



EC-Council

Exam Questions 312-75

C-Council Instructor Exam

NEW QUESTION 1

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 2

Ethel asks a question that is completely irrelevant to the topic being discussed. Your course schedule does NOT allow time to discuss the topic of her question. What should you do in the above situation?

- A. Acknowledge the importance of her question
- B. Offer to discuss it with her on break or after class.
- C. Have Ethel research the answer to her question.
- D. Politely tell her to stick to the subject matter
- E. Explain that you do NOT have time for her question.
- F. Ignore the question because it does NOT relate to a course objective.
- G. Answer the question in class because you know it will improve Ethel's self-esteem.

Answer: A

NEW QUESTION 3

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 is 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 4

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 5

While leading a group discussion, one student makes an inappropriate comment about the other sex. An hour later, the same student makes a second inappropriate comment. What is the best action to take?

- A. Talk to the student's employer and get him removed from the class.
- B. Wait for the next break and then take the student aside quietly and discuss the issue.
- C. Ask the student to leave.
- D. Immediately respond to the student and ask him to review the acceptable norms of behavior.

Answer: D

NEW QUESTION 6

Which of the following can be done to help minimize distractions?

- A. Ensure learners know the rules for dress and conduct.
- B. Ensure exterior noises or interruptions are controlled as well as possible.
- C. Ensure learners know the schedule for breaks and meals.
- D. All of the above.

Answer: D

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

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 9

Mrs. Helen is lecturing on highly complex subject matter. A student asks her a question. Mrs. Helen does NOT know the answer. In the above scenario, how should Mrs. Helen respond to the question?

- A. Admit she does NOT know the answer in a professional manner.
- B. Not admit she does NOT know the answer and make an educated guess at the answer.
- C. Ignore the question and immediately continue the lecture.
- D. Tell the student the question does NOT relate to the objective of the lecture.
- E. Admit she does NOT know the answer and immediately continue the lecture.

Answer: A

NEW QUESTION 10

As an instructor you discover that key learning objectives are not addressing student's needs in your learning material. Choose below the appropriate action that the instructor should take:

- A. Make content changes to meet student's needs.
- B. Refer this matter to the courseware/instructional designers.
- C. Inform your manager to take action.

Answer: A

NEW QUESTION 10

Which e-Business certifications does EC-Council offer?(Select three)

- A. Certified Computer Operator
- B. Certified E++Technical Consultant
- C. Certified e-Business Consultant
- D. Certified e-Business Associate
- E. Certified Project Manager
- F. Certified e-Business Professional

Answer: CDF

NEW QUESTION 12

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 15

Sheryl often uses incorrect grammar in her questions and answers.
Referring to the above scenario, how do you tactfully indicate the correct grammar usage?

- A. Restate her question or answer in correct grammar.
- B. Only answer questions and acknowledge her answers
- C. Interrupt her questions or answers so it does NOT aggravate other students.
- D. Privately criticize her grammar on the next break.
- E. Privately criticize her grammar on the next break and tell her if it does NOT improve, you will be critical of her grammar in front of the class.

Answer: B

NEW QUESTION 17

Louie, an Instructor for the ENSA program identified that one of the survey statistics mentioned in the instructor slides is not up to date as the survey body had released the updated version of the survey two days prior to the commencement of the ENSA class, what should Lou* do to ensure that students are updated with the latest information?

- A. Skip the survey slide and ask the students to ignore it.
- B. Ignore the latest information and do not discuss it with the students unless someone in the classroom points out the new survey.
- C. Blame the course material for not having the latest information and criticize the entire courseware.
- D. Discuss the old survey results with the students and provide them with the latest statistics to analyze the change in survey data.

Answer: D

NEW QUESTION 22

You are introducing a lesson to a group of students. After presenting the objectives of the lesson, you tell a three minute story. You look around the classroom and the students seem perplexed and confused.

Which one of the following is the main reason for the students' reaction in the above scenario?

- A. You should have used an analogy.
- B. The story included some startling or shocking statements.
- C. The story was too long.
- D. The story did NOT relate to the objectives you presented.
- E. The story was NOT funny.

Answer: D

NEW QUESTION 27

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

- A. They react well to scenarios and stories.
- B. They tend to lose interest if there is little or no external stimulation.
- C. They use color highlighters and take notes by drawing pictures.
- D. They benefit from having outlines, agendas, and handouts for reading and taking notes.
- E. They are hands-on learners.

Answer: A

NEW QUESTION 30

Content Credibility is best accomplished by which of the following?

- A. Feedback regarding the instructor performance is invited and positively accepted.
- B. Learner's questions are answered thoroughly, confidently, and accurately.
- C. Modeling group norms of behavior.
- D. Respect a given equally to all learners.

Answer: B

NEW QUESTION 33

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