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Total No. of Pages : 03

Total No. of Questions : 15

**MBA (IB) (Sem.-3)**  
**INTERNATIONAL MANAGEMENT**  
**Subject Code : MBAIB-304**  
**M.Code : 70767**

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

1. **SECTION-A** contains **SIX** questions carrying **FIVE** marks each and students has to attempt any **FOUR** questions.
2. **SECTION-B** consists of **FOUR** Subsections : Units-I, II, III & IV. Each Subsection contains **TWO** questions each carrying **EIGHT** marks each and student has to attempt any **ONE** question from each Subsection.
3. **SECTION-C** is **COMPULSORY** and consists of **ONE** Case Study carrying **EIGHT** marks.

**SECTION-A****Write briefly :**

1. Discuss in brief about Global Logistics Management?
2. What are the importance of Soft skills?
3. Define the term global demand chain management with its components?
4. What are the various challenges imposed by global competition?
5. Discuss in detail the term Global Strategic Analysis?
6. What are the issues involved in recruiting HR at global level?

**SECTION-B****UNIT-I**

7. What are the various theories through which business environment can be analyzed?
8. *“Every organization needs to identify various opportunities and threats in order to survive for long run”*. Do you agree with this statement? Justify your answer.

## UNIT-II

9. Discuss various international issues involved in the inventory?
10. Discuss in detail the concept of supply chain management with suitable examples?

## UNIT-III

11. What are the various ways through which the culture across the globe can be managed?
12. What are the various issues involved in the managing culture?

## UNIT-IV

13. Discuss various issues involved in international recruitment and selection?
14. What are the various techniques through which business can be expanded globally?

## SECTION-C

15. Rajesh Software Limited is a fast growing software company in India. It defines, designs and delivers technology-enabled business solutions to its clients. It has a global presence through strategic alliance with leading technology providers located in different parts of the world. In fact, it conducts its global operations through its 22 overseas offices located in countries like the USA, UK, Australia, China, Poland, South Africa, the Philippines and Argentina. The company has 15,000 employees, of which 3200 are expatriates on an international assignment at any point of time. It has an international HR division as part of the well-developed HR department to prepare, expatriate and repatriate the employees linked to foreign assignments. The HR department of this company is managed by Mr. Pranav Kumar, director (HR). The International Human Resource (IHR) division, headed by AGM (IHR) Mr. Srinivas Patel, is responsible for identifying, training, orienting and compensating the expatriate employees. It is also responsible for evaluating the performance of the expatriate on overseas missions. Since Rajesh Software gets a sizeable portion of its income from overseas operations, it has spent a considerable amount of time and resources to develop a global HR system. Yet, the international division of this company faces a few specific problems like high employee attrition among expatriates and a high cost of maintaining them on international assignments. An employee satisfaction survey conducted among the expatriates revealed employee dissatisfaction over performance evaluation and pay differences. Some of the expatriates complained that the IHR division was ignoring the dissimilarity in the expatriate assignments and foreign situation while evaluating the performance of the expatriate employees in the same positions posted to different countries. As such the international performance management tools have failed to recognize the country-or-region-specific difficulties in job performance. Another major problem associated with the expatriate

assignment is the high cost of maintaining expatriates on overseas jobs. Rajesh Software estimated that the cost of using local employees. The management also felt that the expatriates often overemphasized short-term results rather than the necessary long-term results since they were aware that they would be working in the foreign assignment only for a few years. The management sought the view of the HR department about the expatriate problems and instructed it to develop strategies to surmount them. The HR department forwarded the letter to the IHR division for its views and responses. Mr. Patel, in his reply, defended both the performance evaluation system for expatriates and the practice of deputing parent-country employees. Regarding performance evaluation, he maintained that a cross-section of the employees, including expatriates, was consulted while designing the international performance standards and evaluation techniques. Thus, the international performance management system was objective and comprehensive. As regards, the high cost associated with the expatriate employees, he wanted the present system to continue in the future despite managerial vacancies. According to him, the expatriate system enabled the company to have a better and direct control over the foreign branches. When his response was placed before the management, there was a sense of disappointment among the top managers. This was because the response from IHR division was devoid of any concrete solution. Understandably, the management was seriously pondering its next move.

***Questions :***

- a) What is your understanding of the seriousness of the problem faced by Rajesh Software Limited in its overseas operations?
- b) What is your opinion about the response of the IHR division to the queries raised by the management?
- c) Accordingly to you, what should the management do now to address the problems of high attrition and cost in international operations?

**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.**