

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)