

**SULIT**



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

**JABATAN PERDAGANGAN**

**PEPERIKSAAN AKHIR**

**SESI JUN2017**

**DPP6033: INTERNATIONAL MANAGEMENT**

**TARIKH : 28 OKTOBER 2017**

**MASA : 8.30 PAGI - 10.30 PAGI (2 JAM)**

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**Kertas ini mengandungi TIGA (3) 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**

**INSTRUCTION:**

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

**QUESTION 1**

- CLO1  
C1
- (a) i. Define international management. [2 marks]
- ii. Identify **FOUR (4)** advantages of appointing an expatriate. [8 marks]
- CLO1  
C1
- (b) The overall compensation package often varies from country to country.  
Identify **FIVE (5)** common elements of compensation package for expatriates. [15 marks]

**QUESTION 2**

- CLO1  
C3
- (a) Relate **FOUR (4)** characteristics of cultural values among Japanese employees. [10 marks]
- CLO1  
C3
- (a) Explain **THREE (3)** Trompenaars's Relationship orientations on Cultural Dimensions. [15 marks]

**QUESTION 3**

- CLO2  
C4
- (a) Explain **FIVE (5)** driving forces that motivate companies to develop unique strategies for different cultures. [10 marks]
- CLO2  
C4
- (b) Explain **FIVE (5)** advantages of diverse groups in today's multinational corporations. [15 marks]

**QUESTION 4**

CLO3 (a) Identify **TWO (2)** effective ways to improve cross cultural communication.  
C4 [10 marks]

CLO3 (b) There are specific tactics in an international negotiation. Distinguish the tactics  
C4 as states below:

- i. Location
- ii. Time limits
- iii. Buyer seller relations

[15 marks]

**SOALAN TAMAT**