



EC-Council

Exam Questions 312-75

C-Council Instructor Exam

NEW QUESTION 1

Which one of the following statements is TRUE about kinesthetic learners?

- A. They benefit most from reading the information.
- B. They benefit from having information diagrammed.
- C. They react well to scenarios and stories.
- D. They are hands-on learners.
- E. They prefer lectures versus hands-on experience.

Answer: C

NEW QUESTION 2

Company eBay helps individuals sell products to other individuals and takes a small commission on each sale. What EC classification do they fit?

- A. P2P
- B. B2B
- C. B2C
- D. C2C

Answer: D

NEW QUESTION 3

During the ENSA program, you notice that one of the students in the class does not have the prerequisites for the course. Which of these actions is an appropriate method for you to do?

- A. Modify the pace of the course so that the student can accommodate and learn the course objectives effectively.
- B. Ignore such students and continue the class.
- C. Ask the student to cancel his admission and leave the classroom immediately.
- D. Tell the student that you can assist the student, but without the basic knowledge requested for the course it would be difficult for him/her to successfully complete the program.

Answer: D

NEW QUESTION 4

It is the third day of the 5 days CEH program and John is taking a session on Session Hijacking.

John resumes the session after lunch break and finds that one of the students "s missing. What is the ideal action that John should take under such circumstances?

- A. Enquire about the problem from other students and wait
- B. Resume the session
- C. Wait until the student arrives
- D. Criticize the student about his/her behavior

Answer: C

NEW QUESTION 5

Joe is a student who often asks questions that are NOT directly related to the topic. It is beginning to annoy you and the other students, what is the proper way to handle the above situation?

- A. Criticize Joe in front of the class.
- B. Answer Joe's question immediately after he asks it.
- C. Offer to discuss Joe's questions with him after class.
- D. Privately criticize Joe for asking unrelated questions.
- E. Ignore Joe's questions.

Answer: C

NEW QUESTION 6

What is the PRIMARY reason for using a variety of media in a presentation?

- A. To confirm effectiveness of course design
- B. To enhance instructor credibility
- C. To demonstrate subject matter expertise
- D. To receive favorable evaluations from the student
- E. To maintain learner attention and interest

Answer: E

NEW QUESTION 7

The main reason an Instructor uses questions, restates information, and uses media is to amplify the following:

- A. To clarify and make sure learning objectives are met
- B. To meet the learning needs of the students.
- C. To make sure students can use new skills in the field.

Answer: A

NEW QUESTION 8

You are delivering a lecture to a new group of learners. At different points in the lecture students have problems understanding the new concepts. Select two techniques below that you can use to help them overcome their confusion:

- A. Give additional examples about the concept.
- B. Make minor re-sequencing of activities to meet learner's needs-
- C. Restate the information you just gave about the concept.

Answer: A

NEW QUESTION 9

Jules, an instructor with XSecurity Training Corp was assigned to deliver the ENSA course for a batch of working professionals from a reputed technology firm. In mid of the classroom session one of the students asks Jules a highly technical question. Jules was not sure of the answer to the question, what should Jules do to overcome this situation?

- A. Give a quick generic answer and move immediately into the next section
- B. Pretend to know the answer, but defer the question until the end of the course
- C. The instructor should explain that the question is beyond the scope of the course
- D. Appreciate the student for raising the question and admit that he is not sure of the answer but ensure that the doubt would be resolved the next day of the class

Answer: C

NEW QUESTION 10

While preparing for an upcoming Knowledge Management course, the instructor teams from the student's manager that all of the students already possesses sufficient skills and experience in a few of the sections of the course. What action should the instructor take when planning the course delivery?

- A. Accelerate the course schedule.
- B. The Instructor should validate the existing skill level of the students during each section identified, while planning additional exercises to challenge the students.
- C. The instructor should omit the sections that the student's manager feels that the students already possess sufficient skills in.
- D. The Instructor should make alterations to the planned course to include additional topics that may interest students.

Answer: B

NEW QUESTION 10

Mrs. Swella is instructing her students to be help desk technicians. She wants them to understand the frustration they may experience once on the job. Which one of the Mowing presentation techniques is correct to use in the above situation?

- A. Role play in which the student plays the help desk technician
- B. Role play in which the instructor plays the help desk technician
- C. A lecture presented on the basic principles of customer relations
- D. Reading assignments on the subject of customer relations

Answer: A

NEW QUESTION 14

Before a class is started, it is instructor's role is to do all of the following before the class commences:

- A. The adequacy of the facility is confirmed.
- B. Room status report is written and given to courseware designer.
- C. Make sure learner supplies and courseware are ready and neat.
- D. Equipment is checked to make sure it is operable.

Answer: ACD

NEW QUESTION 18

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