

# UGANDA MARTRYS UNIVERSITY

FACULTY OF BUSINESS AND MANAGEMENT

DEPARTMENT OF MICROFINANCE

MASTERS OF ARTS IN MICROFINANCE MANAGEMENT

YEAR OF STUDY : FIRST YEAR, 1<sup>ST</sup> SEMESTER  
COURSE UNIT : CONSULTANCY SKILLS DEVELOPMENT  
DATE OF EXAM : 19<sup>TH</sup> JANUARY 2024  
DURATION : 3 HOURS [9:00AM – 12:00 PM]

## ***INSTRUCTIONS:***

- 1. Answer FOUR Questions.*
- 2. Each question carries 25 marks.*
- 3. Write clearly and legibly.*
- 4. Do not write anything on the question paper.*
- 5. Follow the instructions of the examination supervisor.*
- 6. Indicate questions answered on the Answer Sheet in the column for questions.*

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### **Question One:**

Uganda Martyrs University Nkozi is planning to review the strategic plan in order to improve service delivery. The University issued TORs with the following objectives;

- a) Identify where the UMU is going over the next three to five years and how it will get there,
- b) Review and identify the current changes in the organization and how they affect the future of UMU,
- c) Review and analyze the current situation in the higher education sector to identify strategic issues,
- d) Identify and determine strategies, objectives and responsibilities

#### **Required:**

- a) As a consultant provide a technical interpretation of what this assignment requires you to do.  
(15 Marks)
- b) As a consultant what would you include in an inception report in preparation of undertaking this assignment

(10 Marks)

### **Question Two:**

In a recent assessment of the manner in which UMU provides for students welfare, it was discovered that UMU is lacking in terms of quality of eating-places, library facilities, internet services and furniture in lecture rooms. The matter was presented to top management and it was resolved that a consultant be hired to develop a strategy that will guide the Institute in addressing the problem.

#### **Required:**

As a Consultant identified by the UMU, develop the Terms of Reference that will be used to engage the services of a competent consult to undertake the above task. (25 Marks)

### **Question Three:**

UMU has just issued a call for individual expressions interest to provide consultancy services for the Academic year 2023/2024. Several areas in which expertise is required include; curriculum review evaluation and management, financial management information and technology management etc. The minimum qualifications required include a master's degree in the relevant field, and five years working experience etc.

#### **Required**

- a) As an individual consultant in the making respond to the above call for EOIs in an attempt to be pre-qualified by UMU. In your answer include all the critical sections of the EOI and appropriately relate them to the call.  
(15 Marks)
- b) Demonstrate how you would negotiate with the UMU officials and on what key issues

(10 Marks)

### **Question Four:**

The East African Council is an umbrella organisation of the private sector in East Africa; it wishes to undertake several studies. The Council received funding from ACDF and wishes to use part of the funding to undertake the following assignments;

- a) Train staff on change management
- b) Conduct a feasibility study on business practices in the African region
- c) Conduct a survey on the EAC member's education systems

**Required**

Guide the Council on how they will evaluate the technical and financial proposals for the above assignment  
(25 Marks)

**Question Five:**

One of the critical success factors in consultancy business is how one markets and sells him/her self. Many aspiring consultants from graduate schools have failed to break even because of the fear to sell their services.

**Required**

As one of the most passionate student, how have you arranged to excel in marketing your services and where. For each of the strategies you propose state why you will use it, where and how?  
(25 Marks)

**Question Six:**

During facilitation of the consultancy module it was demonstrated to participants that one can comfortably become self-employed in selling knowledge, as a result 70% of the class resolved to abandon their formal employment to join knowledge selling.

The remaining 30% are not yet convinced that one can actually start a consultancy business and survive without a formal job.

**Required**

If you are approached by the 30% of the students in class what will you tell them about the potential and techniques they can use to flourish in consultancy business? (25 Marks)