



**DEGREE**  
**January-June**

**Sessional Examination**  
**MC222/232-Mentoring, Coaching & Consulting**

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**BOTSWANA OPEN UNIVERSITY**

**BACHELOR OF BUSINESS ENTREPRENEURSHIP**

**BACHELOR OF BUSINESS ADMINISTRATION**  
**(LEADERSHIP AND CHANGE MANAGEMENT)**

**Mentoring, Coaching and Consulting**  
**MC232/MC222**

**Marks: 100**

**Duration: 3 Hours**

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**Instructions**

1. The examination consists of **Two** sections: A, and B
2. Start each question on a new page.
3. Answer questions according to instructions given.
4. Write in grammatical English.



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**SECTION A**

**[20 MARKS]**

Answer **ALL** questions in this section

**Question 1**

What is meant by the following as the elements of learning?

a. Secondment

**(2 marks)**

b. Job shadowing

**(2 marks)**

**Question 2**

Distinguish between the following:

i. Mentoring and training

**(4 marks)**

ii. job enrichment and job enlargement

**(4 marks)**

**Question 3**

i. Explain any two rationale for mentorship programs.

**(2 marks)**

ii. Outline any two methods for billing consulting services.

**(2 marks)**

iii. List any two roles of coaching.

**(2 marks)**

iv. Highlight any two factors that make consultants more effective.

**(2 marks)**



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**SECTION B**

**[80 MARKS]**

**Answer any FOUR questions in this section. Please use headings and subheadings to present your answers**

**Question 1**

Analyse how you would use your knowledge of any four learning theories to achieve effective learning to your subordinates at work. **(20 marks)**

**Question 2**

Discuss any four reasons why government mentorship programs fail. **(20 marks)**

**Question 3**

As a consultant, discuss any five ways that you would ensure professionalism in your job. **(20 marks)**

**Question 4**

Propose and elaborate on any four strategies that as a mentor you can implement to influence the behavior of your mentees. **(20 marks)**

**Question 5**

Give a detailed explanation of any five competences that can make mentor/ coach more effective. **(20 marks)**

**END OF QUESTION PAPER**