CIMAPRO15-E03-X1-ENG^{Q&As}

E3 - Strategic Management Question Tutorial

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QUESTION 1

STU is a hospital that is wholly funded by its national government. In the last five years it has seen its funding cut by over 30% due to budgetary pressure on the government, caused by a global recession. As a result, the senior management team of STU has had to make some very difficult decisions about prioritizing how it spends the funds it receives from the government. Its main strategies have been to reduce the number of administration staff and nursing staff by 20%, in order to reduce its costs. It has also stopped providing a number of services to patients, including its counselling services and its physiotherapy unit.

Which of the following strategies has STU adopted to manage its reduced funding? (Choose all that apply.)

- A. Liquidation
- B. Divestment
- C. Retrenchment
- D. Facilitation
- E. Turnaround

Correct Answer: B

Reference: http://www.cbsmohali.org/course_material/fourth_semester/strategic%20management.pdf (63)

QUESTION 2

GV is a manufacturer and retailer of high quality suede gloves. GV makes all of its sales in country F, and is extremely profitable. After many successful years trading, GV has accumulated significant cash reserves and would like to grow the business organically.

After some investigation work, GV has discovered an opportunity to sell leather shoes in country P.

Which of the following strategic directions is GV taking if it pursues this opportunity, according to Ansoff\\'s product / market matrix?

- A. Product development
- B. Market development
- C. Related diversification
- D. Market penetration

Correct Answer: C

QUESTION 3

DRAG DROP

QR is a conglomerate with two divisions, A and B. Given the information below, select the most appropriate strategy for



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each division to implement.

Select and Place:

Divisior A has a strong brand but the technology used in its products is becoming ourdated		Market penetration
Divisior B is making financial losses in a mature market where ts sales are considerably less than the sales of rival companies.		Diversification
		Divestment
		Product
orrect Answer:		development
Orrect Answer: Divisior A has a strong brand but the technology used in its products is becoming ourdated	Product development	development
Divisior A has a strong trand but the technology used in its		Diversification

QUESTION 4

PQR is a charity which has an excellent reputation within its home country. PQR employs over 300 highly experienced staff and has 200 skilled volunteers. PQR\\'s funding mainly comes from donations from the public but its public profile is low compared to larger, more publicized charities.

Due to a recent recession, public donations to PQR have fallen in the last five years, but demand for its services continues to grow.

The government of the country in which PQR operates is encouraging greater collaboration between charities and there have been several recent successful mergers within the charity sector. PQR has recently been approached by a high profile and well funded charity, DDD, with a merger proposal. DDD offers complementary services to those offered by PQR.



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Which TWO of the following factors would most likely be considered as an \\'opportunity\\' for PQR? (Choose two.)

- A. Highly experienced staff
- B. Donations from the public
- C. Growing demand for its services
- D. The excellent reputation of DDD
- E. Merging with DDD

Correct Answer: AC

QUESTION 5

ABC is an independent training provider in Country F. It provides training in business related subjects to a wide range of corporate customers. All of its tutors must possess a nationally accredited training qualification before being allowed to teach and all of its courses follow nationally accredited programmes which are externally monitored. This is considered to be a critical aspect of its business reputation.

ABC has one major competitor, XYZ, within Country F. XYZ offers similar courses to ABC but its tutors do not have to have an accredited training qualification and its courses do not follow the national accredited programmes. The style and content of courses varies significantly between XYZ\\'s centers.

There are a number of universities which offer nationally accredited courses within Country F. ABC does not consider these as competitors because typically they attract students wishing to undertake degree courses. The average university pass rate for nationally accredited programmes is currently higher than ABC\\'s.

Which of the following types of benchmarking would be most useful for ABC?

- A. Process
- B. Internal
- C. Competitor
- D. Strategic

Correct Answer: D

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