**Long Essay Questions (Examples)**

1. Elaborate theoretically on MNC-government interactions in three specific cases & explore the managerial relevance of managing bargaining relationships among actors with different interests with reference to **Peng, M. W. (2000)** [“Controlling the Foreign Agent: How Governments Deal with Multinationals in a Transition Economy”, *Management International Review*, 40: 141-165.].
2. Explain (1) how New World producers develop their competitive superiority in relation to their traditional counterparts & (2) discuss possible barriers facing foreign wine producers when entering China in greater depth with reference to **Bartlett, C. A. & McAra, S. (2018)** [“Global Wine War 2015: New World Versus Old” in Bartlett, C. A., & Beamish, P. W. (2018). Transnational Management: Text & Cases in Cross-Border Management, Cambridge University Press.].
3. Do you agree fully with the assumption that Japanese corporate governance institutions are rapidly converging on the American shareholder-centred capitalism in an extension of the following scholarly articles? If yes, why? If not, why not? **Ahmadjian, C. L., & Robbins, G. E.** (2005). [“A Clash of Capitalisms: Foreign Shareholders & Corporate Restructuring in 1990s Japan”, *American Sociological Review*, 70(3), 451-471.**]** & **Chizema, A., & Shinozawa, Y.** (2012). [“The ‘Company with Committees’: Change or Continuity in Japanese Corporate Governance?” *Journal of Management Studies*, 49(1), 77-101.].