

**OXFORD CAMBRIDGE AND RSA EXAMINATIONS**

**LEVEL 4 CERTIFICATE IN MANAGEMENT CONSULTING 10331**

**UNIT 3 UNDERSTANDING THE MANAGEMENT CONSULTING INDUSTRY**

**MONDAY 13 JUNE 2016**

**11.00 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							
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- 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			
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5			
<b>TOTAL =</b>			



**2** Recent data on the management consulting industry revealed that engagements in digital consulting are at an all-time high.

Explain **three** possible services which a management consulting business might provide in the area of digital consulting.

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4 Explain **four** reasons why a management consulting project should be evaluated on an on-going basis.

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- 5** Explain why a management consulting business may be liable for a consulting service which it has provided to a client.

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**[2]**

**6** Explain **three** reasons why the expectations of clients in different business sectors might be managed differently.

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**7** Explain **two** ethical ways in which a management consultant could act in the best interest of clients.

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**8** A management consulting business has decided **not** to tender for a consulting contract with an organisation in a developing country that provides poor working conditions for its employees.

Explain likely implications of this decision for the management consulting business.

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[6]

**END OF QUESTION PAPER**

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