

**UNIVERSITY COLLEGE TATI (UCTATI)****FINAL EXAMINATION QUESTION BOOKLET**

COURSE CODE	:	BTE 3713
COURSE	:	MANAGING CONSULTANCY FOR ENTREPRENEURSHIP
SEMESTER/ SESSION	:	1 – 2022/2023
DURATION	:	3 HOURS

**Instructions:**

1. This booklet contains 5 questions. Answer **ALL** questions.
2. All answers should be written in answer booklet.
3. Write legibly and draw sketches wherever required.
4. If in doubt, raise your hand and ask the invigilator

**DO NOT OPEN THIS BOOKLET UNTIL YOU ARE TOLD TO DO SO**

**THIS BOOKLET CONTAINS 3 PRINTED PAGES INCLUDING COVER PAGE**

### QUESTION 1

A management consultant requires a thorough and fundamental understanding of the scope of management.

- (a) Discover **FIVE (5)** basic functions of management as described by Henri Fayol, a management thinker of the early twentieth century

(10 Marks)

- (b) Classify **TEN (10)** roles of manager under three groups which are interpersonal roles, informational roles and decisional roles as suggested by Henry Mintzberg

(10 Marks)

### QUESTION 2

The consultant's tasks are management tasks

- (a) Present **FIVE (5)** primary types of consultant-management role interaction.

(10 Marks)

- (b) Discover **FOUR (4)** levels of responsibilities of the management consultant.

(8 Marks)

- (c) Illustrate the managerial role profile.

(2 Marks)

**QUESTION 3**

- (a) Classify **FIVE (5)** stages of business lifecycle and the role of consulting .  
(10 Marks)
- (b) Discover **FIVE (5)** main processes that involve in the strategic processes of a firm .  
(10 Marks)

**QUESTION 4**

- (a) Discover **FOUR (4)** main areas of risk to be managed in business.  
(8 Marks)
- (b) Present **NINE (9)** stages of consulting process.  
(9 Marks)
- (c) Present **THREE (3)** mechanism by which the consultant and client meet and decide on their collaboration..  
(3 Marks)

**QUESTION 5**

- (a) Discover **SEVEN (7)** steps of the consulting selling process . (7 Marks)
- (b) Prepare the framework of the project proposal which consist of at least **EIGHT (8)** elements . (8 Marks)
- (c) Choose **FIVE (5)** element to be used in researching and selecting overseas market . (5 Marks)

-----End of question-----

