

Roll No.

Total No. of Pages : 02

Total No. of Questions : 15

MBA (2014 to 2017) (Sem.-4)
INTERNATIONAL HUMAN RESOURCE MANAGEMENT
Subject Code : MBA-967
Paper ID : [A2542]

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. SECTION-A contains SIX questions carrying FIVE marks each and students has to attempt any FOUR questions.
2. SECTIONS-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 consist of ONE Case Study carrying EIGHT marks.

SECTION-A

- Q1. List the various cross cultural negotiations.
- Q2. What shifts in national culture?
- Q3. List the impact of cross cultures on organizations.
- Q4. Define verbal communication across cultures.
- Q5. Define perceptual process across cultures.
- Q6. Explain GLOBE model.

SECTION-B

UNIT-I

- Q7. Explain the importance of understanding behavioral differences across different countries.
- Q8. Discuss the various models for comparing cultural differences.

UNIT-II

- Q9. Explain the significance of shift in culture.
- Q10. Discuss the role of demographic change in understanding cross cultures.

UNIT-III

- Q11. Discuss the various cross cultural leadership dynamics.
- Q12. Explain the cultural negotiation process with respect to Indian setting.

UNIT-IV

- Q13. Discuss the cultural management methods/techniques followed in Europe.
- Q14. Explain the various ethical values followed across cultures.

SECTION-C

Q15. Case Study :

Mayank has been working as an Information Officer at a foreign consulate in New Delhi for several years. His boss, Hendrick, wants to reward Mayank for his hard work and offers him a promotion and pay raise to become an Information Clerk. Mayank politely declines the offer, leaving Hendrick confused.

Questions :

- a. Why would Mayank refuse the promotion?
- b. How should Hendrick proceed?