

## Level 4 Certificate in Management Consulting 10331

**UNIT 1** Understanding industry sectors and the drivers which impact them

### Friday 16 June 2017 - Morning

**Time allowed: 1 hour**

**You must have:**

(eg Resource Booklet)

**You may use:**

- Geometrical Instruments
- Tracing Paper

A calculator is **NOT** permitted

First name										
Last name										
Centre number						Candidate number				

### INSTRUCTIONS

Use black ink.

Complete the boxes above with your name, centre number and candidate number.

Answer **all** the questions.

Write your answer to each question in the space provided.

If additional space is required, use the lined page(s) at the end of this booklet. The question number(s) must be clearly shown.

Do **not** write in the bar codes.

### INFORMATION

- The total mark for this paper is 50.
- The marks for each question are shown in brackets [ ].
- Quality of written communication will be assessed in this paper.
- This document consists of **12** pages.



Section A

Answer **all** questions in this Section.

- 1 Explain how breaking bulk helps a wholesaler to make a profit.

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[2]

- 2 Saban is the owner of Parlour Express, a small pizza delivery business. Saban believes that the key business driver for Parlour Express is 'quality of service'.

Analyse **one** positive impact and **one** negative impact on Parlour Express of pursuing this business driver.

Positive impact .....

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Negative impact .....

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[6]

3 Westpoint County Council, a public sector organisation, is considering outsourcing its IT function.

Explain **three** possible drawbacks to Westpoint County Council of outsourcing its IT function.

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[6]

4 A new charity is seeking a patron.

Identify **two** benefits to a charity of having a patron.

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[2]









8 Outline **three** ways in which working on behalf of your chosen client may benefit your future career.

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[6]



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