



**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)**