

**SULIT**



**BAHAGIAN PEPERIKSAAN DAN PENILAIAN  
JABATAN PENDIDIKAN POLITEKNIK DAN KOLEJ KOMUNITI  
KEMENTERIAN PENDIDIKAN TINGGI**

**JABATAN PERDAGANGAN**

**PEPERIKSAAN AKHIR**

**SESI I : 2022/2023**

**DPP50103: INTERNATIONAL MANAGEMENT**

**TARIKH : 19 DISEMBER 2022**

**MASA : 2.30 PM - 4.30 PM (2 JAM)**

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Kertas ini mengandungi **EMPAT (4)** halaman bercetak.

Esei (4 soalan)

Dokumen sokongan yang disertakan : Tiada

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**JANGAN BUKA KERTAS SOALAN INI SEHINGGA DIARAHKAN**

(CLO yang tertera hanya sebagai rujukan)

**SULIT**

**SECTION A : 100 MARKS****INSTRUCTION:**

This section consists of **FOUR (4)** essay questions. Answer **ALL** questions.

**QUESTION 1**

- CLO1  
C1 (a) Describe international management in multinational business operations. [5 marks]
- CLO1  
C2 (b) There are many criteria on the selection of human resources among expatriate for an organisation. Elaborate **FOUR (4)** of the criteria for better understanding. [10 marks]
- CLO1  
C3 (c) Complete the table regarding the sources of human resources from the Host Country National and Third Country National.

Sources	Nationality	An example
Host Country National		
Third Country National		

[10 marks]

**QUESTION 2**

CLO1  
C2 (a) Elaborate the meaning of parochialism and simplifications with an example. [10 marks]

CLO1  
C3 (b) Show the business culture of these two countries:  
(i) Europe  
(ii) South America [15 marks]

**QUESTION 3**

CLO1  
C2 (a) Elaborate organisational culture by organisational culture theorist, Edgar Schein. [5 marks]

CLO1  
C3 (b) There are several ways of examining multiculturalism and diversity in the international management arena such as Group Multiculturalism. Write up **FOUR (4)** of the most common diverse groups that can be categorized. [10 marks]

CLO1  
C4 (c) Analyze the verbal communication style in international management that shows the high and low context culture in these two styles:  
(i) Indirect vs Direct Styles  
(ii) Affective vs Instrumental Styles. [10 marks]

**QUESTION 4**CLO1  
C3

(a) Write about the cultural differences in international management negotiation. [10 marks]

(b) Explore the specific tactics used in international negotiation.

CLO1  
C4

[15 marks]

**SOALAN TAMAT**