



BACHELORS OF BUSINESS LEADERSHIP

END TERM EXAMINATION-ONLINE

DEPARTMENT: BUSINESS

COURSE CODE: BUE 4123: BUSINESS CONSULTING

ANSWER FOUR QUESTIONS ONLY {10 MARKS EACH}

SECTION A

QUESTION ONE {COMPULSORY} {10 MARKS}

- a) Discuss **Four** tools which would be of great help in your problem solving process as a consultant (4mks)
- b) Explain **Three** key abilities you are required to have as a consultant for effective consulting service (6mks)

SECTION TWO ANSWER THREE QUESTIONS ONLY { 10 MARKS EACH}

QUESTION TWO

- a) Describe **four** principles of fundraising in consulting services (4mks)

- b) Citing relevant examples, explain **three** reasons for the failure of negotiations in consulting service (6mks)

QUESTION THREE

- a) Describe **four** qualities of a good business mentor (4mks)
- b) Explain **three** reasons you would prefer starting your own business to buying an already existing one (6mks)

QUESTION FOUR

- a) Discuss briefly **four** reasons why professionals set up their own independent consultancy businesses (4mks)
- b) John is one of your clients and his business is experiencing rapid growth. He has requested you to offer him some advice on how he should go about this growth profitably. Explain **three** guidelines you are going to offer him as a solution to his problem (6mks)

QUESTION FIVE

- a) Describe **two** factors that you need to address before entering into any business agreements in your due diligence stage (2mks)
- b) Explain **Four** characteristics of a good report (8mks)

QUESTION SIX

- a) Describe **four** typical problems of ethics in consulting (4mks)

b) Discuss **three** reasons why a company would need a Consultant
(6mks)