**Take-Home Exam**

**IB 765 Evening MBA 2017**

**Do not use more than about 500 words to answer either question. Submit a Word document with your answers at the course web site “Assignments” page.**

**Question # 1 (20 Points).** In class, we discussed two categories of strategic reasons for “going global.” These were described as “Reactive/Defensive” and “Proactive/Aggressive.” Identify/describe (5 Points each) one of the “Reactive/Defensive” and one of the “Proactive/Aggressive” reasons that appear to have motivated HWC to “go global.” Briefly explain (10 Points) why most organizations are more likely to focus on “Reactive/Defensive” motivations than on “Proactive/Aggressive” motivations.

**Question # 2 (30 Points).** In class, we discussed potential key benefits and costs to a host country that could be experienced when an MNC does business in the host country. Assume that, after careful consideration, HWC has decided to acquire a local manufacturing company in Myanmar and operate it as the wholly owned subsidiary named “HWC-Myanmar.” Identify one of the potential benefits of this plan to Myanmar and briefly describe how/under what circumstances this could be a benefit to the country (15 Points). Identify one of the potential costs of this plan to Myanmar and briefly describe how/under what circumstances this could be a cost to the country (15 Points).