



**NATIONAL OPEN UNIVERSITY OF NIGERIA
PLOT 91, CADASTRAL ZONE, NNAMDI AZIKWE EXPRESS
WAY
JABI - ABUJA**

**FACULTY OF MANAGEMENT SCIENCES
DEPARTMENT OF ADMINISTRATION**

OCTOBER/NOVEMBER EXAMINATION 2016

COURSE CODE: BUS 835

COURSE TITLE: INTERNATIONAL MANAGEMENT

CREDIT UNIT: 2

TIME ALLOWED: 2 HOURS

INSTRUCTIONS: 1. Attempt Question one and any other two (2) Questions.
2. Question 1 is compulsory and carries 30 marks, while the other 2 questions carry 20 marks each
3. Present all your points in coherent and orderly manner.

- 1a) Discuss globalisation and five factors that affect business in Nigeria (15 marks)
- b) Explain five ways through which companies go international. (15 marks)
2. Critically assess the theories of absolute advantage and the Heckscher Ohlin model of international business. (20 marks)
3. Critically examine the contributions of OPEC to its member countries. (20 marks)

4. Explain the economic and socio-cultural factors that influence the international business environment. (20 marks)
5. Atumara company Nigeria Plc has just gone international and wants to recruit some managers in its United Kingdom branch, as an expert in the field, you are required to educate the management of the company on the various recruitment options available to international companies. Which of these options would recommend to the company and why? (20 marks)