**Essentials of Management**

**June 2023 Examination**

**Q1. XYZ Ltd has hired you as a consultant in order to devise a strategy to motivate their employees. Can you guide them with monetary and non-monetary Employee Motivating factors? (10 Marks)**

**Ans:**

**Introduction:**

Motivated employees are an essential issue of any organization. Motivation may be defined as a set of inner and outside elements that pressure personnel to perform at their fine, attain their goals, and contribute to the business enterprise's fulfillment. Motivating employees entails developing superb paintings surroundings that encourage job satisfaction, foster employee engagement and retention, and boost productivity.

Developing a strategy to motivate personnel requires a comprehensive approach encompassing financial and non-monetary factors. In this essay, we will explore what a

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**Q2. Post Covid, ABC Ltd. wants to do a major overhaul of the organization. They know that it is not going to be easy to bring about a change in the organization. Can you guide them about the Change Management Process? (10 Marks)**

**Ans:**

**Introduction:**

Organizational change is an essential method for growth and edition; however, it can be difficult and requires careful planning, execution, and control. With the COVID-19 pandemic, many organizations have had to adapt and exchange swiftly; however, a few may need a sizable overhaul to stay aggressive or adjust to new market conditions. This is where alternate management comes into play, as it helps organizations transition from the current state to a preferred future

**Q3. Bit coin Motels have hired you as a consultant as they feel that the management has lost control over the smooth functioning of the hotel which is also leading to many customer complaints. They need your help and guidance in order to get things back in control**

**a. Can you guide them with the traditional techniques that they can use in order to get things back in control? (5 Marks)**

**Ans:**

**Introduction:**

As a consultant for Bit coin motels, I understand that the management desires to gain manipulation over the easy functioning of the hotel, which has ended in several consumer complaints. To get matters returned to the top of things, we can use traditional strategies that have been tested powerfully in managing and improving the operations of resorts. A number

**b. Can you manual them with the cutting-edge strategies they can use to get matters returned to control? (5 Marks)**

**Ans:**

**Introduction:**

Sure, I can guide Bit coin hotels on modern techniques they can use to regain control and improve customer enjoyment at their hotel.

**1. Implement a client courting control (CRM) system:** A CRM system can assist Bit coin lodges in holding music of purchaser interactions, choices, and remarks. This may help