**MOI UNIVERSITY EXAMINATIONS**

**SECOND YEAR FIRST SEMESTER**

**FOR THE DEGREE OF BACHELOR OF SCIENCE IN PROJECT PLANNING AND MANAGEMENT**

**BPM 212: CONSULTANCY IN PROJECT PLANNING AND MANAGEMENT.**

**INSTRUCTIONS TO CANDIDATES- ANSWER QUESTION ONE AND ANY OTHER THREE QUESTIONS IN SECTION B**

**QUESTION ONE-COMPULSORY**

a) The term consultancy has been variously defined by scholars. In your own words, explicate the meaning of consultancy**. (1 mark)**

b) With the help of a well labeled diagram figure, discuss the five generic purposes of using consultants**.( 10 marks)**

c) You have been appointed as a project manager at the San Danto Holdings. Briefly advise the management on the ways in which you can engage / utilize the consultants in projects. **(10 marks)**

d) Supposing you have been hired as a consultant in to introduce Project Management Operating Systems by Cassalechio de Reno Ltd. In the process of the consulting assignment, you discover that there is some expertise within the firm. Should you inform the Management of the company or not? Explain your answers**.( 4 marks)**

**SECTION B- Answer any three questions from this section.**

**QUESTION TWO**

With the help of a well labeled diagram, discuss the consulting process as proposed by International Labor Organization (ILO), detailing on the activities each phase. **(15 marks)**

**QUESTION THREE**

a) Briefly describe the five basic characteristics of consulting. **(5 marks)**

b) Discuss the critical dimensions of the client- consultant relationship ( **9** **marks)**

c) What do you understand by the concept PRINCE Methodology? **(1 mark)**

**QUESTION FOUR**

Discuss the methods that a consultant can apply in influencing the client system **(15 marks)**

**QUESTION FIVE**

Identify and explain the basic and refined roles of a consultant in the said assignment. **(15 marks)**

**QUESTION SIX**

Consultancy is said to be a professional service. Discuss the techniques that can be used in marketing consultancy as a professional service. **(15 marks)**

**QUESTION SEVEN**

a) Explain the meaning of the following concepts

* **Follow up (1 mark)**
* **Evaluation( 1 mark)**

b) Who should participate in evaluating a consulting assignment**? (3 marks)**

c) Identify and briefly explain the benefits/ outcomes that are evaluated during a typical consulting assignment. **(10 marks)**