B. Incite discussion.
 - C. Give his opinion if he cannot help it.
- 46 In your opinion, what quality do you think is the most useful in social relations?
- A. Tolerance.
 - B. Sincerity.
 - C. The acceptance of commitments.
- 47 M... has just remodeled his apartment completely. He invites some friends over to the reopening. Of all the compliments that he will receive, which will be the one that he will like best?
- A. Praise for his good taste.
 - B. A praise about the way he has taken advantage of the distribution of the rooms.
 - C. Being praised for his originality because the interior design does not look like any other.
- 48 S... comes in when two people, whom he is not well acquainted with, are discussing. The question of discussed is very specific, S... knows nothing about it, and is not of his interest. What will be his reaction?
- A. S... intervenes in order to get acquainted with the issue, even at the risk of seeming ignorant.
 - B. He tries to get interested because he does not want to look improper.
 - C. He stays out of it because he cannot give an interesting opinion about the issue.

- 49 R... is late to a meeting of joint proprietors. What is most likely to bother him most?
- A. The idea that a decision that he disagrees with has been made while he was absent.
 - B. His concern about not being able to get caught up in the discussion.
 - C. The idea of being impolite.
- 50 F... is required to ask someone for a report, as objective as possible, about his temperament. Whom will he ask to write it?
- A. His wife
 - B. A group of friends.
 - C. Himself.
- 51 X... wants to build a house. Which of the following solutions will he choose?
- A. Call an architect
 - B. Design the house himself and work directly with the contractor.
 - C. Design the house with a friend who has just built a house.
- 52 T... is a businessman, usually very busy. A canceled appointment, at the last minute, allows him an unexpected free morning. What do you think that T... will do?
- A. He will use it to get up early and spend the morning playing his favorite sport.
 - B. He will do last week's balance.
 - C. It will be an uncommon chance for him to "waste time" so he will take it.
- 53 D... must go to a country which he is not acquainted with at all. What do you think that he will do to do the arrangements for his trip?
- A. Read books, brochures and guidebooks about that country.
 - B. Ask friends and relatives who know that country well, about it.
 - C. He will wait until he arrives in the country to look around and get information.
- 54 It is common to hear people say that if someone falls on the sidewalk at 6:00 PM – a time of day when the streets are crowded - no one stops to help the fallen person. What do you think this is due to?
- A. Due to a total indifference to what happens to others.
 - B. Fear of an unexpected situation.
 - C. Fear of taking care of something that is not of his concern.
- 55 A lady goes to the doctor because of an infection which she thinks is quite common. The doctor asks her many questions before he examines her. She answers these questions, of course, but, deep inside of her, what does she think about this?
- A. "If I were in his place, I would examine first and ask the questions later".
 - B. "He must try to know how I got this disease".
 - C. "His inquiry is fine, but there are some questions unrelated with what I have".
- 56 C... must hire some office workers, but he does not have much time. What method will he apply?
- A. Have an interview with the candidates.
 - B. Look over each resume and references.
 - C. Have them take a practical test for the job.
- 57 The best representative of personnel is he who...
- A. Is a good negotiator.
 - B. Is convinced that the claim is fair.
 - C. Is well integrated with the personnel.
- 58 Mrs. D... tries, in vain, to make her five-year-old child eat. The boy vigorously resists. What will she do?
- A. Force him to eat, assuming that the boy is being stubborn.
 - B. She must "coerce" him a little with words like: "Show Mom that you are a good boy and you love her."
 - C. Leave the boy, assuming that he will eat in the next meal.
- 59 We usually hear the phrase "respect the rules of the game". This is usually about...
- A. A clear defined, deep and stable disposition.
 - B. The acceptance to play the convenient role all the time.
 - C. A sincere submission to the customs of the group.
- 60 E..., fond of making repairs himself, decides to upholster a valuable armchair. Halfway through, he realizes that he is about to fail with his intention. What will he decide to do?
- A. Send the armchair to an expert who will do the job impeccably.
 - B. Undo what he has done so far and start over again.
 - C. Leave work for a few days, and retake it when he feels in a better mood.
- 61 S... is going away on vacation for the Spring Break

DO NOT SKIP TO THE NEXT PAGE UNTIL YOU ARE TOLD

with his wife. Anticipating a great demand of bus tickets, he has bought them in advance. He and his wife leave their house with the exact time to get to the Bus Station, but a traffic jam near the Bus Station makes them miss their bus. What will be his reaction?

- A. "It's always the same. If you had been ready earlier, this wouldn't have happened."
- B. "Our vacations are ruined. I do not want to travel standing on the next bus."
- C. "Well, what the heck?! I am taking the tickets back. We are going to stay home."

62 In your opinion, most failures are due to...

- A. Incompetence
- B. Coincidence of adverse circumstances.
- C. Occasional mistakes.

63 F... has ordered a refrigerator. Since he was not home, the refrigerator was delivered with the janitor. The packing is broken, so the refrigerator is damaged. F... decides to file a complaint at the delivery service. How will he behave?

- A. He will write a letter to the delivery service company, keeping a copy for himself.
- B. He will go and file the claim himself.
- C. F... will ask one of his friends, who works for that company, to mediate.

64 In a charter trip, B... meets people whom he has never seen before. After a few days, he realizes that these people do not like him much. How do you think that he will react?

- A. He will not mind at all. What he cares about is that the trip is well organized and the guide to be efficient.
- B. He is upset and tries to make an effort to be liked.
- C. This somehow spoils his vacation, and decides that in the future he will travel with his friends.

65 R... is traveling with some friends. One afternoon, the group splits after deciding the time to meet and leave all together. That afternoon, R... discovers a monument that he is very interested in visiting, but if he does, he will not be able to arrive on time with his friends. What will he do?

- A. He visits the monument because he thinks that he will not have another chance to go, and some of his friends will be late too.
- B. He drops all idea of the visit because he thinks it is more important no to make the others wait.
- C. He tries to find his friends and persuade them to join him, although this can spoil the last part of the trip.

66 Which of these professional activities would you most desire doing?

- A. Manager at a small company.
- B. Assistant manager for an international company.
- C. A high-level scientific consultant.

67 After an accident that caused the death of the parents of a small child, J... must look after the boy permanently. What is J's... attitude about all this?

- A. Of concern about having to reevaluate his educational system.
- B. J... trusts in the boy's good nature.
- C. He seeks for other alternatives for the boy.

68 T's... friend proposes him to take a short trip on his sailboat together. T... has never practiced sailing. What do you think T... will decide?

- A. Accept, assuming that he will do well enough.
- B. Manage to take some sailing lessons before the trip.
- C. He declines the invitation, since he does not want to be a burden to his friend.

69 M... is driving to work, the same route as always. A big truck blocks a narrow street for a while. In your opinion, what annoys him most?

- A. The thought of being late to his office.
- B. Having to wait without being able to move or do anything else.
- C. The useless honking of the other drivers.

70 G... works for a company in which he must move around most of the time. He usually gets two hours of exercise a week in one session of collective workout. In your opinion, what is G's... attitude during this session?

- A. He insists on certain exercises that let him stay fit.
- B. He does all the exercises planned, but lightly, because his work is tiresome.
- C. He devotes himself completely. He usually ends up all worn out because he does not conceive sports otherwise.

71 In your opinion, what is the advantage of having a dog in an apartment in the city?

- A. A dog helps you feel less lonely.
- B. It gives you the opportunity to get some exercise walking the dog.
- C. The dog can watch over the apartment.

72 During a reunion, S... has come across some friends,

and suggests to finish the evening in his house. Another person, whom S... does not appreciate much, and who was separated from the group, joins them. What will be S's... reaction?

- A. S... thinks that, after all, he will have a chance to get to know this person better.
- B. Since this person has invited himself, S... will not mind him for the rest of the evening.
- C. He is sorry that he spoke so loudly.

73 The director of a rehabilitation center for convicts decided to hire a new educator. Which of these qualities will he value most?

- A. Being impeccable so that he can be an example.
- B. Having good pedagogic knowledge.
- C. Being a good listener.

74 In your opinion, what is most important in a person who is giving a party?

- A. Letting everyone express themselves.
- B. Inviting people who may have the same interests as his.
- C. Ensure that everybody has what they need.

75 R... must present a project to a colleague whom he does not know. In order for R... to make himself understood by his co-worker it is necessary that R...

- A. Knows what his colleague's academic background is.
- B. Know his background.
- C. Read the report of a project done by his colleague.

76 If you had to reproach something to the medical profession, which of these would you choose?

- A. It does not devote enough time to sick people.
- B. It cares too much about money.
- C. It makes use of a incomprehensible vocabulary.

77 N... must choose a development plan for the people in his department. He would like something interesting for everyone, but at the same time, efficient and profitable. What will he choose?

- A. An organized plan tailored to the needs of his department, in which every phase can be defined beforehand.
- B. A plan that considers every participant.
- C. A plan including control tests regularly.

78 M... has a liver infection, but a friend has invited him to lunch, pointing out that he has cooked M's... favorite dish. Supposing that this dish is contraindicated at this moment, what will M's... reaction?

- A. Accept the invitation, overlooking the treatment for only once.
- B. Suggest to postponed this invitation, until the treatment is completed.

79 M... is not satisfied with the Social Security. What he dislikes most is...

- A. How absurd some of this institution's dispositions are.
- B. The great difficulty to rely on the complexity of its regulations.
- C. The thoughtlessness about aspects that he considers fundamental.

80 N... has decided to dedicate part of his spare time to help elder people. There are several possibilities. Which will he choose last, once there are no more choices?

- A. Accompany the elders during their tours.
- B. Visit an elderly person every week.
- C. Raise funds to build homes for the elders.

81 Which of the following commercial mottos has more probabilities to influence the audience?

- A. The catalogue.
- B. The slogan.
- C. The testimony of a "famous star."

82 D... is traveling on a train, his car is packed. The man next to him is smoking, and this bothers D... very much. D has asked the man to stop smoking, but the man paid no attention. What will D... do?

- A. Ask the other people in the car what they think about it.
- B. Open the window.
- C. Speak to the man next to him again, and try to convince him to stop smoking.

83 The director of a food company wants to launch a new dessert. He has a budget that can be divided into the three following concepts. Which of them will require most money?

- A. Marketing research, to get acquainted with the taste of his future buyers.
- B. Publicity to advertise his product.
- C. Research of containers and image of the product.

- 84** B... is participating in a heated discussion in which his viewpoints are questioned vigorously. Which of the following attitudes will he adopt?
- A.** To try to convince the others by all means.
 - B.** Simply having fun following the dynamics of the discussion.
 - C.** Give in when it's clear that his position is almost indefensible.
- 85** When you go to a restaurant, what kind of food do you prefer?
- A.** One that you have tried before and specially like.
 - B.** The specialty of the house.
 - C.** An exotic dish which you know nothing at all.
- 86** After a boat accident, C... is cast away in an uninhabited island. The climate is very nice, and the vegetation is suitable for finding food. What is it, in your opinion, that will cause him the least trouble?
- A.** The nature of this new and unusual situation.
 - B.** Solitude
 - C.** The deprivation of some of the charms of his former life.
- 87** J... manages an important car company. He can choose among several commercial policies. Which of the following will he choose?
- A.** Focus his endeavors on launching special models occasionally.
 - B.** Find out the tendencies of fashion and meet the needs of a particular clientele.
 - C.** Offer classic models regularly.

END OF TEST

**IF YOU FINISH BEFORE THE TIME GRANTED,
PLEASE CHECK YOUR ANSWERS.**