



CAMEROON GENERAL CERTIFICATE OF EDUCATION BOARD

Technical and Vocational Education Examination

JUNE XXXX

ADVANCED LEVEL

Specialty Name (Specialty Code)	Commercial Specialty - ACC(CG), MKT(ACC), TMS(FIG)
Subject Title	Business Management
Paper No.	2
Subject Code No.	7025

Three hours

INSTRUCTIONS TO CANDIDATES

Answer any FIVE (05) Questions. All Questions carry equal marks

Calculators and formula booklets are allowed

You are reminded of the necessity for good English and orderly presentation in your answers.

You are advised to read carefully through the question paper, before you begin your answers.

Turn Over

1. (a) Why is it necessary for companies to establish training programs for their employees? (8marks)
 b) Apart from training, explain any other six functions of a human resource management. (12marks)
 (Total 20marks)
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2. (a) Explain four (4) factors that determine the extent to which a particular organisation is decentralization. (8marks)
 (b) With the aid of a diagram, explain the elements in the Boston Consulting Group matrix (12marks)
 (Total 20marks)
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3. (a) Point out any two contributors to scientific management and explain their contributions. (10marks)
 (b) Examine any six (6) factors that can motivate workers to do their job apart from money. (10marks)
 (Total 20marks)
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4. Given the information below concerning a particular product of TOKA Ltd in 2018.

Sales value	6,000,000frs
Fixed cost	1,200,000frs
Unit variable cost	500frs
Selling price per unit	1,000frs

Required; calculate

- (a) The breakeven point in unit and in value (6marks)
 (b) The number of units which must be sold to make a profit of 1,800,000frs. (4marks)
 (c) The margin of safety in Units (4marks)
 (d) Give any three limitations of the breakeven analysis (6marks)

(Total 20marks)

5. (a) Who is a Management Consultant? Explain any three (3) services a management consultant can offer to its clients. (8marks)
 (b) Explain six (6) characteristics of a managerial responsibility. (12marks)
 (Total 20marks)
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6. (a) Explain the three types of costs associated in purchasing. (6marks)
 (b) Why have most firms nowadays adopted automatic machines in their production process? (14marks)
 (Total 20marks)
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7. (a) A firm is considering two separate capital projects with cash flows as shown in the table below (in thousand dollars)

Year	0	1	2	3	4	5
Project A	(800)	180	200	250	380	450
Project B	(1200)	300	500	500	500	500

Required;

- (a) Using the NPV criterion and a discount rate of 15%, advise on the project to choose (10marks)
 (b) State any three (3) limitations of the NPV as an investment appraisal tool. (6marks)
 (c) Explain any two other techniques which may be used to appraise projects. (4marks)

(Total 20 Marks)
