



UGANDA MANAGEMENT INSTITUTE

POSTGRADUATE DIPLOMA IN MONITORING AND EVALUATION (DME)
KLA; MRA; GULU, MBL: DME DL VI: WKD

SECOND SEMESTER EXAMS 2017/2018

MODULE CONSULTANCY SKILLS DEVELOPMENT

Date: Thursday 4 October 2018

Time: 09.00 AM – 12.00 NOON

INSTRUCTIONS

1. Answer **FOUR** Questions.
2. Question **ONE** of Section A is compulsory and carries 40 marks.
3. Answer any other **THREE** Questions from Section B. Each question carries 20 marks.
4. Write clearly and legibly.
5. Do not write anything on the question paper.
6. Do not take Mobile Phones into the examination room.
7. Follow the instructions of the Examination Supervisor.
8. Indicate questions answered on the Answer Sheet in the column of Questions.

This paper consists of 3 printed pages.

-GOOD LUCK-

SECTION A:**COMPULSORY****(40 MARKS)****QUESTION ONE**

Living goods is an international agency whose purpose is to work with vulnerable communities in a bid to improve their health. Living goods requires a consultant to conduct a base line study before implementing a certain health project in Karamoja sub region.

Required

- a) In preparation to bid for this task, develop a detailed technical proposal in line with the above consultancy assignment **(30 Marks)**
- b) Based on the above detailed technical proposal, develop a financial proposal in line with the above consultancy assignment **(10 Marks)**

SECTION B: ANSWER ANY THREE QUESTIONS FROM THIS SECTION**QUESTION TWO**

Bank of Uganda has made a call for expression of interest (EOI) to build the capacity of its staff in monitoring and evaluation and to develop an M&E plan.

Required:

As a Consultant, respond to such call for expression of interest. **(20 Marks)**

QUESTION THREE

You have been hired as a consultant to develop some terms of reference on behalf of a certain organisation, requiring to procure services of a consultant to undertake a mid-term evaluation of a health project.

Required

Develop such terms of reference **(20 Marks)**

QUESTION FOUR

A certain organization has hired you as a consultant to evaluate their consultancy bids/proposals. Explain how you would practically evaluate such consultancy bids/proposals based on any evaluation criteria and methodology. **(20 Marks)**

QUESTION FIVE

If you were requested by a certain organization as the best evaluated bidder for some consultancy assignment to send her an inception report

Required:

Explain in detail the contents that would be included in such an inception report **(20 Marks)**

QUESTION SIX

One of the key critical success factors for winning any consultancy assignment is how one relates well with his/her clients and portrays his capacity to execute any consultancy assignment.

Required:

- a) How would you ensure effective consultant-client relationship as a key critical success factor for winning any consultancy assignment? **(10 Marks)**
- b) Develop a capability statement that can competitively position you to win any consultancy assignment. **(10 Marks)**

END