

UNIVERSITY OF PORTSMOUTH

FACULTY OF TECHNOLOGY

Department of Electronic and Computer Engineering

B302 – Management and the Technology Professional

U13505

Date: 9 March 2009

Time: 15:00 – 16:30

INSTRUCTIONS

Answer BOTH questions.

This is a closed book examination.

Provided

None.

Calculators permitted are:

Casio FX 85 Series

Casio FX 83 Series

Examiners:

Professor R. Pethig, Mr C. Nguyen

CASE STUDY QUESTION 1

What is your reaction when a colleague at work admits to falsely claiming to have an undergraduate degree during the job application process? **Would you ignore it or would you take action?** **Indicate your decision** and **explain the factors** that affected your analysis and decision process.

[40 Marks]

SOURCE FOR CASE STUDY QUESTION 1

Four months ago, you started working at a mobile telephone retail store. Last Friday, you and 5 other colleagues went for dinner after work. During dinner, the discussion came around to the topic of the interview process. Everyone took turns telling stories about their interviews when applying for the current job. Surprisingly, **one of your colleagues admitted that he had falsely claimed to have an undergraduate degree** on his curriculum vitae when applying for this job. He had started his degree study, but stopped after the first year and had been working at 2 other jobs since leaving university. Everyone else at the dinner just laughed and commented that an undergraduate degree wasn't necessary for the job anyways.

CASE STUDY QUESTION 2

As a recent graduate looking for full time employment, **which action would you take** after receiving the responses from Alpha Ltd and Beta Ltd?

[35 Marks]

Display the **decision tree** and **present value calculations** used to analyze this case study.

[25 Marks]

SOURCE FOR CASE STUDY QUESTION 2

You are currently not employed and looking for a new job. Now, it is **August 3, 2009** and you receive positive responses from 2 companies.

The first company, Alpha Ltd., offers you a job with an annual **salary of £18,000** and an **immediate start on September 1, 2009**. You worked on placement at this company during university and didn't like the job or the work environment. The new job offer would be the same work, but on a full time basis.

The second company, Beta Ltd., offers you a different proposal. They liked your application and said the interview was good. However, **they can't offer you a job now** because the specifications for this position require an MSc degree. They suggest that you return to study and obtain an MSc degree and **they commit to providing you a job as long as you obtain an MSc degree by December 31, 2010**. The new job would start **January 1, 2011** with an annual **salary of £27,000** and a work environment that you find more exciting.

For your reference, the current Bank of England Official Bank Rate is **1%** and NatWest Bank offers loans with an annual interest rate of **8.4%** for university graduates.