IAS Mains Management 1997

Paper I

Time Allowed: 3 Hours Maximum Marks: 300

Candidates should attempt any five questions.

Assume suitable data if considered necessary and in indicate the same clearly.

All questions carry equal marks.

1. Answer the following questions

    a. Behaviour is the function of Man and his Environment. Explain this statement.

    b. How do socio-psychological factors influence mans 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. Answer the following questions

    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 Governments 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

Time to product 1 unit (hours) Machine	Product I	Product II
Product A	Time 0.5	Time 0.6
Product B	Time 0.7	Time 0.8
Product C	Time 0.9	Time 1.05

There are 85 hours available on each machine; the operating cost is Rs. 5 per hour for machine I and R. 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	Performance 1	Performance 2	Performance 3	Performance 4	Performance 5	Performance 6	Performance 7
Marks by P	Marks 46	Marks 42	Marks 44	Marks 40	Marks 43	Marks 41	Marks 45
Marks by Q	Marks 40	Marks 38	Marks 36	Marks 35	Marks 39	Marks 37	Marks 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:

    i. Use of National Income in business forecasting

    ii. Pricing of Joint Products.