



PAN AFRICA CHRISTIAN UNIVERSITY
SCHOOL OF LEADERSHIP, BUSINESS AND TECHNOLOGY
END OF SEMESTER EXAMINATION FOR THE
BACHELOR OF COMMERCE
SEPTEMBER - DECEMBER 2019

CAMPUS: ROYSAMBU

DEPARTMENT: BUSINESS

COURSE CODE: CEN303

COURSE TITLE: BUSINESS NETWORKING STRATEGIES

EXAM DATE: TUESDAY 10TH DECEMBER, 2019

DURATION: 3 HOURS

TIME: 6:00PM-9:00PM

MODE: ONLINE

INSTRUCTIONS

- Read the instructions and questions carefully before you write the answers.
- *Answer question ONE and any other THREE questions out of the SIX Provided*

SECTION A: COMPULSORY

QUESTION ONE (10mks)

- a) Describe FIVE approaches of stress management (10mks)

SECTION B: ANSWER ANY THREE QUESTIONS

QUESTION TWO (10mks)

- a) Define Team Building (2mks)

- b) Explain the team Building process (8mks)

QUESTION THREE (10mks)

- a) Define personality development (2mks)

- b) Discuss FOUR types of personalities that you may encounter while networking (8mks)

QUESTION FOUR (10mks)

- a) Define coalitions (2mks)

- b) Discuss the following concepts

- (i) Coalitions (4mks)

- (ii) Networks (4mks)

QUESTION FIVE (10mks)

- a). Discuss FIVE principles of networking (10mks)

QUESTION SIX (10mks)

- a) List the FIVE components of self-growth (10mks)