

# IAS Mains Commerce 2006

## Paper II

### Section A

1. Write notes on any THREE of the following in about 200 words each: ( $3 \times 20 = 60$ )
  - a. 3 – D Management style
  - b. Coalition formation
  - c. Social Information Processing Approach (SIPA)
  - d. Contingency plans.
2. Do you think an organization must grow bigger and bigger? Can it be kept small? Answer the questions analysing the forces that affect the status of an organization. Use Indian examples to elucidate your answer (60).
3. Define, differentiate and integrate the stated goals and operating goals of an organization (60).
4. Discuss the basic concept and model of situational leadership. How does it differ from other leadership models (60)?

### Section B

5. Write notes on any THREE of the following in about 200 words each: ( $3 \times 20 = 60$ )
  - a. Mafia unionism
  - b. Concession bargaining
  - c. International division of labour
  - d. Inside contracting
6. Discuss the emerging scenarios of industrial relations in the era of liberalisation and globalisation of Indian economy (60).
7. Critically evaluate the concept of Complex man. In what respects is it different from other theories of motivation (60)?
8. Discuss the behavioural theories of collective bargaining process (60).