

## MANAGEMENT

### (Paper I)

**Time Allowed : Three Hours**
**Maximum Marks : 300**

#### QUESTION PAPER SPECIFIC INSTRUCTIONS

*(Please read each of the following instructions carefully before attempting questions)*

There are EIGHT questions.

Candidate has to attempt any FIVE questions.

All questions carry equal marks.

Wherever any assumptions are made for answering a question, they must be clearly indicated.

Word limit in questions, wherever specified, should be adhered to.

1. (a) Behaviour is the function of Man and his Environment. Explain this statement.  
(b) How do socio-psychological factors influence man's behaviour at work?
2. Distinguish between Group-think and Group-shift. In what way is Delphi technique of Group Decision-making better than the Nominal Group technique?
3. (a) What are the different stages involved in the conflict process.  
(b) Discuss the role of Johari Window in resolving inter personal conflict.
4. Critically analyze various components of Open Systems Theory of organisation. In what way is it transparent? How is it different from the Neo-classical theory of organisation?
5. Recent changes in the Government's monetary and fiscal policies have influenced corporate policies in India. Analyze this statement.
6. A manufacturer produces three products, A, B and C. Each product can be produced on either one of two machines I and II. Time required to produce 1 unit of each product on a machine is

| Product | Machine I | Machine II |
|---------|-----------|------------|
| A       | 0.5       | 0.6        |
| B       | 0.7       | 0.8        |
| C       | 0.9       | 1.05       |

There are 85 hours available on each machine; the operating cost is Rs. 5 per hour for machine I and Rs. 4 per hour for machine II; and the product requirement are at least 90 units of A, at least 80 units of B, and at least 60 unit of C. The manufacturer wishes to meet the requirements at minimum cost. Solve the given linear programming problem by the simplex method.

7. A panel of two Judges P and Q graded 7 dramatic performances by independently awarding marks as follows:

| Performance | 1  | 2  | 3  | 4  | 5  | 6  | 7  |
|-------------|----|----|----|----|----|----|----|
| Marks by P  | 46 | 42 | 44 | 40 | 43 | 41 | 45 |
| Marks by Q  | 40 | 38 | 36 | 35 | 39 | 37 | 41 |

The eighth performance however, which judge Q could not attend, was awarded 37 marks by judge P. If judge Q had also been present how many marks would Q have awarded to the eighth performance?

8. Write notes on the following:
  - (a) Use of National Income in business forecasting
  - (b) Pricing of Joint Products.