



HERIOT-WATT MANAGEMENT PROGRAMME

STRATEGIC MANAGEMENT / INTERNATIONAL STRATEGIC MANAGEMENT – STAGE 3

June 2010

For Official Use Only

Surname:

First Name:

Registration/Matriculation No:

Seat No. (if applicable):

Course:

Date:

| No | Mark |
|----|------|
| A | |
| B | |
| C1 | |
| C2 | |
| | |
| | |

Declaration

I certify that I have read the Examination Regulations (see back cover) and understand that I am required to abide by them.

Student's Signature:.....

INSTRUCTIONS TO CANDIDATES

1. At the start of the exam ensure that you have written all the details required above.
2. Read the instructions on page 2.
3. Start each question on a new page.
4. Rough workings should be confined to the left hand pages.
5. This book must be handed in entire and unfolded.

PLEASE READ THE EXAMINATION REGULATIONS ON THE BACK COVER

PART II

EXAMINATION INSTRUCTIONS

The duration of the examination is **3 hours**. The marks value of each section is shown below. You may allocate your time as you see fit.

The paper is in three sections

SECTION A: 34 marks

SECTION B: 33 marks

SECTION C: 33 marks

Answer ALL sections.

SECTION A: Answer **ALL PARTS** of Question A1.

SECTION B: Answer **ALL PARTS** of Question B1.

SECTION C: Answer **EITHER** Question C1 **OR** Question C2.

This examination document is in two parts.

Part I is the question booklet.

Part II is the answer booklet.

Please ensure that **BOTH PARTS** are returned at the end of this examination.

EXAMINATION REGULATIONS

Candidates are subject to the regulations governing examinations which are published by the University. The main points are summarised below.

- 1.** A candidate shall not bring written, printed or any other material into the examination room except such as may be authorised by the examiners. Briefcases and other similar containers, the main purpose of which is to carry papers, shall not be brought into the examination room.
- 2.** A candidate shall not communicate with, receive assistance from or copy from the paper of another candidate during an examination.
- 3.** A candidate shall not leave the examination room less than half an hour after the start of an examination, except with the permission of the invigilator and shall not leave the examination room during the last fifteen minutes of an examination.
- 4.** At the end of the examination a candidate must return the answer book or books to the invigilator together with any other material on which he/she has written or drawn during the examination. Under no circumstances should a candidate remove an answer book, used or unused, from the examination room.