



National Open University of Nigeria
91, Cadastral Zone, University Village
Jabi, Abuja
Faculty of Management Sciences
2022_2 Examination

Course Code: Bus 835

Credit Unit: 2

Course Title: International Business Management

Time Allowed: 2 Hours

Instruction: 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 20 marks each**

Present all your points in coherent and orderly manner.

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- (1)A. Discuss the various ways by which a company could enter into foreign markets.
(22 marks)
- B. Advance reasons why an investor will like to 'go international' inspite of certain barriers and restrictions.
(8 marks)
- (2) Briefly discuss the role of the World Bank and explain the various organisations of the World Bank as they contribute to international business. **(20 marks)**
- (3) How is the Heckscher - Ohlin Model different from Adam Smith's theory of Absolute Advantage?
(20 marks)
- 4(a) What are the three major sources of managers in international business? **(12 marks)**
- (b) Can a Nigerian working in Togo be described as an expatriate?
What are the major problems faced by a person working outside his country? **(8 marks)**