



Professional Qualification in BUSINESS MANAGEMENT

Level 4 Diploma

UNIT 1 – LEADERSHIP AND MANAGEMENT

Question 1

Discuss the key differences between management and leadership. (20 marks)

Question 2

- (a) **Explain** the differences between leading individuals and leading teams. (8 marks)
- (b) **Discuss** how effective leadership could give a business a competitive advantage. (12 marks)

Question 3

- (a) **Explain** the importance of delegation and accountability to effective management. (8 marks)
- (b) **Discuss** the different management styles that can exist in business. (12 marks)

Question 4

- (a) **Explain** what is meant by 'scientific management'. (8 marks)
- (b) **Discuss** which are the most important traits and characteristics of an effective manager. (12 marks)

Question 5

- (a) **Explain** what is meant by 'behavioural theory' in relation to business management. (8 marks)
- (b) **Discuss** the global factors that could help to determine management style. (12 marks)