



NATIONAL OPEN UNIVERSITY OF NIGERIA
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja
FACULTY OF MANAGEMENT SCIENCES
2021_2 EXAMINATION 45678

Course Code: BUS 847

Course Title: Global Economic Environment

Credit Unit: 2

Instructions: 1. Indicate your Matriculation Number clearly
2. Attempt Question 1 and any other two (2) questions
3. Question 1 is compulsory and carries 30 marks while the other 2 questions carry 20marks each
4. Present all your points in coherent and orderly manner

Time Allowed: 2 Hours

- 1 (a). A negotiator is expected to have adequate knowledge of the contents of negotiation. Discuss
(10 marks)
- (b) There are implications for each of the different approaches to negotiation. Contribute freely to this discourse.
(10 marks)
- (c) As a sitting President of your country, how and for what purposes will you implement barriers to trade?
(10 marks)
- 2 (a) Using a hypothetical example demonstrate your understanding of the negotiation process that you will follow should you be required to carry out such an exercise. (10 marks)
- (b) Would you subscribe to the need for a post-negotiation process? Why? (10 marks)
- 3 (a) Of what relevance is information technology to business transactions at this age? (10 marks)
- (b) As a Chief Executive of a multinational conglomerate, what process will you follow to enhance innovation in your organization?
(10 marks)
- 4 (a) How can you rationalize the disparity between growth and development levels of developing and developed countries?
(10 marks)
- (b) What arguments can you advance in support of a global economy? (10 marks)