

# IAS Mains Management 1999

## Paper I

Time allowed: Three hours Maximum Marks: 300

Candidates should attempt any five questions. All questions carry equal marks.

### Section A

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

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

Manufacturer	Manufacturer I	Manufacturer II	Manufacturer III	Manufacturer IV
Total Quantity	Quantity 600	Quantity 500	Quantity 300	Quantity 400

The departmental store estimates that its profit per garment will vary with the manufacturer as shown in the matrix below:

How should orders be placed?