

**SULIT**



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

**JABATAN PERDAGANGAN**

**PEPERIKSAAN AKHIR**

**SESI JUN 2019**

**DPP6033: INTERNATIONAL MANAGEMENT**

**TARIKH : 03 NOVEMBER 2019**

**MASA : 2.30 PETANG - 4.30 PETANG (2 JAM)**

---

Kertas ini mengandungi **TIGA (3)** halaman bercetak.

Esei (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)** essay questions. Answer **ALL** questions.

**QUESTION 1**

Mr. Adam is an Australian expat who has been living in Kuala Lumpur, Malaysia since 2014

The following questions are based on the statement above:

- CLO1  
C1 (a) Describe **FIVE (5)** challenges faced by Mr. Adam as an expatriate. [10 marks]
- CLO1  
C2 (b) Explain **FIVE (5)** common elements in the typical expatriate compensation package that Mr. Adam may receive while working in Malaysia. [15 marks]

**QUESTION 2**

- CLO1  
C1 (a) Define culture. [5 marks]
- CLO1  
C2 (b) Describe **FIVE (5)** David Trompenaars' Cultural Dimensions. [10 marks]
- CLO1  
C3 (c) Relate the following Hofstede's Cultural Dimensions with Malaysian and United States Culture. [10 marks]
- i) Individualism vs Collectivism
  - ii) Power Distance

**QUESTION 3**CLO2  
C2

- (a) Identify **FIVE (5)** factors that encourage companies to facilitate the development of unique strategies for different cultures.

[5 marks]

CLO2  
C3

- (b) Relate **TWO (2)** potential problems associated with workplace diversity.

[10 marks]

CLO2  
C4

- (c) Most MNCs have a cultural strategic predisposition in doing things in a particular way. There are four distinct strategic predispositions that might be used by MNCs. Explain only **TWO (2)** of these strategic predispositions.

[10 marks]

**QUESTION 4**CLO3  
C3

- (a) Interpret the differences between “downward and upward communication”. Give examples to show the differences between downward and upward communication.

[10 marks]

CLO3  
C4

- (b) Determine **THREE (3)** bargaining behaviours used in international negotiation.

[15 marks]

**SOALAN TAMAT**