

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 : 2023/2024

DPP50103 : INTERNATIONAL MANAGEMENET

TARIKH : 25 MEI 2024

MASA : 8.30 PAGI - 10.30 PAGI (2 JAM)

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

Struktur (4 soalan)

Dokumen sokongan yang disertakan : Tiada

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 the terms below :

- i) Home Country Nationals
- ii) Third Country Nationals

[5 marks]

CLO1

(b) There are several compensation packages that often offered to an expart. Elaborate **FIVE (5)** of the packages.

[10 marks]

CLO1

(c) Complete the table below with information on the International Human Resources selection procedures when going on an overseas assignment.

Sources	ANTICIPATORY	IN COUNTRY ADJUSTMENT
ADJUSTMENT PROCESS	1.	1.
	2.	2.

[10 marks]

QUESTION 2

CLO1 (a) A Dutch researcher Fons Trompenars, conducted over 10 years period research on over 15,000 managers from 28 countries. The following discussions examines each of the relations orientations through a few dimensions. Interpret the dimensions below.

- i) Sequential
- ii) Synchronous
- iii) Achievement
- iv) Ascription

[10 marks]

CLO1 (b) i) Parochialism is a belief that one worldwide for the MNC's to address regional differentiation issues. Carry out the meaning of parochialism.

[5 marks]

ii) Most MNC's have a cultural strategic predisposition toward doing things in a particular way which four distinct predisposition have been identified. Write **FOUR (4)** of them by giving an example.

[10marks]

QUESTION 3

CLO1 (a) Explain the meaning of organizational culture by Edgar Schein as organizational culture theorist.

[5 marks]

CLO1 (b) Write the differences of diverse group that can be categorized in group multiculturalism below.

- i) Homogeneous groups
- ii) Token groups
- iii) Bicultural groups
- iv) Multicultural groups

[10 marks]

- CLO1 (c) Analyse the transfer of communication between subordinate and manager in conveying orders and information by using downward and upward communication in an international company as an example.

[10 marks]

QUESTION 4

- CLO1 (a) Negotiation is the process of bargaining with one or more parties to get a solution. Provide **FOUR (4)** detail explanation between distributive negotiation and integrative negotiation.

[10 marks]

- CLO1 (b) Several basic steps can be used to manage the negotiation process. Determine **FIVE (5)** steps of the negotiation process involved.

[15 marks]

END OF QUESTION