

7025 /P3/MOCK 2025
Business Management/ATVEE

SOUTH WEST REGIONAL MOCK EXAMINATION TECHNICAL AND VOCATIONAL EDUCATION

THE TEACHERS' RESOURCE UNIT (TRU)
Cellule d'appui à l'action Pédagogique

IN COLLABORATION WITH
En collaboration avec

THE REGIONAL INSPECTORATES OF PEDAGOGY AND
THE SUBJECT TEACHERS' ASSOCIATIONS (STA)

MONDAY 24th March 2025

ADVANCED LEVEL

Specialty	Commercial Specialties -ACC, MKT & TIMS
Subject Title	Business Management
Subject Code Number	7025
Paper Number	3

Duration: Three Hours

INSTRUCTIONS TO CANDIDATES:

This paper comprises Two Sections;

Section A: Answer All Questions

Section B: Answer Any Two Questions

Calculators are allowed.

Formular Booklets are NOT allowed.

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

SECTION A

Case Study

Elton Company LTD

Elton is a transport service company that has grown rapidly and has become a leading company in the private sector in Africa. Marie a General Manager of the company, a position she has held for years. Her leadership style was characterized by transformational leadership and innovative ideas. She also exerts a culture of collaboration and team work, encouraging employees to share ideas and work together to achieve common goals. Under Marie's leadership the company has achieved significant outcomes including rapid growth, improved financial performances, increase innovations and enhanced positive reputation as well as increasing revenue. The transport industry is highly competitive with many established players making it necessary to maintain a high market share and enhanced customer satisfaction.

In 2020, Elton transportation service faced a major crisis which resulted in significant financial losses and damage of the company reputation. On investigating about the crisis, it was found that more than 50% of the cause was due to poor risk management. Since then Elton transport service has been struggling to recover from damage incurred during the crisis from every angles of the company in order to meet up with both staff and customers' demands.

However, of recent the company has suffered some significant challenges. Two Directors, three key research staff and two staff from the finance department has left. Marie has a demanding work schedule that requires frequent travel. Due to poor staff strength, she also supervises managers who have been appointed within the last few months. The new managers are sensing that staffs are becoming over worked as everyone takes an increasing responsibility. In addition the managers feel reluctant to delegate some additional responsibilities to employees due to work overload and other challenges. Marie also complaint that the budget for the year has not been completed due to insufficient information from the finance department making it difficult for the managers to appropriately allocate work and resources to staff. Meanwhile, staff have mentioned that the newly appointed managers incomplete communication style leave them more depressed and de-motivated. While the staff is becoming too distressed, the Mangers are becoming more frustrated. The managers feel like they are unable to stand up for their staff. One of the Manager commented "how do they solve problems of staff without some key information like the departmental budget?"

QUESTIONS

- State and briefly explain a leadership style practiced by Marie in the case above. (3marks)
 - State and explain three techniques of risk management that could have been used to manage the above case (6marks)
 - Explain four causes that might have resulted to the high labour turn over in the above case. (6marks)
 - Apart from work staff overload, explain other three factors that might have resulted to managers reluctant to delegate responsibilities to employees (6marks)
 - State and explain three ways the organization above can improve on the company situation and have a healthy work place (6marks)
 - Briefly defined the term "Risk management" as seen in the case above (3marks)
- (Total 30 marks)

SECTION B

1. John Company limited is a Bakery that sells cupcakes and cakes. Consider the following information of the company

Details	Amounts
SP/ Cupcake	2500 Frs.
VC/ Cupcake	1300 Frs.
FC	1500 000 Frs.
ACTUAL SALES	2800 cups
TAX RATE	25%

Use the above information and calculate the following.

- BEP in value (3marks)
 - Margin of safety in unit cups (3marks)
 - Break even period in months (3marks)
 - Consumption to sale ratio (2marks)
 - How many cupcakes will the firm produce in order to make a profit of 1,800,000 Frs. (4marks)
 - Calculate profit of the firm given the tax rate above (4marks)
 - Briefly explain three importance of break-even analysis in business (6marks)
- (Total 25 marks)

2. Angel and Caleb are graduates from a renowned University in Cameroon wishing to go into Business. They have been thinking on how to raise additional capital to supplement what they already have.

- State and explain three internal and three external sources of finance they can use to raise money for the business (12marks)
 - Briefly explain the role of the following factors in overcoming resistant to change in the organization
 - Communication (3marks)
 - Leadership (4marks)
 - Employee engagement (3marks)
 - Training and support (3marks)
- (Total 25 marks)

3. Procurement management is very essentials for firms who buy stock to sell it in future at higher prices

- Briefly explain 4 reasons why firms avoid stock out (8marks)
 - What is a purchase policy, explain 3 advantages of a purchase policy (7marks)
 - Briefly explain five advantages of group decision making (10marks).
- (Total 25 marks)
(Total 25 marks)

END