

## ACADEMIC YEAR 2021 – 2022

Program	Year	Semester	Paper
<b>LTM</b>	<b>4</b>	<b>1</b>	<b>MAIN</b>

<b>MODULE NAME:</b>	<b>International business management</b>
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<b>MODULE CODE:</b>	<b>PECON-IV-I</b>	<b>EXAM DATE:</b>	<b>.../.../...</b>
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<b>TEACHER'S NAME:</b>	<b>Rashidalhindasi</b>	<b>DURATION:</b>	<b>150 Min</b>
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Questions to be answered on:	Allowed requirements	Number of pages
Space provided on the question paper	Pen	7

### Points of Attention:

- For each question, the maximum earned points are mentioned between brackets at the end of each question.
- Write very clearly! Answers that are not readable are not marked and don't get points!
- Make sure your answers are written to the point.
- All answers should be written **in English**.
- Write all the answers **in blue or black pen only (No pencil)**.
- Answer written in **Pencil** will not be marked.
- Use the **pencil** only for **diagrams & graphs & drawing**.
- Show all the calculation steps in the given space.
- When finished submit the question paper, together with the answer scripts and the signed cover page to the invigilator.
- Any cheating/copying may result in an instant failing of the examination.

		FINAL MARKS	
<b>STUDENT NAME:</b>			<b>50</b>
<b>STUDENT ID:</b>			<b>10</b>

Number of answer scripts: .....

Invigilator: .....

Student's signature: .....

Time of receipt: .....

**Question:**

**[50 Marks]**

**Choose only 5 questions from the followings. You must write each essay answer in one side of the given page. Support your answer with real examples and evidence of the chapters you study. 10 marks for each question.**

**Question 1**

**Marks: 10**

Oman is investing in Djibouti ports to extend the logistics income. Study the benefits and costs of this foreign direct investment from the perspective of both host and home country.

**Question 2**

**Marks: 10**

You are planning to invest in a North African country in the field of agriculture. Discuss different strategies you might use to manage foreign exchange risk.

**Question 3**

**Marks: 10**

As a foreign investor in fast food industry in one of the Asian countries, decide which entry mode would you use and explain why.

**Question 4**

**Marks: 10**

Critically evaluate the importance of production and logistics functions in international business.

**Question 5**

**Marks: 10**

To what extent you agree with the Omanization policy bearing in mind the geocentric approach of staffing policy. Support your argument with logical evidence.

**Question 6**

**Marks: 10**

Oman is investing in Somalia in logistic sector and it is applying the franchising entry mode. Evaluate this entry mode based on logical reasons.

**Question 7**

**Marks: 10**

Elaborate on two major procedures used by the international firms to reduce the rate of expatriate failure.



Question: (      )

10 marks

[illegible]

Question: ( )

10 marks

[illegible]

Question: ( )

10 marks

[illegible]



Question: ( )

10 marks

[illegible]



Question: (      )

10 marks

[illegible]



## Essay Rubric

**Directions:** Your essay will be graded based on this rubric. Consequently, use this rubric as a guide when writing your essay and check it again before you submit your essay.

Traits	4	3	2	1
<b>Focus &amp; Details</b>	There is one clear, wellfocused topic. Main ideas are clear and are well supported by detailed and accurate information.	There is one clear, wellfocused topic. Main ideas are clear but are not well supported by detailed information.	There is one topic. Main ideas are somewhat clear.	The topic and main ideas are not clear.
<b>Organization</b>	The introduction is inviting, states the main topic, and provides an overview of the paper. Information is relevant and presented in a logical order. The conclusion is strong.	The introduction states the main topic and provides an overview of the paper. A conclusion is included.	The introduction states the main topic. A conclusion is included.	There is no clear introduction, structure, or conclusion.
<b>Voice</b>	The author's purpose of writing is very clear, and there is strong evidence of attention to audience. The author's extensive knowledge and/or experience with the topic is/are evident.	The author's purpose of writing is somewhat clear, and there is some evidence of attention to audience. The author's knowledge and/or experience with the topic is/are evident.	The author's purpose of writing is somewhat clear, and there is evidence of attention to audience. The author's knowledge and/or experience with the topic is/are limited.	The author's purpose of writing is unclear.
<b>Word Choice</b>	The author uses vivid words and phrases. The choice and placement of words seems accurate, natural, and not forced.	The author uses vivid words and phrases. The choice and placement of words is inaccurate at times and/or seems overdone.	The author uses words that communicate clearly, but the writing lacks variety.	The writer uses a limited vocabulary. Jargon or clichés may be present and detract from the meaning.
<b>Sentence Structure, Grammar, Mechanics, &amp; Spelling</b>	All sentences are well constructed and have varied structure and length. The author makes no errors in grammar, mechanics, and/or spelling.	Most sentences are well constructed and have varied structure and length. The author makes a few errors in grammar, mechanics, and/or spelling, but they do not interfere with understanding.	Most sentences are well constructed, but they have a similar structure and/or length. The author makes several errors in grammar, mechanics, and/or spelling that interfere with understanding.	Sentences sound awkward, are distractingly repetitive, or are difficult to understand. The author makes numerous errors in grammar, mechanics, and/or spelling that interfere with understanding.
<b>Reviewer's Comments</b>				