

# **Schema-Internal Assesment Test - II**

Sub:	Global HRM					Code:	22M	BAH	R404
Date:	04/10/2025	Duration: 90 Mins	Max Marks:	50	Sem: IV	Branch:		MBA	
									BE
Т				46			Marks	СО	RBT
	Part A - Answer	Any Two Full Questi	ions ( 2* 20 =	40 ma	ırks)				
1 (a)	How ethics is relev	ant to an expatriate?.					[03]	CO5	1
		r expatriates as they actoreign cultural and lega	-		of their home				
	Relevance:								
	customs, be 2. <b>Corporate</b> maintains to 3. <b>Compliance</b>	ensitivity: Ethical awa eliefs, and values while Integrity: Upholding I he organization's globa ce: Ethical conduct ensual regulations (e.g., anti-	e avoiding ethin honesty, fairn al reputation. ures adherence	nocentress, an	ric behavior. d transparency st-country law	7			
	Explain briefly the International Train  Answer:	different technologies ing Management.	which are ext	ensive	ly used in		[07]	CO4	2
ľ		a vital role in managing ly across borders.	g and deliveri	ng inter	rnational traini	ng			
	Key Technologies	Used:							
	Platforms 1:	Management Systems ike Moodle or SAP Succking, and assessments	ccessFactors r	nanage	global trainin	g			
	Tools such	aining Platforms: as Zoom, MS Teams, a ining sessions.	and WebEx fa	cilitate	real-time, cro	SS-			
	3. E-Learnin	g Modules: multimedia modules pr	rovide flexible	e, multi	ilingual learnii	ng			
	4. Artificial I	<b>Intelligence (AI):</b> ersonalization tailors tr	raining conten	t to ind	ividual learnir	ng styles			
	5. Virtual Re	eality (VR) and Augmentersive simulation-ba	-			ship and			
	•	arning Apps:							

	Allow global employees to access training materials anytime, anywhere.  7. Cloud-Based Knowledge Portals: Enable sharing of best practices and global learning resources among			
	international teams.			
(c)	Analyze total rewards in GHRM context.	[10]	CO5	4
	Answer: Definition: Total rewards in Global HRM refer to all forms of financial and non-financial benefits provided to attract, motivate, and retain international employees.			
	Components of Total Rewards:			
	<ol> <li>Compensation:         Base salary, foreign service premium, hardship allowance, and cost-of-living adjustments.     </li> </ol>			
	<ol> <li>Benefits:         Health insurance, retirement plans, education allowance, housing, and relocation support.     </li> </ol>			
	3. <b>Work-Life Balance:</b> Flexible work arrangements, family support programs, and leave benefits to ensure well-being abroad.			
	4. <b>Recognition and Performance Rewards:</b> Incentives, bonuses, and performance-based pay aligned with global standards.			
	5. Career Development Opportunities: International assignments, cross-cultural exposure, and leadership training enhance professional growth.			
	Analysis in GHRM Context:			
	Cultural Relevance: Rewards must consider host-country values and expectations.			
	<ul> <li>Equity and Fairness: Maintain internal equity across global locations while ensuring local competitiveness.</li> <li>Strategic Alignment: Link rewards to global business goals, talent</li> </ul>			
	<ul> <li>retention, and expatriate motivation.</li> <li>Sustainability: Use total rewards as a long-term engagement and retention strategy for global talent.</li> </ul>			
2 (a)	State the meaning of diversity management.	[03]	CO5	2
	Answer: Meaning: Diversity Management refers to the strategic approach of recognizing, respecting, and valuing individual differences among employees in an organization, including nationality, gender, ethnicity, age, religion, culture, and abilities.			

Key Points:			
<ol> <li>It ensures equal opportunity and inclusion for all employees.</li> <li>It helps organizations leverage diverse perspectives to enhance creativity, innovation, and decision-making.</li> <li>Effective diversity management promotes a positive and equitable workplace culture in global organizations.</li> </ol>			
(b) Illustrate the different approaches of international compensation management	[07]	CO4	3
International Compensation Management deals with designing and managing pay structures for employees working across borders, ensuring fairness and competitiveness globally.			
Major Approaches:			
<ol> <li>Home-Based (Balance Sheet) Approach:         <ul> <li>The most common method.</li> <li>Maintains the expatriate's home-country standard of living by adjusting for differences in cost of living, tax, and housing.</li> <li>Components: Base salary + allowances (COLA, housing, education, hardship).</li> </ul> </li> <li>Host-Based Approach:         <ul> <li>The expatriate is paid according to the local market salary of the host country.</li> <li>Encourages localization and cost efficiency.</li> </ul> </li> <li>Headquarters-Based Approach:         <ul> <li>Employees across all locations are paid according to the standards of the headquarters country.</li> <li>Promotes internal equity but may cause external inequity.</li> </ul> </li> <li>Global or Regional Pay System:         <ul> <li>Establishes a standardized global or regional compensation framework.</li> <li>Suitable for global firms with consistent policies and international mobility.</li> </ul> </li> <li>Hybrid Approach:         <ul> <li>Combines elements of home- and host-based systems.</li> <li>Offers flexibility for short-term assignments or regional roles.</li> </ul> </li> </ol>			
(c) Evaluate Hofstede's cultural frameworks model.  Answer: Introduction: Geert Hofstede's Cultural Dimensions Framework (1980) is one of the most widely used models to analyze national cultural differences and their impact on workplace behavior and management practices.	[10]	CO5	5
Hofstede's Six Cultural Dimensions:			
<ol> <li>Power Distance (PDI):         <ul> <li>Degree to which less powerful members accept unequal power distribution.</li> </ul> </li> </ol>			

<ul> <li>→ High PDI: India, Malaysia – hierarchical structures accepted.</li> <li>→ Low PDI: Denmark, Netherlands – participative management preferred.</li> <li>Individualism vs. Collectivism (IDV):         <ul> <li>Focus on individual goals vs. group harmony.</li> <li>Individualistic: USA, UK.</li> <li>Collectivist: Japan, China, India.</li> </ul> </li> <li>Masculinity vs. Femininity (MAS):         <ul> <li>Degree to which achievement and competitiveness are valued over cooperation and quality of life.</li> <li>Masculine: Japan, Germany.</li> <li>Feminine: Sweden, Norway.</li> </ul> </li> <li>Uncertainty Avoidance (UAI):         <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>Long-Term vs. Short-Term Orientation (LTO):         <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>Indulgence vs. Restraint (IVR):         <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> <li>Restrained: Russia, India.</li> </ul> </li> </ul>	
preferred.  2. Individualism vs. Collectivism (IDV):      Focus on individual goals vs. group harmony.      Individualistic: USA, UK.      Collectivist: Japan, China, India.  3. Masculinity vs. Femininity (MAS):      Degree to which achievement and competitiveness are valued over cooperation and quality of life.      Masculine: Japan, Germany.      Feminine: Sweden, Norway.  4. Uncertainty Avoidance (UAI):      Tolerance for ambiguity and risk.      High UAI: France, Japan.      Low UAI: Singapore, India.  5. Long-Term vs. Short-Term Orientation (LTO):      Focus on future rewards versus respect for traditions and quick results.      Long-Term: China, Japan.      Short-Term: USA, UK.  6. Indulgence vs. Restraint (IVR):      Degree to which societies allow gratification of human desires.      Indulgent: USA, Australia.	
2. Individualism vs. Collectivism (IDV):	
<ul> <li>Focus on individual goals vs. group harmony.         <ul> <li>Individualistic: USA, UK.</li> <li>Collectivist: Japan, China, India.</li> </ul> </li> <li>Masculinity vs. Femininity (MAS):         <ul> <li>Degree to which achievement and competitiveness are valued over cooperation and quality of life.</li> <li>Masculine: Japan, Germany.</li> <li>Feminine: Sweden, Norway.</li> </ul> </li> <li>Uncertainty Avoidance (UAI):         <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>Long-Term vs. Short-Term Orientation (LTO):         <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>Indulgence vs. Restraint (IVR):         <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
<ul> <li>Individualistic: USA, UK.</li> <li>Collectivist: Japan, China, India.</li> <li>Masculinity vs. Femininity (MAS):         <ul> <li>Degree to which achievement and competitiveness are valued over cooperation and quality of life.</li> <li>Masculine: Japan, Germany.</li> <li>Feminine: Sweden, Norway.</li> </ul> </li> <li>Uncertainty Avoidance (UAI):         <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>Long-Term vs. Short-Term Orientation (LTO):         <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>Indulgence vs. Restraint (IVR):         <ul> <li>Degree to which societies allow gratification of human desires.</li> <ul> <li>Indulgent: USA, Australia.</li> </ul> </ul></li> </ul>	
<ul> <li>Collectivist: Japan, China, India.</li> <li>Masculinity vs. Femininity (MAS): <ul> <li>Degree to which achievement and competitiveness are valued over cooperation and quality of life.</li> <li>Masculine: Japan, Germany.</li> <li>Feminine: Sweden, Norway.</li> </ul> </li> <li>Uncertainty Avoidance (UAI): <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>Long-Term vs. Short-Term Orientation (LTO): <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>Indulgence vs. Restraint (IVR): <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
3. Masculinity vs. Femininity (MAS):  Degree to which achievement and competitiveness are valued over cooperation and quality of life.  Masculine: Japan, Germany. Feminine: Sweden, Norway.  4. Uncertainty Avoidance (UAI): Tolerance for ambiguity and risk. High UAI: France, Japan. Low UAI: Singapore, India.  5. Long-Term vs. Short-Term Orientation (LTO): Focus on future rewards versus respect for traditions and quick results.  Long-Term: China, Japan. Short-Term: USA, UK.  6. Indulgence vs. Restraint (IVR): Degree to which societies allow gratification of human desires. Indulgent: USA, Australia.	
<ul> <li>Degree to which achievement and competitiveness are valued over cooperation and quality of life.</li> <li>Masculine: Japan, Germany.</li> <li>Feminine: Sweden, Norway.</li> <li>Uncertainty Avoidance (UAI): <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>Long-Term vs. Short-Term Orientation (LTO): <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>Indulgence vs. Restraint (IVR): <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
cooperation and quality of life.  • Masculine: Japan, Germany.  • Feminine: Sweden, Norway.  4. Uncertainty Avoidance (UAI):  • Tolerance for ambiguity and risk.  • High UAI: France, Japan.  • Low UAI: Singapore, India.  5. Long-Term vs. Short-Term Orientation (LTO):  • Focus on future rewards versus respect for traditions and quick results.  • Long-Term: China, Japan.  • Short-Term: USA, UK.  6. Indulgence vs. Restraint (IVR):  • Degree to which societies allow gratification of human desires.  • Indulgent: USA, Australia.	
<ul> <li>Masculine: Japan, Germany.</li> <li>Feminine: Sweden, Norway.</li> <li>Uncertainty Avoidance (UAI):         <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>Long-Term vs. Short-Term Orientation (LTO):         <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>Indulgence vs. Restraint (IVR):         <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
<ul> <li>Feminine: Sweden, Norway.</li> <li>4. Uncertainty Avoidance (UAI): <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>5. Long-Term vs. Short-Term Orientation (LTO): <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>6. Indulgence vs. Restraint (IVR): <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
<ul> <li>4. Uncertainty Avoidance (UAI): <ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> </ul> </li> <li>5. Long-Term vs. Short-Term Orientation (LTO): <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>6. Indulgence vs. Restraint (IVR): <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
<ul> <li>Tolerance for ambiguity and risk.</li> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> <li>Long-Term vs. Short-Term Orientation (LTO):</li> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> <li>Indulgence vs. Restraint (IVR):         <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
<ul> <li>High UAI: France, Japan.</li> <li>Low UAI: Singapore, India.</li> <li>Long-Term vs. Short-Term Orientation (LTO):</li> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> <li>Indulgence vs. Restraint (IVR):</li> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul>	
<ul> <li>Low UAI: Singapore, India.</li> <li>Long-Term vs. Short-Term Orientation (LTO):         <ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> </ul> </li> <li>Indulgence vs. Restraint (IVR):         <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
5. Long-Term vs. Short-Term Orientation (LTO):  • Focus on future rewards versus respect for traditions and quick results.  • Long-Term: China, Japan.  • Short-Term: USA, UK.  6. Indulgence vs. Restraint (IVR):  • Degree to which societies allow gratification of human desires.  • Indulgent: USA, Australia.	
<ul> <li>Focus on future rewards versus respect for traditions and quick results.</li> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> <li>Indulgence vs. Restraint (IVR):</li> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul>	
results.  o Long-Term: China, Japan. o Short-Term: USA, UK.  6. Indulgence vs. Restraint (IVR): o Degree to which societies allow gratification of human desires. o Indulgent: USA, Australia.	
<ul> <li>Long-Term: China, Japan.</li> <li>Short-Term: USA, UK.</li> <li>Indulgence vs. Restraint (IVR):</li> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul>	
<ul> <li>Short-Term: USA, UK.</li> <li>Indulgence vs. Restraint (IVR):         <ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul> </li> </ul>	
6. Indulgence vs. Restraint (IVR):  • Degree to which societies allow gratification of human desires.  • Indulgent: USA, Australia.	
<ul> <li>Degree to which societies allow gratification of human desires.</li> <li>Indulgent: USA, Australia.</li> </ul>	
o Indulgent: USA, Australia.	
o Restrained: Russia, India.	
Evaluation:	
Strengths:	
Offers a systematic, measurable way to compare national cultures.	
Provides <b>useful insights</b> for global HRM, leadership, negotiation, and	
training.	
Helps expatriates <b>adapt to cultural diversity</b> and avoid ethnocentrism.	
The state of the s	
Limitations:	
Decides IDM date (1070)	
Based on <b>IBM data</b> (1970s) — may not reflect modern global realities.  Notice of the second se	
National averages ignore regional, organizational, or individual variations.	
Cultures are <b>dynamic</b> , not static — may change with globalization.	
Conclusion:	
Hofstede's model remains a <b>foundational framework</b> in Global HRM for	
understanding cross-cultural behavior, though it should be used <b>flexibly and</b>	
contextually alongside contemporary cultural models.	
3 (a) Differentiate between training and development. [03] CO	04 2
(a) Differentiate between Training and Development. (3 Marks)	
	, r

	Basis	Training	Development			
	Meaning	A planned effort to improve A long-term process aims employees' current job-related skills and efficiency. A long-term process aims preparing employees for responsibilities.		_		
	Focus	Focuses on specific job-related skills and short-term performance improvement.  Focuses on overall person leadership, and career programment.		-		
	Objective	ective To enhance present job performance. To build capabilities for future ro challenges.		les and		
	Time Horizon	Short-term.	Long-term.			
	Target Group	Non-managerial or operational employees.	Managerial and professional emploees			
(b)	Evaluate the	expatriates work life balance practice	s and associated challenges.	[07]	CO5	5
	Professional  Work-Life  1. Flexion setup 2. Fammel help, 3. Well work 4. Home connumber 5. Crost to reconnumber 4. Associated 6. Cult	ily Support Programs: Relocation as children's education support. Iness and Mental Health Programs: Eshops, and health benefits. The Leave Benefits: Paid visits to home ections. The Cultural Support: Cultural training duce adjustment stress.  Challenges:  ural Adjustment Issues: Adapting to	amily life in the host country.  Fork, flexible hours, and hybrid esistance, spouse employment.  Counseling, stress management ecountry to maintain family g and social integration programs.			
	lifest	ance expectations, and time zone				
	chall	nemployment or children's				
		d lack of extended support				
	_	ems.  atriation Stress: Difficulty reintegraticassignment.	ng into home-country routines			
(c)	Appraise the	PMS of expatriates.		[10]	CO5	5
		nance Management System (PMS) of early the job performance of employees v	1			

Kov (		
IXCy (	Components of Expatriate PMS:	
1.	Goal Setting:	
	<ul> <li>Clear performance objectives aligned with both home and host-</li> </ul>	
	country expectations.	
	<ul> <li>Use of SMART goals considering cross-cultural variables.</li> </ul>	
2.	Performance Criteria:	
	o <b>Hard Goals:</b> Quantifiable results (sales, profits, project outcomes).	
	o <b>Soft Goals:</b> Leadership, adaptability, communication, and cultural	
2	sensitivity.	
3.	Appraisal Methods:  o Multisource Feedback (360°): Inputs from host-country	
	o <b>Multisource Feedback (360°):</b> Inputs from host-country supervisors, peers, and home-country managers.	
	<ul> <li>Balanced Scorecard Approach: Measures financial, customer,</li> </ul>	
	internal process, and learning perspectives.	
4.	Evaluation Period:	
	o Performance reviewed periodically, with mid-assignment and end-	
	of-assignment appraisals.	
5.	Feedback and Development:	
	<ul> <li>Continuous coaching and feedback to help expatriates adjust and</li> </ul>	
	perform effectively.	
•	Cultural Bias: Differences in leadership and communication styles may affect ratings.  Distance and Communication Gaps: Difficulties in monitoring and providing feedback from headquarters.  Contextual Differences: Host-country challenges may not be fully recognized in evaluations.  Repatriation Performance Link: Difficulty aligning overseas achievements with future career progression.	
	aisal Summary: fective expatriate PMS must:	
•	Incorporate cross-cultural understanding, Maintain fairness and objectivity, and Support career continuity and motivation post-assignment.  B - Compulsory (01*10=10 marks) – CASE STUDY	

are found to be good in dealing with turbulent situations. So, 3M has hired only local mangers to run its operations withdrawing all expatriates.3M is known to make donations to schools and local voluntary organizations keeping in view the long running tradition of charitable contributions to community development than brought a great deal of positive brand image for the company within the country. More interestingly, 3M is recognition of dysfunctional cultural elements that exist in the country such as bribery and contributing to protection money among corporates has taken an opposite stand by not only discouraging these practices but also by popularizing the important of ethical behavior among its associates through training creation of ethical leaders in the organization. 3M experience is considered the practice in corsscultural operations where while adapting local negative cultures.		
Questions.	[5]	CO
a) Write a note on staffing approaches of 3M.	[5]	CO4
a) write a note on starring approaches of 514.	[5]	CO5
Staffing refers to selecting and placing the right people in international positions. 3M's staffing approach in Russia reflects a <b>Polycentric approach</b> to international staffing.		
Key Points:		
1. Polycentric Staffing Approach:		
<ul> <li>3M has hired only local managers (host-country nationals) to run its Russian operations.</li> </ul>		
<ul> <li>This shows trust in local expertise and cultural understanding.</li> </ul>		
2. Rationale:		
<ul> <li>Russian managers possess strong situational adaptability and knowledge of local markets.</li> </ul>		
<ul> <li>It reduces cultural barriers and improves communication with local employees and government bodies.</li> </ul>		
3. Advantages:		
Ruilds local responsiveness and operational efficiency		

2

- o Builds local responsiveness and operational efficiency.
- o Reduces **expatriate costs** and dependency on foreign nationals.
- Enhances the company's **corporate image and legitimacy** in the host country.

### 4. Implication for 3M:

- The withdrawal of expatriates demonstrates 3M's localization strategy, promoting local leadership and sustainability in its Russian operations.
- b) Analyse the cross-cultural management practices of 3M.

#### Answer:

3M demonstrates strong and **ethical cross-cultural management** practices in Russia, balancing local adaptation with corporate integrity.

# **Key Practices and Analysis:**

### 1. Cultural Adaptation:

- 3M recognizes and respects Russian cultural and business norms, adapting its operations to local expectations.
- However, it selectively adapts accepting positive aspects

(teamwork, community development) and **rejecting negative ones** (bribery, corruption).

## 2. Ethical Leadership:

- 3M promotes ethical behavior through continuous training and leadership development programs.
- o It fosters **ethical leaders** who act as role models in discouraging corruption and unethical practices.

## 3. Corporate Social Responsibility (CSR):

The company contributes to **schools and voluntary organizations**, strengthening community ties and enhancing brand image.

### 4. Value-Based Culture:

 Instead of conforming to unethical local norms, 3M reinforces its global ethical values across its operations, reflecting strong organizational culture control.

#### 5. Outcome:

 3M's cross-cultural approach integrates local sensitivity with global ethics, ensuring sustainable performance and a positive corporate reputation in Russia.

	Course Outcomes (COs)	P01	P02	P03	P04	P05	PSO1	PSO2	PSO3	PS04
CO1:	Understand various research approaches techniques and strategies in the appropriate business									
CO2:	Apply a range of quantitative / qualitative research techniques to business and day today management problems									
CO3:	Demonstrate knowledge and understanding of data analysis interpretation and report writing									
CO4:	Develop necessary critical thinking skills in order to evaluate different research approaches in business		1b, 3a	2b				1b, 3a	2b	
CO5:	Discuss various forms of intellectual property its relevance and business impact in the challenging global business environment and leading international concerning IPR	1a	2a		1c	2c,3b,3c	1a	2a	1c	2c,3b,3c

<b>Cognitive level</b>	KEYWORDS						
L1 -	list, define, tell, describe, recite, recall, identify, show, label, tabulate, quote, name, who, when, where, etc.						
Remember	inst, define, ten, describe, recan, identity, snow, laber, tabulate, quote, name, who, when, where, etc.						
L2 -	describe explain peraphrese rectate associate contrast summerize differentiate interpret discuss						
Understand	describe, explain, paraphrase, restate, associate, contrast, summarize, differentiate interpret, discuss						
L3 - Apply	calculate, predict, apply, solve, illustrate, use, demonstrate, determine, model, experiment, show, examine, modify						
L4 - Analyze	classify, outline, break down, categorize, analyze, diagram, illustrate, infer, select						
L5 - Evaluate	asses, decide, choose, rank, grade, test, measure, defend, recommend, convince, select, judge, support, conclude, argue, justify, compare, summarize, evaluate						
L6 - Create	design, formulate, build, invent, create, compose, generate, derive, modify, develop, integrate						

- PO1-Theoretical Knowledge; PO2-Foster Analytical and Critical Thinking Abilities for data based decision making;
- PO3- Develop Value Based Leadership; PO4 -Ability to Understand and communicate various business aspects to global;
- PO5 Ability to lead themselves and others in the achievement of organizational goals contributing effectively to a team environment;
- PSO1- Comprehend Contemporary features of Business Management Science and its administration
- PSO2- Analyze and interpret the dynamic situations for making Business Management strategies
- PSO3- Handle responsibility with the ethical values for all actions undertaken by them
- PSO4- Adapt and focus on achieving the organizational goal and objectives with complete zeal and commitment.

CI CCI HOD