



PAN AFRICA CHRISTIAN UNIVERSITY
BACHELORS OF BUSINESS LEADERSHIP
END TERM EXAMINATION-ONLINE

DEPARTMENT: BUSINESS

BUE 4123 BUSINESS CONSULTING EXAM

ANSWER FOUR QUESTIONS ONLY **{10 MARKS EACH}**

SECTION A

QUESTION ONE {COMPULSORY} **{10 MARKS}**

- a) Discuss **TWO** skills you would be required to have as a consultant **(4mks)**
- b) Peter had a consulting business but in the tenth year, its performance begun declining. He was a major reason for the turn of events. Citing examples, discuss **THREE** reasons showing how he contributed to this decline **(6mks)**

QUESTION **TWO**
{ 10MKS}

- a) Discuss **FOUR** reasons why Business consultancy negotiations fail **(4mks)**

b. Explain **THREE** factors that you would consider when writing a business proposal **(6mks)**

QUESTION THREE **{10MKS}**

a) Discuss **FOUR** reasons for setting up an independent consultancy business **(4mks)**

b) Citing relevant examples **THREE** problems of ethics in consulting **(6mks)**

QUESTION FOUR **{10MKS}**

a) Outline **FOUR** qualities of a good business mentor **(4mks)**

b) Explain **THREE** reasons why networking is key for consultants in their businesses **(6mks)**

QUESTION FIVE **{10MKS}**

a) Discuss **TWO** characteristics of a good report in business consulting **(2mks)**

b) Explain **FOUR** different methods for determining the value of a Business **(8mks)**

QUESTION SIX **{10MKS}**

a). Briefly discuss **TWO** disadvantages of desktop research **(4mks)**

b) Explain **THREE** reasons why you would not consider buying an existing Business in your quest to start your own consultancy firm **(6mks).**

END OF EXAM