

IAS Mains Commerce 2004

Paper-II

Time Allowed: Three Hours Maximum Marks: 300

Section A

1. Write notes on any three of the following in about 200 words each: $20 \times 3 = 60$
 - a. Organisational Charts
 - b. Interdisciplinary approach to organizational behaviour
 - c. Mechanism of industrial peace in India
 - d. Social Transaction
2. What is meant by plurality of goals Describe the specific areas of corporate goals. 60
3. Explain Herzbergs contribution to the theory of motivation. How does it differ from the model-of motivation given by Maslow 60
4. What is Power How is it related to Leadership Explain the strategy of acquiring political power. 60

Section B

5. Write notes on any three of the following in about 200 words each: $20 \times 3 = 60$
 - a. Status of participative management in India
 - b. Constituents of an industrial peace system
 - c. Span of Management
 - d. Induction Training
6. Point out the essential prerequisites of good industrial relations. 60
7. Discuss briefly the factors that inhibit the success of trade union movement in India. 60
8. What is meant by collective bargaining State its characteristics. At what levels can it arise 60