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MBA
(SEM IV) THEORY EXAMINATION 2024-25
CROSS CULTURAL MANAGEMENT

TIME: 3 HRS**M.MARKS: 100**

Note: Attempt all Sections. In case of any missing data; choose suitably.

SECTION A**1. Attempt all questions in brief.****2 x 10 = 20**

Q no.	Question
a.	What are the factors that define Culture?
b.	Explain the role of Non -Verbal Communication
c.	What is Cross- Cultural Negotiation?
d.	What is Cross -Cultural Intelligence?
e.	What is Corporate Culture?
f.	Give examples of Cultural Differences.
g.	Define 'Sub-Culture'.
h.	what is Multi ethnicity?
i.	Give an example of Knowledge Culture.
j.	Define Corporate Social Responsibility.

SECTION B**2. Attempt any three of the following:****10 x 3 = 30**

Q no.	Question
a.	What are the implications of culture diversity in business organizations? Discuss your answer with suitable examples?
b.	Discuss the Kohlberg's Theory of Moral Reasoning.
c.	Define the meaning of Hofstede's dimensions of cultural analysis.
d.	List and explain the leadership traits required for managing crossculture teams
e.	Whatarecultural values? Howdo they influence people's actions and beliefs?

SECTION C**3. Attempt any one part of the following:****10 x 1 = 10**

Q no.	Question
a.	What are the different cultural norms and values? How do they differ around world?
b.	Is it possible to change a culture? If so, how?

4. Attempt any one part of the following:**10 x 1 = 10**

Q no.	Question
a.	How do culture affect the communication process?
b.	Assess two ways in which verbal language and body language may differ between different cultures.



Paper ID : 250129

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5. Attempt any one part of the following: 10 x 1 = 10

Q no.	Question
a.	Explain the process of negotiation and decision making.
b.	Discuss the role of 'gender' and 'religion' while making negotiations.

6. Attempt any one part of the following: 10 x 1 = 10

Q no.	Question
a.	Distinguish between 'national Culture' and 'Organization Culture'
b.	What is motivation across cultures?

7. Attempt any one part of the following: 10 x 1 = 10

Q no.	Question
a.	What are the main challenges faced by HR managers when managing employees in different countries?
b.	Which country treats workers better and gives better job conditions — the Japan or China? Talk about it.

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