

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* questions from the following : 4×10=40
- (a) What do you mean by nonfinancial motivators?
 - (b) What is Theory Z?
 - (c) What do you understand by managerial grid?
 - (d) Who are called free-rein leaders?
 - (e) What is M-commerce?
 - (f) What do you mean by Gross State Domestic Product (GSDP)?
 - (g) "Elasticity of demand is unit-free". Comment on the statement.
 - (h) What is linear programming?
 - (i) What do you mean by capital budgeting?
 - (j) Briefly discuss the measures of central tendency.
 - (k) What is meant by time series analysis?
 - (l) What do you mean by normal distribution?
2. Answer any *eight* questions from the following : 5×8=40
- (a) How is mechanistic organizational structure different from organic structure?
 - (b) Write the limitations of project organisation.

- (c) How do you differentiate between authority and power?
- (d) Briefly discuss the concept of positive reinforcement theory.
- (e) Why does the firm carry out forecasting activities on regular basis?
- (f) What is monopsony?
- (g) Write a short note on mixed economy.
- (h) What do you mean by case study method in qualitative analysis?
- (i) Explain the concept of discrete and continuous variables.
- (j) What is rank correlation?
3. Answer any *five* questions from the following : 8×5=40
- (a) Discuss different techniques of approaches to conflict resolution.
- (b) What are the barriers to communication?
- (c) Elaborate the concept of intrinsic and extrinsic motivation.
- (d) Write a short note on regional economic cooperation.
- (e) Differentiate between leader and manager.
- (f) Discuss the broad classification of business forecasting method.
- (g) What are the limitations of decision making?
4. Answer any *four* questions from the following : 10×4=40
- (a) Describe Ohio State Studies on Leadership.
- (b) "The body of knowledge in 'Organizational Behaviour' is contributed by various disciplines." Comment.
- (c) Discuss the roles and functions of RBI in Indian banking system.
- (d) Explain the concept of maxima and minima for optimization of variable(s) through mathematical analysis.
- (e) Write a detailed note on Bayes' theorem.
5. Answer any *two* questions from the following : 20×2=40
- (a) Write an essay on 'Social Responsibility of Business'. What do you mean by Corporate Social Responsibility (CSR).
- (b) Discuss different methods of appraising decision on capital investment projects/proposals.
- (c) Describe the merits, demerits and suitability of sample survey over census method.

6. Answer any *four* questions from the following : 10×4=40
- (a) How are fiscal policies different from monetary policies?
 - (b) “Statistics is a method of decision-making in the face of uncertainty on the basis of numerical data and calculated risk.” Comment on the statement with suitable illustrations.
 - (c) Discuss the objectives and methods of transportation problem.
 - (d) Discuss different types of control mechanism generally practiced by the firms.
 - (e) Suppose you are the head of operations for a battery manufacturing firm. Explain how you can use descriptive and inferential statistics for the firm.
7. Answer any *two* questions from the following : 20×2=40
- (a) Discuss different approaches to measure GDP of a country.
 - (b) “Behavioural Science has been assuming an increasing role in the field of management from the viewpoints of work force diversity, dynamics of customer tastes and preferences and organizational excellence.” Comment.
 - (c) What do you understand by Management by Objectives (MBO)? What steps do you recommend for effective implementation of MBO initiatives and interventions in an organization?
8. Explain the concept of test of hypothesis both for parametric and nonparametric statistics. 40
9. Prepare a comparative analysis of formal and informal organisation. Discuss the advantages and disadvantages of functional organization. 40
10. Write an essay on different types of market structure and competitions where the firms are supposed to operate and function. 40