Civil Services (Main) Examination, 1999

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.

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1. Organization behaviour specialists assume that empowerment is the key to successful total quality organization. Build a case for or against this observation using suitable examples.

2. Describe the most comprehensive theory of personality and discuss its role in understanding employee behaviour.

3. Analyze the content theories of motivation and discuss their relevance in the multicultural context of Indian society.

4. Explain the role of environmental scanning in the strategic decision making using suitable examples

5. Disproportionate growth of tertiary sector in Indian economy at such an early stage of development has complicated the planning for growth. Discuss this statement in details.

6. Discuss various techniques of capital budgeting using suitable projects where these techniques are most appropriate

7. Demonstrate the use of probability theory and decision trees in risk analysis in microeconomic decision making.

8. A departmental store wishes to procure the following readymade garments:

Type of Garment	A	B	C	D	E
Quantity	300	200	150	500	400

Tenders are submitted by four different manufacturers who undertake to supply not more than quantities below (all types of garments combined):

Manufacturer	I	II	III	IV
Total Quantity	600	500	300	400

The departmental store estimates that its profit per garment will vary with the manufacturer as shown in the matrix below: [Profit-per-garment matrix (manufacturers I–IV × garment types A–E) missing in every available source] [?] How should orders be placed?

English version compiled from published transcriptions and cross-checked across sources; not a facsimile of the official UPSC question paper.

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