



**NATIONAL OPEN UNIVERSITY OF NIGERIA**  
91, Cadastral Zone, Nnamdi Azikiwe Express Way, Jabi-Abuja  
**FACULTY OF MANAGEMENT SCIENCES**  
**2021\_2 EXAMINATION**<sup>45678</sup>

**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**

- (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)
- (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)
- (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)
- (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)