

Exam Name - Professional Management Consultant (PMC)[™]

Sample Exam

1. What does the MECE principle in management consulting stand for?

- A. Most Efficient Cost Estimation
- B. Mutually Exclusive, Collectively Exhaustive
- C. Multi-End Client Evaluation
- D. Measurable, Effective, Coherent Execution

Answer **B**

2. In which phase of the consulting process is the problem defined and objectives set?

- A. Implementation
- B. Closure
- C. Diagnosis
- D. Entry and Contracting

Answer **D**

3. What is the main purpose of a SWOT analysis in a consulting engagement?

- A. Forecast revenue
- B. Evaluate client financial statements
- C. Identify strategic internal and external factors
- D. Generate Gantt charts

Answer **C**

4. Which of the following is considered a qualitative forecasting method?

- A. Exponential Smoothing
- B. Delphi Technique
- C. Regression Analysis
- D. Time-Series Decomposition

Answer **B**

5. What tool would a consultant use to visually map out causes of a specific problem?

- A. Gantt Chart
- B. RACI Matrix
- C. Fishbone Diagram
- D. BCG Matrix

Answer **C**

6. A key ethical principle in consulting is to:

- A. Maximize billing hours
- B. Promote one's services at all times
- C. Maintain client confidentiality
- D. Accept all client requests without question

Answer **C**