

OXFORD CAMBRIDGE AND RSA EXAMINATIONS

LEVEL 4 CERTIFICATE IN MANAGEMENT CONSULTING 10331

UNIT 1 UNDERSTANDING INDUSTRY SECTORS AND THE DRIVERS WHICH IMPACT THEM

MONDAY 16 JUNE 2014

9.30 AM

TIME: 1 HOUR

INSTRUCTIONS TO CANDIDATES

Fill in all the boxes below. Use CAPITAL LETTERS.

CENTRE DETAILS

Centre Number	Centre Name

COMPUTER REF

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CANDIDATE DETAILS

Surname or Family Name	First Name	Initials of Other Forenames	DATE OF BIRTH							
			D	D	M	M	Y	Y	Y	Y

- Do **NOT** open the booklet until told to do so by the invigilator.
- Answer **ALL** questions.
- Write your answers in the spaces provided on the question paper.
- Additional paper may be used if necessary but you must clearly show your candidate number, centre number and question number(s).
- Use black ink.

INFORMATION FOR CANDIDATES

The number of marks is given in brackets at the end of each question or part question.

The total number of marks for this paper is **50**.

FOR EXAMINERS' USE ONLY			
1		6	
2		7	
3		8	
4		9	
5			
TOTAL =			

2 Explain **two** ways in which the business drivers in a third sector organisation are likely to differ from the business drivers in a private sector organisation.

1) _____

_____ (2 marks)

2) _____

_____ (2 marks)

3 Public sector industries face many challenges.
State what is meant by each of the following challenges:

- changes in demographics

_____ (1 mark)

- transparency

(1 mark)

- sustainability.

(1 mark)

4 Explain **two** ways in which the use of an analytical framework can add value to the management consulting process.

1)

(3 marks)

2) _____

(3 marks)

5 Evaluate likely benefits to a public sector client of hiring a management consultant to facilitate a major workforce restructuring programme.

[Turn over]

(8 marks)

Section B

Answer **all** questions in this Section.

All of the questions in Section B should be answered in relation to a management consulting client of your choice. You are advised to read through all of the questions in Section B before deciding on your choice of client.

Nature of client's business:.....

Sector: Private Public Third (Please circle as appropriate)

6 Explain how your client adds value to the products/services it offers.

(2 marks)

7 Explain **two** ways in which the dynamics of the market in which your client operates may affect its strategic planning.

1) _____

(3 marks)

(8 marks)

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