

**OXFORD CAMBRIDGE AND RSA EXAMINATIONS**

**LEVEL 4 CERTIFICATE IN MANAGEMENT CONSULTING 10331**

**UNIT 1 UNDERSTANDING INDUSTRY SECTORS AND THE DRIVERS WHICH IMPACT THEM**

**MONDAY 19 JANUARY 2015**

**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	
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5			
<b>TOTAL =</b>			

Section A

Answer **all** questions in this Section.

- 1 Explain how a business in the construction industry makes money.

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**(2 marks)**

- 2 Explain how a hierarchical organisational structure may affect the ability of a business to respond to changes in its market.

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**(2 marks)**

3 Analyse **two** business drivers which clients in third sector organisations need to consider when making strategic decisions.

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4 Explain **two** ways in which the challenges facing third sector organisations are likely to differ from those facing private sector organisations.

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**(6 marks)**







8 Explain **two** ways in which the procedure(s) used to appoint senior management in your client's business might affect the organisation's future success.

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**(6 marks)**





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