

BAFS 4233: CONSULTANCY AND ADVISORY SERVICES FOR AGRIBUSINESS-Y4. S2
FEBRUARY –MAY SPECIAL / SUPPLEMENTARY EXAM

INSTRUCTIONS: Answer question **ONE (compulsory)** and any other **TWO** questions

QUESTION ONE

- a). Define the term Creative thinking (2 Marks)
- b). Explain TWO reasons as to why the consultant may not be involved in the implementation of Assignment (2 Marks)
- c). Describe the THREE types of retainer agreement (6 Marks)
- d). Explain FIVE types of services offered to clients currently as a result of Information and communication (ICT) transformation in consulting. (5 Marks)
- e). Outline FIVE examples of consulting services that can be outsourced (5 Marks)
- f). Describe the FIVE areas of a consultant's independence in management consulting (5 Marks)
- g). Describe FIVE types of activities included in a Consulting assignment (5 Marks)

QUESTION TWO

- a). Distinguish between absolute and relative magnitude of a problem (2 Marks)
- b). Discuss the FOUR main sources of information for a preliminary diagnosis survey (8 Marks)
- c). Discuss FIVE different role choices of a Consultant when responding to a client's needs (10 Marks)

QUESTION THREE

- a). Discuss the FIVE principal dimensions used to identify the client's problem (10 Marks)
- b). Describe the TEN key attributes of trusted Advisors (10 Marks)

QUESTION FOUR

- a). Discuss FIVE tactical guidelines for introducing changes in work methods (10 Marks)
- b). Discuss FIVE types of benefits to the client resulting from a consulting assignment (10 Marks)

QUESTION FIVE

- 1. Discuss the TEN ways that consultants use to assist management in an Organization (20 Marks)