

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

COURSE CODE	:	BTE 3713
COURSE	:	MANAGING CONSULTANCY FOR ENTREPRENEURSHIP
SEMESTER/ SESSION	:	2 – 2023/2024
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) Determine **FIVE (5)** element to be used in researching and selecting overseas market (5 Marks)

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

