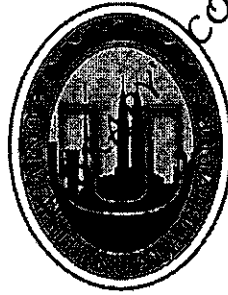


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UNIVERSITI KUALA LUMPUR BUSINESS SCHOOL

FINAL EXAMINATION
JANUARY 2016 SEMESTER

SUBJECT CODE : EEB10203
SUBJECT TITLE : INTERNATIONAL MANAGEMENT
LEVEL : BACHELOR
TIME / DURATION : 2.00 PM - 5.00 PM / 3 HOURS
DATE : 29th MAY 2016

INSTRUCTIONS TO CANDIDATES

1. Please CAREFULLY read the instructions given in the question paper.
2. This question paper has information printed on both sides of the paper.
3. This question paper consists of **TWO (2) sections; Section A and section B.**
4. **Answer ALL question in Section A and Section B.**
5. Please write your answers on the answer booklet provided.
6. Answer all questions in **English language ONLY.**
7. This question paper must not be removed from the examination hall.

THERE ARE 3 PAGES OF QUESTIONS, EXCLUDING THIS PAGE.

SECTION A (Total: 40 marks).

INSTRUCTION: Answer ALL questions.
Please use the answer booklet provided.

Question 1

Discuss the concept of international business ethics.

(5 marks)

Question 2

Provide an example of how the global e-business could affect international management activities?

(5 marks)

Question 3

Explain performance orientation by providing an example of country.

(5 marks)

Question 4

Briefly discuss the difference between country-based trade theories and firm-based trade theories.

(5 marks)

Question 5

Analyse using e-business for global expansion.

(5 marks)

Question 6

Identify the conditions that favor strategic alliances.

(5 marks)

Question 7

Discuss cross-cultural training.

(5 marks)

Question 8

Explain managing transnational teams.

(5 marks)

(Total: 40 marks)

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SECTION B (Total: 60 marks).

INSTRUCTION: Answer ALL questions.

Please use the answer booklet provided.

Question 1

Determine the cultural variables in the communication process.

(20 marks)

Question 2

The negotiation process comprises five stages. Explain on the negotiation process in international management context.

(20 marks)

Question 3

Discuss the cross-cultural research on motivation based on Hofstede's dimension.

(20 marks)

(Total: 60 Marks)

END OF EXAMINATION PAPER