



**Victorian Certificate of Education
2005**

SUPERVISOR TO ATTACH PROCESSING LABEL HERE

STUDENT NUMBER

Figures

Words

Letter

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BUSINESS MANAGEMENT

Written examination

Thursday 10 November 2005

Reading time: 11:45 am to 12.00 noon (15 minutes)

Writing time: 12.00 noon to 2.00 pm (2 hours)

QUESTION AND ANSWER BOOK

Structure of book

<i>Number of questions</i>	<i>Number of questions to be answered</i>	<i>Number of marks</i>
3	3	60

- Students are permitted to bring into the examination room: pens, pencils, highlighters, erasers, sharpeners and rulers.
- Students are NOT permitted to bring into the examination room: blank sheets of paper and/or white out liquid/tape.
- No calculator is allowed in this examination.

Materials supplied

- Question and answer book of 11 pages.
- A script book is available from the supervisor if required.

Instructions

- Write your **student number** in the space provided above on this page and on the front cover of any script book used.
- All written responses must be in English.

At the end of the examination

- If a script book is used, place it inside the cover of this question and answer book.

Students are NOT permitted to bring mobile phones and/or any other unauthorised electronic devices into the examination room.

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Question 1

Dave Rodgers, Manager of the Marketing Division at Hume and Weston Ltd, has been called by the Human Resources Manager, Ms Wilson, to explain the high number of recent resignations from his department. Most resignations have been from the younger graduates who have complained about the lack of direction, no sense of belonging and no support given by Dave. Dave does not see a problem with the high staff absenteeism, and would rather not discuss his department with Ms Wilson. Ms Wilson demands that he solve these problems immediately.

a. Define the following terms

i. staff absenteeism

ii. corporate culture

2 marks

b. Explain how **two** of the key management roles (planning, organising, leading and controlling) could be used by Ms Wilson in her position as Human Resources Manager.

4 marks

- c. Identify and explain an appropriate motivational theory and discuss its benefits for the Marketing Division.

4 marks

- d. How would Dave Rodgers apply this motivational theory (in **part c.** above) to the Marketing Division?

2 marks

Question 2

Blue Berry Jam is a publicly listed company located 90 kilometres from Melbourne. It relies on fresh farm produce to supply its fruit and employs people from the local area. The business started selling its jam to retailers in Melbourne, but has quickly expanded its market overseas to Hong Kong and Indonesia. It has a strong reputation for reliability, nutritional value and support for the environment.

However, the CEO has identified the following areas of concern for future growth.

- *Falling reputation if ethical and social responsibility management is not maintained. Local residents are complaining that a new plant will become an environmental nightmare. The residents are particularly worried about Blue Berry Jam using valuable land resources. They are also concerned about more waste material polluting the nearby rivers.*
- *Shareholders are complaining about the cost of the new plant necessary for the extra production.*
- *Low price imports that may reduce Blue Berry Jam’s sales and force it to close.*

a. Distinguish between shareholders and stakeholders.

2 marks

b. Explain the term macro environment and describe **two** pressures affecting large-scale organisations.

3 marks

- c. Blue Berry Jam contributes in many ways to the Australian economy. Identify **two** economic contributions that would be lost if Blue Berry Jam was forced to close.

4 marks

- d. Identify one financial and one non-financial key performance indicator that would measure Blue Berry Jam's performance.

2 marks

- e. Explain how each of these key performance indicators (in **part d.** above) could be used to improve Blue Berry Jam's performance.

4 marks

Total 15 marks

TURN OVER

Rapidly changing technology means that Logically may one day be forced to merge with, or be taken over by, a global telecommunications company.

c. Define the following terms and give an example for each term to demonstrate your understanding.

i. merger

ii. multinational corporation

2 + 2 = 4 marks

There are several contemporary change management issues that Logically may have to deal with in the future.

d. Select one of these change issues and explain the impact it would have on Logically.

These may include

- technological development
- mergers
- globalisation

or

another change management issue for large-scale organisations which you have studied.

3 marks

