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Total No. of Pages: 02

Total No. of Questions: 10

MBA (IB) (Sem. – 3)
INTERNATIONAL MANAGEMENT
Subject Code: MBAIB-304-18
M Code: 77004
Date of Examination : 21-12-2022

Time: 3 Hrs.

Max. Marks: 60

INSTRUCTIONS TO CANDIDATES:

1. **SECTION-A** is **COMPULSORY** consisting of **EIGHT** questions carrying **TWO** marks each.
2. **SECTIONS-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV. Student have to attempt any **ONE** question from each Sub-section carrying **EIGHT** marks each.
3. **SECTION-C** is **COMPULSORY**, consists of a Case Study carrying **TWELVE** marks.

SECTION-A

1. Write briefly:

- a) Individualism
- b) Globalisation
- c) Hawthorne effect
- d) Halo effect
- e) Job enrichment
- f) Whistle blower
- g) Glass ceiling
- h) Stress Management

SECTION-B

UNIT I

2. The global business environment is rapidly changing complex phenomenon. Discuss.
3. What challenges manager face when thereorganisations are doing business globally?

UNIT-II

4. Compare the effectiveness of different leadership and management styles in different countries.
5. Elaborate decentralized logistics management giving examples?

UNIT-III

6. Write a detailed note on 'soft skills' of management. Why aggressiveness doesn't help?
7. How is Hofstede's cultural dimensions theory relevant to the business market today?

UNIT-IV

8. What are the different types of options available to a trans national company when it comes to recruitment. Should foreign talent be given precedence? discuss
9. Comment on following in context to management
 - a) Domestic competition
 - b) International compensation packages

SECTION-C

10. Case Study:

Discuss the leadership/management styles/behaviour in caselets below

- a) Tashia, a new CEO, is introduced to her senior management team. Each member of the team has been with the company for at least 15 years. Within 5 minutes, Tashia uses everyone's name in conversation.
- b) James is an agreeable and emotionally stable person. He inspires his employees to believe in the changes he wants to make to the organization.
- c) When Sascha hires a new employee, she explains that there is a probationary period of six weeks and after that, if the employee's performance is satisfactory, a \$1 an hour raise will be given.
- d) When there is an opportunity to increase profits by compromising the vision of the organization, CEO Zach communicates clearly to employees and other stakeholders that the organization will not compromise its values.
- e) Sirah runs a housecleaning service. She wants her employees to be highly efficient, cleaning a certain number of houses each day, and perform their work according to established checklists of tasks that have proven to satisfy clients. What is the more appropriate style of leadership, given Sirah's objectives for her housekeepers?
- f) Heidi is clearly driven to achieve high performance. For example, she insists that all her franchise owners adhere to standards she has established, and she holds people accountable for performance. Is her focus on accomplishing tasks detrimental to the organization?

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.