



PAN AFRICA CHRISTIAN UNIVERSITY

PhD IN ORGANIZATIONAL LEADERSHIP

END OF SEMESTER EXAMINATION

DEPARTMENT

LEADERSHIP

COURSE CODE

POLN 820

JULY 2022

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

Many countries in the world are still struggling with the adverse economic repercussions resulting from the after-math of the Covid-19 pandemic. In trying to revive their economies a good number of these countries are entering into collaborative and bilateral agreements.

- a) Demonstrate your understanding of collaborative strategies and partner engagements that can be employed to accomplish this task. **(5 Marks)**
- b) Evaluate the relevant negotiation strategy that governments can use in this endeavor. **(5 marks)**

SECTION B (Answer TWO Questions in this section)

QUESTION TWO

The Board of Directors of your organization has decided that a new CEO should be appointed to steer the company into the right strategic direction through re-engineering the present collaborative engagements. As the Lead Consultant in the Company, discuss the key considerations of managing collaborative delivery, monitoring and measuring collaborative programs that the new CEO should consider. **(5 Marks)**

QUESTION THREE

You were recently promoted to the position of the CEO in your organization and you have noticed that quite a sizeable number of your staff at work do not relate well with each other. Part of the reason is that they do not see the need for collaborations 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 amongst Nations. **(5 Marks)**

QUESTION FIVE

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