

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

DPP50133 : INTERNATIONAL MANAGEMENT

TARIKH : 22 NOVEMBER 2025

MASA : 8.30 PAGI – 10.30 PAGI (2 JAM)

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

Bahagian A: Struktur (4 soalan)

Dokumen sokongan yang disertakan : Tiada

JANGAN BUKA KERTAS SOALAN INI SEHINGGA DIARAHKAN

(CLO yang tertera hanya sebagai rujukan)

SULIT

SECTION A : 100 MARKS**INSTRUCTION:**

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

QUESTION 1

CLO1 (a) Define the meaning of international management. [5 marks]

CLO1 (b) Elaborate **TWO (2)** advantages and **TWO (2)** disadvantages of appointing a national of the headquarters country in an overseas post. [10 marks]

CLO1 (c) Write **FOUR (4)** sources in the selection of human resources in international management [10 marks]

QUESTION 2

CLO1 (a) Explain any **TWO (2)** dimensions by Hofstede and Trompenaars who are well known in their research on cross cultural group and organization. [10 marks]

CLO1 (b) i) Elaborate cross cultural in international management below;
a) Parochialism
b) Simplification [5 marks]

CLO1 ii) Carry out **FOUR (4)** strategies pre-disposition in helping firms overcome cultural challenges in global markets [10 marks]

QUESTION 3

CLO1 (a) Explain **TWO (2)** groups of multiculturalism in international management.
[5 marks]

CLO1 (b) Write **FOUR(4)** potential problems associated with diversity in international management.
[10 marks]

CLO1 (b) Differentiate **FOUR (4)** verbal communication style in international management.
[10 marks]

QUESTION 4

CLO1 (a) Write the negotiation process in international management.
[10 marks]

CLO1 (b) You are an international business development manager at a European technology firm looking to establish strategic partnerships in **Japan, the United States, and China**. Your company is offering a joint venture opportunity involving AI-powered manufacturing technology. You are sent to lead preliminary negotiations with three potential partners: Differentiate the negotiation patterns across culture in those countries.
[15 marks]

END OF QUESTIONS