



PAN AFRICA CHRISTIAN UNIVERSITY
SCHOOL OF LEADERSHIP, BUSINESS & TECHNOLOGY
END OF SEMESTER EXAMINATION FOR THE DEGREE OF
BACHELOR OF BUSINESS LEADERSHIP
MAY-AUGUST 2019 SEMESTER

CAMPUS: ROYSAMBU

DEPARTMENT: BUSINESS STUDIES

COURSE CODE: BUE4123

COURSE TITLE: BUSINESS CONSULTING

EXAM DATE: THURSDAY 8th AUGUST 2019

DURATION: 2 HOURS

TIME: 5:30PM-7:30PM

INSTRUCTIONS

- Read the instructions and questions carefully before you write the answers.
- Write your **STUDENT NUMBER** in the Answer Booklet given
- *Write clearly and legibly.*
- This exam script consists of **Six (6)** questions.
- Answer **ALL** questions in **SECTION A(compulsory)** and **Any other three (3)** questions from **SECTION B**
- *ALL PAC University's examination rules and regulations apply*

SECTION A: COMPULSORY

QUESTION ONE (30mks)

ABC Ltd is a registered manufacturing company dealing with clothes and apparels. The company is considering hiring a consultant to guide its strategic management process. One of the board of directors, who is your close friend, has approached you for more information. Advise them appropriately on the following issues:

- a) Briefly explain FOUR advantages or benefits of business consulting (4mks)
- b) Enumerate FOUR ethical issues in Business Consulting (4mks)
- c) List FOUR skills necessary for a business consultant (4mks)
- d) Briefly explain FIVE types of business consulting services (5mks)
- e) Discuss any THREE supporting models or approaches in business consulting (6mks)
- f) Briefly elaborate the business consulting process (8mks)

SECTION B: ANSWER ANY THREE QUESTIONS

QUESTION TWO (10mks)

- a) List THREE strategies for marketing consulting services (3mks)
- b) Briefly explain any SEVEN components found in a business proposal (7mks)

QUESTION THREE (10mks)

- a) Discuss FIVE networking skills in business consulting (5mks)
- b) Discuss FIVE data collection method in business consulting (5mks)

QUESTION FOUR (10mks)

- a) List FIVE components of a business consulting contract (5mks)
- b) Briefly explain ways of managing client meetings (5mks)

QUESTION FIVE (10mks)

- a) Define Business Process Reengineering (2mks)
- b) Describe FOUR benefits of Business Process Reengineering in Business consulting (8mks)

QUESTION SIX (10mks)

- a) List FOUR types of business development services in business consulting (4mks)
- b) Discuss any SIX CRITICAL issues to be considered when creating and evaluating a new or ongoing business (6mks)