

Faculty of Business & Finance

Course No: BUS 1305

Course Title: Principals of
Management 2

Date: 15 Sep 2014

No. of Questions: 4



FINAL EXAM

Summer Semester 2013/2014

Total Grade: 80

Lecturer Name: Mr. Yousif Alagha

Dep./Specialist:

Using Dictionary (NO)

Using calculator: (NO)

Time: 2 hours

Student name: _____

Student No.: _____

Dear students,

First of all you should to read carefully through all the exam questions, and then you have to attempt the questions that you think you can answer completely.

This exam contains four questions, each question contains several branches, and therefore you are required to attempt only the required branches of each questions.

Any student answer more than the required, this will not be marked.

Moreover, student whom answers different branches form different questions, this will not support him, where the marking criteria depends on answer all the branches of the question.

Good luck & best wishes

Course Lecturer: Yousif Alagha



Student name: _____

Student No.: _____

QUESTION ONE: Three branches**20 Marks**Attempt **TWO** branches only

1. Describe the different ways organizations can go international.
2. Contrast multinational, multidomestic, global, and transnational organizations.
3. Contrast ethnocentric, polycentric, and geocentric attitudes toward global business.

QUESTION TWO: Three branches**20 Marks**Attempt **TWO** branches only

1. Explain the different types of diversity found in workplaces
2. Race and ethnicity are important types of diversity in organizations. Differentiate between race and ethnicity
3. Discuss the challenges managers face in managing diversity.

QUESTION THREE: Four branches**20 Marks**Attempt **THREE** branches only

1. Explain the different types of orientation and training.
2. List the factors that influence employee compensation and benefits.
3. Discuss Herzberg's two factor theory (motivation-hygiene theory)
4. McClelland proposed the three-needs theory, which says there are three acquired needs that are major motives in work. Discuss McClelland theory.



Student name: _____

Student No.: _____

QUESTION FOUR: Four branches

20 Marks

Attempt **THREE** branches only

1. Compare and contrast methods of interpersonal communication.
2. Identify barriers to effective interpersonal communication and how to overcome them.
3. Explain what managers do during the six steps of the strategic management process.
4. In any industry, five competitive forces dictate the rules of competition. Discuss the five forces model.

End of questions

Wish you all the best