

**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 I : 2025/2026**

**DPP50103: INTERNATIONAL MANAGEMENT**

**TARIKH : 22 NOVEMBER 2025**

**MASA : 8.30 PAGI – 10.30 PAGI (2 JAM)**

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Kertas ini mengandungi **TIGA (3)** 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**

**STRUCTURE: 100 MARKS****INSTRUCTION:**

This section consists of **FOUR (4)** structured questions. Answer **ALL** questions.

**QUESTION 1**

In the vibrant heart of Jakarta, where the aroma of street food blends with the dynamic energy of bustling markets, lives Michael, an American expatriate who embarked on a transformative journey by moving to Indonesia. Having left behind the comforts of his hometown in New York, Michael's journey reflects the experiences and challenges faced by expatriates building a life in a new country.

The following questions are based on the statement above:

- CLO1 (a) List **FIVE (5)** challenges Michael faced as an expatriate in Jakarta. [5 marks]
- CLO1 (b) Discuss **FOUR (4)** differences between an international manager and a domestic manager. [10 marks]
- CLO1 (c) A typical expatriate compensation package includes several key elements to attract and retain employees working abroad. Write **FOUR (4)** common elements of a typical expatriate compensation package. [10 marks]

**QUESTION 2**

- CLO1 (a) Hofstede's Cultural Dimensions theory is a framework developed by Dutch social psychologist Geert Hofstede to help understand and compare cultural differences between countries. Elaborate on the dimension below with relevant example(s):
- i) Power Distance [5 marks]
- ii) Uncertainty Avoidance [5 marks]

- CLO1 (b) Strategic predisposition refers to a company's approach to managing its international operations. Share any **THREE (3)** strategic predispositions implemented by multinational corporations in international management.

[15 marks]

### QUESTION 3

- CLO1 (a) Discuss the concept of glocalization in the context of international management.

[5 marks]

- CLO1 (b) Organizational culture refers to the shared values, beliefs and behaviors that shape how employees interact and work within a company. Provide any **TWO (2)** types of organisational culture in international management.

[10 marks]

- CLO1 (c) Effective communication in international management is essential for reducing misunderstandings, improving teamwork and ensuring smooth global operations. Determine **FOUR (4)** ways to enhance communication effectiveness in global organisations.

[10 marks]

### QUESTION 4

- CLO1 (a) Negotiation is a crucial skill in international management, and understanding different negotiation styles help in reaching mutually beneficial agreements. Share **TWO (2)** types of negotiation styles across countries.

[10 marks]

- CLO1 (b) The negotiation process in international management involves several stages, each stage is critical for achieving mutually beneficial outcomes. Figure out **FIVE (5)** negotiation processes in international management.

[15 marks]

**END OF QUESTION**