



CRAWFORD UNIVERSITY
DEPT. OF ADMINISTRATION & MANAGEMENT
HARMATTAN SEMESTER EXAMINATION 2018/2019

Course Title: International Business

Course Code: BUS 403

Instruction: Answer FOUR (4) questions in all. TWO (2) questions in each section. Duration: 2 HOURS

SECTION A: Answer only two questions in this section

QUESTION 1: a. What do you understand by balance of payment in international business? (7½ marks).

b. How can a country correct its balance of payment with another country? (7½ marks).

QUESTION 2: a. Explain counter trade as a means of payment and also as a means of entering international business? (7½ marks).

b. Discuss at least **TWO (2)** theories of international business. How are they relevant to international business (7½ marks).

QUESTION 3: Briefly discuss the following:

- i. GATT
 - ii. World bank
 - iii. World Bank Group
 - iv. IMF
 - v. IFC
- (15 marks, 3 each.).

SECTION B: answer only two questions in this section

QUESTION 4: a. List any **FIVE (5)** factors that motivate the multinationals to invest in another country. 10 marks.

b. With reference to Nigeria business environment, demonstrate how anyone of the factors listed above may have influenced a named organization's decision to invest in Nigeria. 5 marks

QUESTION 5: a. Enumerate how multinational organizations (MNO) impact on the Nigerian business environment (7½ marks).

b. Discuss any **FIVE (5)** quality documents that are required for exportation of made-in-Nigeria goods. (7½ marks).

QUESTION 6: Identify and explain any **FIVE (5)** mediums known to you that may be used to facilitate payments in international business (15 marks).