

**COMBINED COMPETITIVE EXAMINATION (MAIN)**

**MANAGEMENT**

**Paper—I**

*Time : 3 hours*

*Full Marks : 200*

*Note : (1) The figures in the right-hand margin indicate full marks for the questions.*

*(2) Attempt five questions in all.*

*(3) Question No. 1 is compulsory.*

1. Answer any ten of the following :

4×10=40

- (a) What do you mean by Management By Objective (MBO)?
- (b) Explain the concept of open- and close-system.
- (c) Outline your understanding of 'matrix organization'.
- (d) Write a note on human relations approach in management.
- (e) Interpret the concept of 'Executive Support System' (ESS).
- (f) Explain the concept of perception.
- (g) Briefly translate the concept of Gross National Product (GNP).
- (h) What do you mean by Giffen goods?
- (i) Explain the steps involved in linear programming problem formulation.
- (j) Describe the significance of integer programming problem.
- (k) Distinguish between skewness and kurtosis.
- (l) Why is standard deviation considered as best measure of dispersion?

2. Answer any *eight* of the following :

5×8=40

- (a) Explain the significance of the systems approach to the study of management.
- (b) Describe the main forms of 'internal growth' strategy.
- (c) Briefly discuss the causes of 'bounded rationality' in decision-making.
- (d) Explain in brief the characteristics and limitations of 'project organization'.
- (e) Discuss the properties of indifference curves.
- (f) Explain why Delphi method is used for forecasting.
- (g) Discuss the objectives of liberalization policy in Indian economy.
- (h) Briefly explain how you would go about using time series analysis for forecasting sales of a product in your firm.
- (i) What are the various methods of forecast control which will ensure that the forecasting system is appropriate?
- (j) Enumerate the example of duality in linear programming.

3. Answer any *five* of the following :

8×5=40

- (a) "Listening is the essence of communication." Discuss the problems associated with listening and how listening could be made more effective.
- (b) How are norms and group cohesion related to performance?
- (c) How would a manager increase intergroup cooperation?
- (d) Explain the concept of fiscal policy for economic growth.
- (e) What are the characteristics of a good currency system? What is the currency system now prevailing in India? Explain.
- (f) Discuss the importance of measuring variability for managerial decision-making.
- (g) What is meant by the term 'feasible region'? Why this must be a well-defined boundary for maximization problem?

4. Answer any *four* of the following :

10×4=40

- (a) Compare the economic man model and administrative man model of decision making. Which of the two is better and why?
- (b) What is networking organization? Explain its characteristics, merits and demerits.
- (c) What is service sector? Give reasons for the rapid growth of service sector in India.
- (d) What is the Expected Value of Perfect Information (EVPI)? How is it calculated? Describe.
- (e) Explain the salient features of binomial distribution. State the conditions under which this distribution is used.

5. Answer any *two* of the following :

20×2=40

- (a) "Researchers have abandoned the trait theory of leadership at one time and have now started to talk about 'charisma' and transformational leadership." Critically evaluate the statement.
- (b) Under which circumstances can the Net Present Value (NPV) and Internal Rate of Return (IRR) calculations lead to conflicting results? What is the major reason for the difference? Which of the two methods is preferable and why?
- (c) How does the problem of degeneracy arise in transportation problem? How does one overcome it?

6. Answer any *four* of the following :

10×4=40

- (a) Explain with examples (i) substantive, (ii) emotional and (iii) value-based conflicts. Which is the easiest and which is the most difficult to resolve? Why?
- (b) Compare job enlargement with job enrichment. Which do you think is better?
- (c) What do you mean by unbalanced assignment problem? How do you overcome it? Discuss the significance of the minimum number of lines required to cross all zeros in assignment problem.

- (d) What policy measures have been taken during the post-liberalization period to enhance competitiveness of Indian markets? Critically examine the success of these measures.
- (e) Discuss the Pradhan Mantri Jan Dhan Yojana and its expected impact in the economy.

7. Answer any two of the following :

20×2=40

- (a) Discuss the necessity of integrating Information Technology (IT) in business management. Critically evaluate the effects of IT in managing a business.
- (b) How does learning about power and organizational politics help managers?
- (c) "Because of economies of scale, it is sometimes more cost effective for a firm to operate a large plant at less than maximum efficiency than a small plant at maximum efficiency." Critically construct the statement.
8. Discuss the concept of universalistic theories of leadership. Critically analyze Likert's system and the managerial grid in the light of theories of leadership. 40
9. Assess the economic growth of India with the implementation of the Five-Year Plans. 40
10. What do you mean by assignment problem? Give a mathematical model of the assignment problem. How do you find solution to a travelling salesman problem? Describe. 40

\*\*\*