



Name:

Enrolment No:

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

End Semester Examination, May 2022

Course: MBA IB

Program: International Business Negotiations

Course Code: INTB8013

Semester : 4th

Time : 03 hrs.

Max. Marks: 100

Instructions:

SECTION A
10Qx2M=20Marks

S. No.		Marks	CO
Q 1	What is the law of comparative advantage?	2	CO1
Q 2	Write short notes about factor endowment theory?	2	CO1
Q 3	Regional Trade blocks Refer?	2	CO1
Q 4	Define International strategic planning?	2	CO1
Q 5	What is economic Imperative?	2	CO1
Q 6	Meaning of Global strategy?	2	CO1
Q 7	What is KFS?	2	CO1
Q 8	Define portfolio management?	2	CO1
Q 9	Explain the term Multinational Corporation?	2	CO1
Q 10	How time constraints important in Negotiation?	2	CO1

SECTION B
4Qx5M= 20 Marks

Read this intercultural exchange between a seller and a customer (answer below questions)

Arab Seller (after noticing a potential customer walking by) - Uh, English? You're from English, are you?

Chinese Customer - Its none of your business.

Arab Seller – Who learn English?

UH, Come inside, come inside.

Q 11	What is your initial reaction to the participants in this exchange?	5	CO4
Q 12	What do you think the seller was trying to communicate? What was the customer's message?	5	CO4
Q 13	Do you think each was successful? justify	5	CO4
Q14	How does cultural impact the way that we perceive and understand each other?	5	CO4

SECTION-C			
3Qx10M=30 Marks			
Q 15	Discuss the stages in cross-cultural negotiation process, citing relevant research findings in relation to each stage.	10	CO5
Q 16	What is renegotiation? What might be the causes for renegotiating contracts?	10	CO5
Q 17	Highlight the importance of planning and preparation for negotiations. In what way can the negotiators, plan and prepare themselves well before undertaking negotiations?	10	CO5
SECTION-D			
2Qx15M= 30 Marks			
Q 18	<p>Arrange a meeting with the Chief Executive of the Company with which you have been associated and ascertain if the company had entered into any major negotiations at international level on any aspect e.g. collaborations, technology transfer, strategic alliances, licensing agreements etc.</p> <p>After detailed discussions with him, list the salient features relating to the negotiating parties.</p>	15	CO2
Q 19	What is arbitration of disputes? What channels for arbitration of disputes might be available to a multinational enterprise? What role, if any, the government of the home country of the company could play in setting disputes?	15	CO2