



PAN AFRICA CHRISTIAN UNIVERSITY

PhD IN ORGANIZATIONAL LEADERSHIP

END OF SEMESTER EXAMINATION

DEPARTMENT

LEADERSHIP

COURSE CODE

POLN 820

AUGUST 2024

COURSE TITLE

COLLABORATIVE LEADERSHIP & PARTNERSHIP

(ONLINE)INSTRUCTIONS

- Read all questions carefully.
- ANSWER **Question ONE** and **two** questions from **section B (20 Marks)**

SECTION A (Compulsory)QUESTION ONE

The East African community has been trying to build structures and systems that would ensure that the business environment is conducive for business people across the member States. Key among these strategies has been the removal of trade tariffs and travel restrictions that have culminated into the East African Community passport that has considerably eased movement across the region. Even so, the task is far from over and there is still a lot that needs to be done. In view of the above scenario:

- a) Discuss the relevant additional collaborative strategies and partner engagements that can be employed to achieve the dream of a one Eastern African trade block that provides mutual benefits to every member country in an equitable manner. **(5 Marks)**
- b) Evaluate the relevant negotiation strategy that the East African member states can use in this endeavor to ensure that no East African member state feels that they are getting a raw deal. **(5 marks)**

SECTION B (Answer TWO Questions in this section)

QUESTION TWO

As the Head of Risk Management of a Blue-Chip company, you have realized that most of the collaborative agreements the company has entered into for the last five years have drained most of the company profits accrued from other ventures. You have requested the Chief Executive Officer to call for a special Board of Directors' meeting to expound on what should be done to avoid further dwindling of the company's profit portfolio. Articulate to the Board the key considerations of managing collaborative delivery, monitoring and measuring collaborative programs that the company can employ to get back on its track. **(5 Marks)**

QUESTION THREE

You were recently promoted to the position of the Director of Human Resources in your organization and you have noticed that quite a sizeable number of the staff at work do not relate well with each other. Part of the reason is that they do not see the need for synergy and collaboration as everyone thinks they can go it alone. Using your experience from this course, discuss the measures you shall put in place to enable them understand the value of collaboration as a fundamental capability in society for leadership practice. **(5 Marks)**

QUESTION FOUR

Based on your learning in this course, evaluate the key issues and their underlying dynamics that have played against the quest for effective partner selection processes in organizations and measures for resource and cost optimization among Nations. **(5 Marks)**

QUESTION FIVE

Appraise the realities of collaborative contracts in today's business environment. **(5 Marks)**