

GENERAL CERTIFICATE OF EDUCATION BOARD
Technical and Vocational Education Examination

JUNE 2026

ADVANCED LEVEL

Specialty Name and Acronym	COMMERCIAL SPECIALTIES - ACC, MKTG AND TIMS
Subject Title	Business Management
Subject Code Number	7025
Paper Number	2

Duration: Three Hours

INSTRUCTIONS TO CANDIDATES

This Paper Comprises Seven (7) Questions. Answer FIVE (5).

All Questions Carry Equal Marks

Calculators are Allowed

Read carefully through the question paper, before you begin your answers.

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

1. (a) Discuss any five (05) factors to be considered by the Purchasing Manager of Azico Ro Ltd when drawing up the purchasing policy for the company. (10marks)
(b) Explain five (05) causes of high labour turnover in a modern organisation. (10marks)
(Total 20 Marks)

2. Planning is the most important management function, but without effective control, all plans are bound to fail.
(a) Briefly discuss the steps involved in the planning process. (10marks)
(b) Advance any five (05) potential benefits of effective control to an organisation. (10marks)
(Total 20 Marks)

3. (a) Advance four (04) reasons why line and staff managers are always in conflict. (10marks)
(b) Differentiate between formal and informal organisations. Advance any five (05) differences. (10marks)
(Total 20 Marks)

4. (a) Examine five (05) functions of the Human Resource Department in a modern organisation. (10marks)
(b) Explain five (05) advantages of group decision-making as oppose to individual decision making. (10marks)
(Total 20 marks)

5. KONAFCOOP produces cocoa and package it to be sold in the oversee market. The selling price is CFAF 800 per unit. The variable cost of production is CFAF 500. It is estimated that total fixed cost will amount to fixed Production overhead of CFAF 500,000 and Fixed selling and distribution is CFAF 400,000.
Required
a) Contribution per unit. (4marks)
b) Break-even point in unit and sales value (6marks)
c) Outline three assumptions of break-even analysis. (6marks)
d) How many units will the firm produce in order to make a profit of CFAF 120,000 (4marks)
(Total 20 Marks)

6. (a) Explain four (04) differences between Hierarchy of Needs Theory by Abraham Maslow and the ERG Theory by Alderfer. (8marks)
(b) State and explain six (06) qualities of a good leader. (12marks)
(Total 20 Marks)

7. (a) Examine any three (03) types of production systems, commonly used in production management. (10marks)
(b) Outline and briefly explain four (04) contributions of the Human relation school. (10marks)
(Total 20marks)
