



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF BUSINESS ADMINISTRATION

UNIVERSITY EXAMINATION FOR:

HIGHER DIPLOMA HUMAN RESOURCE MANAGEMENT

BLS 3130 : COUNSELING AND CONSULTANCY

SPECIAL /SUPPLEMENTARY EXAMINATION

SERIES:AUGUST2017

TIME:2HOURS

DATE:Pick DateSep2017

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of **FIVE** questions. Attempt question ONE (Compulsory) and any other TWO questions.

Do not write on the question paper.

QUESTION ONE

(a) What are the main differences between Counselling and Consultancy **(10 Marks)**

(b) Explain the following therapies of Counselling :

- I. Transactional analysis **(10 Marks)**
- II. Rational Emotive Behavior Therapy (REBT) **(10 Marks)**

QUESTION TWO

Explain the following terms

- I. Expression of Interest **(5 marks)**
- II. Request for proposals **(5 marks)**

(b) Explain the elements of personality according to Sigmund Freud **(10 Marks)**

QUESTION THREE

(a) (a) What are the Forces/Constraints that hamper consultant's duties **(10 Marks)**

(b) What are the key skills required of a consultant in conducting their assignments **(10 Marks)**

QUESTION FOUR

(a) Highlight the code of ethics for Consultant's in discharging their duties **(10 Marks)**

(b) Clarify the requirements for Consultant's independence in discharging their duties **(10 Marks)**

QUESTION FIVE

Explain the steps that a client is required to follow in selecting a consultant to carry out a project **(20 Marks)**