



STRATHMORE BUSINESS SCHOOL
BACHELOR OF COMMERCE / BACHELOR OF FINANCIAL SERVICES
END OF SEMESTER EXAMINATION
BCM 2105 / BFS 2105: SELF DEVELOPMENT

Date: Tuesday 1st august 2023

Time: 2 Hours

Instructions

1. This examination consists of **FIVE** questions.
2. Answer **Question ONE (COMPULSORY)** and any other **TWO** questions.

PART A

(COMPULSORY)

QUESTION ONE

(TOTAL 30 MARKS)

Philip who is 30 and Mary who is 26 have been friends since they were in primary school. They have developed a liking for each other and proceeded to start dating. Philip grew in a very close nit family with lots of affirmation and affection. He had a father and Mother that both loved each other and were not afraid to show forms of affection in front of their children. Philip is a quiet young man who is comfortable in solitude, takes time to make decisions, only speaks when he is confident, he knows the subject matter, likes to read a lot and to passively observe and look out for the good of others whenever he is in a group. He is very comfortable in his skin since his father played a big role in accepting him the way he is and giving him his space to come up with his decisions. Mary on the other hand comes from a troubled past and her upbringing was tough. Her dad left their home when she was 7 and the mother has raised them by herself. Mary has had to fight for everything and consequently developed a personality that is direct, opinionated, takes on challenges and is never lost for words. Despite her background, Mary is a lively person to be around, a great storyteller and animated in every expression she makes. Mary is afraid of making a commitment to Phillip as she is afraid of a repetition of her past. Philip wants Mary’s happiness and can see that she is in distress over her past but doesn’t want to challenge her and instead remains quiet. He has noticed her drinking habits that she falls back to when she is stressed but is afraid to confront her not wanting to hurt her. She sees herself as “abandoned and not worthy of being loved”. She has taken a victim mindset and is slowly rejecting people that come close to her. Philip loves her a lot and in the process is carrying her stress for her and is becoming affected too emotionally and psychologically. Where do they go from here? What is their future like together?

- (a) What are the **TWO** dominant colours of Philip and Mary. **(3 Marks)**
- (b) Using the **WISH** model, highlight which part of the human nature model does Philip and Mary need to work on (give examples from their story) **(5 Marks)**
- (c) What would be the benefit of the 6 Habits learnt in this unit to Mary (give examples of their practicality in her situation) **(12 Marks)**
- (d) Identify **TWO** virtues that are interconnected in Philip’s case and explain how a lack of one affects the other **(10 Marks)**

PART B (Choose TWO questions out of FOUR. Each questions has a total of 15 Marks)

QUESTION TWO

(TOTAL 15 MARKS)

David is a likeable character in school. He is popular and derives a lot of pleasure on the internet and specifically the social media. He has a spontaneous free spirit and an appetite for taking on high risky financial investments. He struggles paying attention to a particular unit in his course that he finds too theoretical and with lots of reading to do. He has recently clashed with the lecturer of this unit who has labelled him as a “nuisance and disruptive student”. David is not taking this lying down and challenges the lecturer in front of the whole class accusing him of being prejudiced and not willing to take correction. The class is stunned by

the stand-off. David later is excused from attending the unit by the lecturer and vows to keep fighting for his rights.

- (a) What is David's **TWO** dominant colours and what is the effect of these two colours following each on his decisions and behaviours **(5 Marks)**
- (b) Identify **TWO** virtues that David is lacking and how his lack of these virtues affects the way he sees reality and behaves **(5 Marks)**
- (c) Using practical examples to support your answer, what does one do to develop the **TWO** virtues that he lacks **(5 Marks)**

QUESTION THREE

(TOTAL 15 MARKS)

Hillary has decided to keep away from any tasks and activities that require him to give of himself. He likes remaining in a comfort zone and avoids anything that requires him to exert himself. He recently chooses to stay indoors playing his latest PlayStation than accompany his classmates for a visit to a children's home. This visit would enable the students to teach the children from vulnerable homes basic Math and English.

- (a) Which Virtue is Hillary lacking and support your answer **(3 Marks)**
- (b) What effect does an absence of this virtue have on PRUDENCE (Give examples) **(5 Marks)**
- (c) What is the effect of lack of HUMILITY and FORTITUDE on this virtue? **(7 Marks)**

QUESTION FOUR

(TOTAL 15 MARKS)

Glady's who is 24 has just gotten pregnant with her boyfriend Trevor. She is afraid of the social stigma as she comes from a very strict and religious family. Her father is a well-known school headmaster, and she fears for the shame this will bring to her family. Trevor suggests she procure an abortion as he is not ready to be a father and exclaims "you deal with your problem and do the necessary". Trevor considers his reputation and name as he is a popular character in his workplace and social circles. Gladys is a practicing catholic and is willing to carry the baby to term than commit this sinful act against an innocent life.

- (a) Identify what influences the decisions we make. Add any other decision influencers not mentioned in the case above **(5 Marks)**
- (b) Trevor's considerations point to an absence of **TWO** virtues. Which ones are they? **(2 Marks)**
- (c) Which are the **TWO** virtues affecting Gladys's decision. Give an example of how a lack of one affects the other. **(8 Marks)**

QUESTION FIVE

(TOTAL 15 MARKS)

Precious is excited of the prospect of losing weight and decides to sign up for a gym and carry out a rigorous diet program she saw on the television. The pressure to lose weight is further compounded by her boyfriend who has shown indirect hints of disapproval. She figures out that she is not worthy and beautiful as she looks. She doesn't believe in being fat and keeping a good-looking guy. Her desire to do what is right is driven by gaining approval and validation from her boyfriend. All her decisions are based on how another will judge and perceive her.

- (a) Which VIRTUE is in focus in the above case and support your answer **(3 Marks)**
- (b) What would a lack of fortitude do to the above virtue (give examples) **(5 Marks)**
- (c) What holds back GREEN from practicing FORTITUDE (Use real examples) **(3 Marks)**
- (d) What are 4 practical ways one can develop FORTITUDE **(4 Marks)**