

**Answer the following questions:**

**Q: 1:** Short Questions (15)

- I. Describe the three elements on which a consulting business should focus.
- II. How should a consultant provide technical service to the clients? Explain, using examples.
- III. What type of information does the rate sheet contain?
- IV. What is a Freelancer?
- V. Define the following terms:
  - a. Contractor
  - b. Entrepreneur
  - c. Consultant

**Q: 2:** What are the different points to consider when setting up a fee structure? (7)

**Q: 3:** Describe the winning qualities of a consultant. Also outline the skills set used in consulting. (8)