



NATIONAL OPEN UNIVERSITY OF NIGERIA
14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS
MARCH/APRIL 2016 EXAMINATION

SCHOOL OF MANAGEMENT SCIENCES

COURSE CODE: BUS451

CREDIT UNITS: 2

COURSE TITLE: COMPARATIVE MANAGEMENT

TIME ALLOWED: 2Hrs

- INSTRUCTION:**
- 1. Indicate your Matriculation Number clearly**
 - 2. Attempt question one (1) and any other two (2) questions – three questions in all**
 - 3. Question one (1) is compulsory and carries 30 marks, while the other questions carry 20 marks each.**
 - 4. Present all your points in coherent and orderly Manner**

1.
 - a. What is management consulting? [5 marks]
 - b. Identify and describe two main approaches to management consulting [10 marks]
 - c. Mention six key information sets that should be in your consulting proposal document to a prospective client [12 marks]
 - d. Mention three components of cultural environment known to influence the international businesses and comparative management practices [3 marks]

[Compulsory, 30 marks]
2. “With the rapid expansion of global markets, managers are struggling to balance the paradoxical demand to *think globally and act locally*. That imperative requires them to move people, ideas, products, and information around the world to meet local needs.
 - a. Differentiate between globalization and internationalization [4 marks]
 - b. List and describe the four critical aspects of globalization identified by the International Monetary Fund (IMF) (*Draft a one-sentence description of each aspect*) [16 marks]

[20 marks]
3. “The number of Non Profit Organizations (NPOs) in Nigeria has grown tremendously over the past decade”. As a budding management consultant:
 - a. How would you describe Non Profit Organizations? [5 marks]
 - b. Explain three similarities between non-profit and for-profit organizations [6 marks]

- c. Describe three conditions under which a Non Profit Organization could lose its non-profit/tax-exempt status [9 marks]
[20 marks]

4.

- a. Explain four approaches to cross-cultural management research [12 marks]
b. Differentiate between 'Etic' and 'Emic' approaches to cultural research [8 marks]
[20 marks]

5. "Although there is no consensus among scholars and practitioners regarding the conceptual definition of comparative management, efforts of pioneer theorists in the field like **Boddewyn, Schollhammer, Negandhi and Prasad** are the most widely accepted definitions/models of the concept".

- a. Define comparative management either according to Jean Boddewyn , Hans Schollhammer, or Anant Neghandi and Benjamin Prasad [5 marks]
b. Briefly discuss the Negandhi-Prasad Model in Open Systems (Eclectic) Approach to Comparative Management Studies [15 marks]

[20 marks]

