

UNIVERSITY EXAMINATIONS

1ST SEMESTER 2022/2023 ACADEMIC YEAR

FOURTH YEAR EXAMINATION FOR THE DEGREE OF
BACHELOR OF SCIENCE IN COMMUNITY
DEVELOPMENT

CDEV 424: COMMUNITY CONSULTANCY

STREAM: R

TIME: 2 HRS

DAY: TUESDAY [8.30AM – 10.30AM]

DATE: 06/12/2022

THIS QUESTION PAPER CONSISTS OF TWO (2) PAGES

PLEASE DO NOT OPEN UNTIL THE INVIGILATOR SAYS SO.

INSTRUCTIONS: - Answer Question one (COMPULSORY) and any other two questions.

QUESTION ONE

- (a) Define the following terms: - **(6 Marks)**
- i. Consultant
 - ii. Client
 - iii. Ethics
- (b) Explain two approaches used in consulting. **(4 Marks)**
- (c) Differentiate between internal and external consultants. **(6 Marks)**
- (d) State three things that clients Are always seeking and three things that clients are not seeking in Community Consultancy **(6 Marks)**
- (e) Explain four skills that a consultant must have for effective consultation. **(8 Marks)**

QUESTION TWO

- (a) Discuss the professional ethics that consultants must always adhere to. **(10 Marks)**
- (b) Explain some challenges that start up consultancy firms face. **(10 Marks)**

QUESTION THREE'

- (a) Elaborate on ways community consultants can improve on their competencies. **(10 Marks)**
- (b) Discuss how consultants contribute to the success or failure of community projects. **(10 Marks)**

QUESTION FOUR

- (a) Explain the consulting steps that are undertaken during the consultancy process. **(14 Marks)**
- (b) Explain some applicable strategies in marketing a community consultancy firm that startups can utilize. **(6 Marks)**

QUESTION FIVE

- (a) As a trained consultant explain the three advantages of starting your own consulting firm and two disadvantages of being employed in an existing consulting firm. **(10 Marks)**
- (b) Elaborate some of the policies governing the field of community consultancy. **(10 Marks)**