

Level 4 Certificate in Management Consulting 10331

UNIT 3 Understanding the management consulting industry

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.

1 Explain **two** ways in which a management consultant can add value to a project undertaken on behalf of a client.

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[4]

2 A management consultant has been hired by a client to develop a new product line.

Explain **three** ways in which limiting the authority of a management consultant could protect the interests of the client.

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[6]

3 A business has attracted the attention of several pressure groups.

Explain how operating ethically could help the business minimise any negative reaction from the pressure groups.

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[4]

- 4 TPTC is a management consulting firm. Each member of its senior management team is responsible for identifying their own key performance indicators (KPIs). Their performance is then monitored against these indicators.

Analyse **two** advantages and **two** disadvantages to TPTC of monitoring the performance of its senior management team in this way.

[12]

Advantages.....

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Disadvantages.....

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END OF QUESTION PAPER

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