

**SULIT**



**KEMENTERIAN PENDIDIKAN TINGGI**  
**JABATAN PENDIDIKAN POLITEKNIK DAN KOLEJ KOMUNITI**

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

**JABATAN PERDAGANGAN**

**PEPERIKSAAN AKHIR**

**SESI II : 2024/2025**

**DPP50103 : INTERNATIONAL MANAGEMENT**

**TARIKH : 13 MEI 2025**

**MASA : 11.30 PAGI – 1.30 PETANG (2 JAM)**

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

Struktur (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)** structured questions. Answer **ALL** questions.

**QUESTION 1**

CLO1

- (a) Define international manager and domestic manager.

[5 marks]

- (b) There are several types of compensation for expatriate who works in multinational company. Elaborate any **TWO (2)** of them.

[10 marks]

CLO1

- (b) Examine the human resources in the international organization below.

- i) Third Country national
- ii) Inpatriate

[10 marks]

**QUESTION 2**

CLO1

- (a) Fons Trompenars, derived five relationship orientations of dimensions that address the ways in which people deal with each other and also looked at attitudes toward both time and the environment. Interpret his orientation dimensions below.

- i) Universalism
- ii) Particularism
- iii) Inner Directed (Environment)
- iv) Outer Directed (Environment)

[10 marks]

CLO1

- (b) i) Write **TWO (2)** factors that move companies to facilitate the development of unique strategies for different cultures.

[5 marks]

- ii) There are views and belief that influence the perspective of cross cultural in international management. Carry out these views below

- i) Parochialism
- ii) Simplification

[10 marks]

**QUESTION 3**

CLO1

- (a) Explain the meaning of token group in group multiculturalism in international management.

[5 marks]

- (b) Write the differences nature of organisational culture in the organisation below.

- i) Incubator culture
- ii) Guided Missile Culture

[10 marks]

CLO1

- (c) Figure out these verbal communication style that commonly used in a few countries.

- i) Indirect and Direct Style
- ii) Elaborate to Succinct style

[10 marks]

**QUESTION 4**

CLO1 (a) Carry out these strategies that are employed to gain more favorable outcomes in international negotiations.

- i) Location
- ii) Time limits

[10 marks]

CLO1 (b) Negotiation is the process of bargaining with other parties to arrive at a solution that acceptable to all. Figure out the process of negotiation in international management.

[15 marks]

**END OF QUESTIONS**