

MANAGEMENT CASE STUDY NOVEMBER 2017 EXAM ANSWERS

Variant 1

Marking Guidance

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The following marking guidance is based on Management Case Study Exam November 2017, Variant 1

<https://connect.cimaglobal.com/resources/november-2017-management-case-study-variant-1>

This marking guidance has been provided by CIMA for information purposes only. It is not to be considered exhaustive and alternative, valid approaches would earn marks.

Note: while the published weighting of competencies for the level would be reflected in the distribution of marks for each examination, there may be some small variations between different forms of the examination.

CIMA will not accept challenges to this marking guidance on the basis of academic judgement.

Marking Guidance

Section	Technical Skills		Business skills		People Skills		Leadership Skills		Integration	Total
1	Evaluate business risks	12	Evaluate establishment of overseas manufacturing plant	12					1	25
2	Discuss accounting treatment to sale and leaseback arrangement	12	Implement value analysis and value engineering	12					1	25
3					Identify stakeholders and their information needs	12	Recommend performance measures	11	2	25
4	Evaluate performance	11			Evaluate effectiveness of incentive scheme	6	Overcome staff resistance	6	2	25
		35		24		18		17	6	100