

NATIONAL UNIVERSITY OF SCIENCE AND TECHNOLOGY
FACULTY OF COMMERCE
DEPARTMENT OF BUSINESS MANAGEMENT
INTERNATIONAL BUSINESS – CBU 4208
SUPPLEMENTARY EXAMINATIONS - AUGUST 2014
TIME ALLOWED: 3 HOURS 30 MINUTES

INSTRUCTIONS TO CANDIDATES

Answer **Section A** and any other three questions in **Section B**.

INFORMATION TO CANDIDATES

- i. Question 1 carries **40** marks and the others **20** marks each.
- ii. Questions may be answered in any order.
- iii. Credit will be given for the **use of appropriate examples**.
- iv. This paper contains **seven** questions.

Question 2

Examine the impact of the operations of Multi-National Corporations in less developed countries. **[20 Marks]**

Question 3

With reference to the developed economies, discuss the feasibility of Kenichi Ohmae's theory of globalisation. **[20 Marks]**

Question 4

Examine the factors managers consider in designing global organisations. [20 Marks]

Question 5

Assess how an American negotiating team would manage the cultural issues that are likely to affect the negotiation process with a Japanese firm. [20 Marks]

Question 6

‘Although many expatriates look forward to returning home, some find it difficult to adjust.’ Explain this statement, citing adjustment strategies that could be employed by management.

[20 Marks]

Question 7

Discuss the influence of the three cultural predispositions on international human resource strategy. [20 Marks]

END OF EXAMINATION