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Total No. of Pages : 02

Total No. of Questions : 09

BBA (2013 to 2017)/BRDM/B.SIM (2014 & Onwards) (Sem.-5)

MANAGING ACROSS CULTURE

Subject Code : BBA-504

M.Code : 72066

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A**I. Answer briefly :**

- a. Culture
- b. Decision making
- c. Hofstede model
- d. Sensitivity training
- e. Staffing
- f. Expatriate
- g. Competitive advantage
- h. Strategic alliance
- i. Legal economic
- j. Ethics dilemma



SECTION-B

UNIT-I

2. Explain the different dimensions of culture in detail.
3. What is a shift in culture? Explain the significance of the same.

UNIT-II

4. Explain the following models :
 - a. GLOBE
 - b. Kluchohm & Stoodbeck
5. Explain the concept of cultural adaption through sensitivity training.

UNIT-III

6. Explain the dynamics of cross-cultural leadership.
7. How are the conflicts & disputes resolved in the cross culture context?

UNIT-IV

8. Explain the emerging models of strategic management.
9. How can competitive advantage be achieved and sustained?

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

