

## AB and FAB Full Specimen Exam Answers

Question	Correct answer	Marks
1	Corporate reporting	1
2	Autocratic	1
3	Negotiation	2
4	<p>Helping the young players to settle in during their first week - Mentoring</p> <p>Identifying each player's key skills and encouraging them to develop new skills - Coaching</p> <p>Advising the players on addressing personal issues, such as managing their finances - Counselling</p> <p>Helping the players to anticipate opponents' reactions - Coaching</p>	2
5	The collective well-being of stakeholders	1
6	Structural unemployment	2
7	To identify and anticipate customer needs	2
8	<p>Imposition of a fine by the government's company registration body</p> <p>Suspension of dealings in securities by the stock exchange</p>	2
9	<p>Decreasing birth rate - True</p> <p>Increasing death rate - False</p>	2
1 0	Tell and listen approach	2
1 1	To ensure that the client's financial statements are reasonably accurate and free from bias	2
1 2	1 and 3 only	1
1 3	Prioritise the tasks in relation to the most important business outcomes	2
1 4	Objectivity	2
1 5	Promotion of ethical standards in all member organisations	2
1 6	<p>An increase in taxation – No</p> <p>An increase in public expenditure – Yes</p>	2
1 7	Price	2
1 8	Competence testing	1
1 9	<p>The equity of the company - Statement of financial position</p> <p>Operating costs as a percentage of turnover- Statement of profit or loss</p>	2

	<b>Long-term borrowings - Statement of financial position</b>	
	<b>Liquidity- Statement of financial position</b>	
2 0	<b>Setting aside a separate section of the restaurant for families with children</b>	2
2 1	<b>All private individuals on whom only regulated data is held</b>	1
2 2	<b>A transaction processing system</b>	2
2 3	<b>Customer Supplier</b>	2
2 4	<b>True</b>	1
2 5	<b>Development of selling skills</b>	2
2 6	<b>She demonstrates little concern for other people in the team</b>  <b>She is highly focused on achieving the objectives of the team</b>	2
2 7	<b>False</b>	1
2 8	<b>Confirming that the financial accounts present a true and fair view</b>  <b>Confirming that accounts have been prepared in accordance with legal requirements</b>	1
2 9	<b>Applying consistently high moral values</b>	1
3 0	<b>Members can vote according to the number of shares owned</b>  <b>Shares can be bought and sold through personal transactions of the members</b>	2
3 1	<b>Indirect discrimination</b>	2
3 2	<b>Inadequate monetary rewards are a powerful dissatisfier</b>	2
3 3	<b>Task</b>	2
3 4	<b>The wheel</b>	2
3 5	<b>Both Kelly and Pawel</b>	1
3 6	<b>New laws to prevent discrimination in the workplace</b>	2
3 7	<b>The monitoring and enforcement of legal and compliance standards</b>	2
3 8	<b>The scientific school</b>	1
3 9	<b>3 and 4</b>	2
4 0	<b>Product Place</b>	1
4 1	<b>More accountability at lower levels</b>	1
4 2	<b>The minimum acceptable standards of behaviour and conduct of employees</b>	2
4 3	<b>Strengths Weaknesses</b>	1

4 4	<b>Forming</b>	2
4 5	<b>Sales</b>	2
4 6	<b>It is horizontal</b>	1

**MTQ 47**

**Task 1 (2 marks)**

Peter Drucker	<b>Reference D</b>
Elton Mayo	<b>Reference B</b>
Henry Mintzberg	<b>None of the references</b>
F W Taylor	<b>Reference C</b>

**Task 2 (2 marks)**

Planning
Organising

**MTQ 48**

**Task 1 (2 marks)**

Locking the computer room to prevent access to non-employees	<b>General control</b>
Limiting access to departmental laptops through making them password protected	<b>General control</b>
Taking backup of data files each evening and holding backup copies off-premises	<b>General control</b>
Providing basic IT training to payroll staff to prevent errors in using the system	<b>Application control</b>

**Task 2 (2 marks)**

Fraud and errors in handling cash can be prevented through <b>segregation of duties</b> since no one individual can record and process a complete transaction.	<b>segregation of duties</b>
Even if such a measure were introduced, the possibility exists that staff could act together to perpetrate fraud and bypass this control. This can be prevented through <b>induction and training</b> as it would ensure awareness of the heavy sanctions to be imposed in cases of dishonesty.	<b>induction and training</b>

**MTQ 49**

**Task 1 (2 marks)**

An interview to help another person to identify and work through a problem	<b>Counselling</b>
A long term relationship in which a more experienced person encourages an individual's personal and career development	<b>Mentoring</b>
An approach whereby a trainee is put under the guidance of an experienced employee who shows the trainee how to perform tasks	<b>Coaching</b>

An interview, the aim of which is to review performance and identify training and development needs	<b>Appraising</b>
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**Task 2 (2 marks)**

<b>Career and personal development</b>
<b>Providing a role model for an employee</b>

**MTQ 50**

**Task 1 (2 marks)**

Donna and Dietmar	<b>Connected</b>
Members of the management committee	<b>Internal</b>
The four building companies	<b>Connected</b>
Local residents	<b>External</b>

**Task 2 (2 marks)**

Stakeholder	Stakeholder category	Communication strategy
Building companies	<b>low power, high interest</b>	<b>kept informed</b>
Local residents	<b>high power, high interest</b>	<b>treated as a key player</b>

**MTQ 51**

**Task 1 (2 marks)**

<b>Integrity</b>
<b>Professional behaviour</b>
<b>Confidentiality</b>
<b>Objectivity</b>

**Task 2 (2 marks)**

<b>Acting in the public interest</b>
<b>Ethical codes of conduct</b>
<b>Process of certification</b>
<b>Governance by association</b>

**MTQ 52**

**Task 1 (4 marks)**

	Dimension	Level
Company A	<b>Power distance</b>	<b>High</b>
Company B	<b>Masculinity</b>	<b>High</b>
Company C	<b>Uncertainty avoidance</b>	<b>Low</b>
Company D	<b>Individualism</b>	<b>Low</b>