



**UNIVERSITI KUALA LUMPUR
BUSINESS SCHOOL**

**FINAL EXAMINATION
OCTOBER 2024 SEMESTER**

COURSE CODE	: EEB10203
COURSE NAME	: INTERNATIONAL MANAGEMENT
PROGRAMME NAME	: BACHELOR OF BUSINESS ADMINISTRATION IN INTERNATIONAL BUSINESS (HONS)
DATE	: 4 FEBRUARY 2025
TIME	: 2.00 PM – 5.00 PM
DURATION	: 3 HOURS

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 **FIVE (5) Questions**.
4. Answer **ALL** questions.
5. Please write your answers on the answer booklet provided.
6. All questions must be answered in **English** (any other language is not allowed).
7. This question paper must not be removed from the examination hall.

THERE ARE TWO (2) PAGES OF QUESTIONS, EXCLUDING THIS PAGE.

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

QUESTION 1

The evolution of global economies has resulted in three main systems. These systems recognizing opportunities in global expansion includes understanding the differences in these systems, as they affect issues such as consumer choice and managerial behaviour.

Identify and explain **THREE (3)** global economic systems and provide example for each.

(20 Marks)

QUESTION 2

One reason why today's international environment is so confusing and challenging for MNCs is that they face so many different laws and regulations in their global business operations.

Discuss in detail **FOUR (4)** foundations of laws are based around the world together with example.

(20 Marks)

QUESTION 3

International law contains unwritten understandings that arise from repeated interactions among nations. Confirming to all the different rules and regulations can create a major problem for MNCs.

Explain **FIVE (5)** basic principles of international law.

(20 Marks)

QUESTION 4

Several basic steps can be used to manage the negotiation process. Regardless of the issues or personalities of the parties involved, this process typically begins with planning.

Explain **FIVE (5)** types of negotiation process in international management.

(20 Marks)

QUESTION 5

Controlling involves evaluating results in relation to plans or objectives and deciding what action to take next.

Discuss **THREE (3)** types of control in controlling process. Please provide example of each.

(20 Marks)

END OF QUESTION PAPER