

IAS Mains Management Papers 2002

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Paper I

Time Allowed: Three Hours Maximum Marks: 300. Candidates should attempt Questions 1 and 5 which are compulsory, and any three of the remaining questions selecting at least one question from each Section.

Section A

1. Write short notes on any three of the following in not more than 200 words each supplementing with examples from real life situations/applications: (20 × 3 = 60)
 - a. Halls stages of personality development
 - b. Morale and Productivity
 - c. Human Development Index
 - d. Time Series Analysis
2. Illustrate the importance of objectives, vision and mission in the operations of any corporation (60).
3. Critically analyze the statement that the various psychological processes can be thought of as pieces of a jigsaw puzzle, and the personality as the completed puzzle picture. What are major attributes of a successful and efficient administrator (60)?
4. How does the PERT technique help a business manager in decision making? What is critical path analysis? Describe with illustration its utility in project planning and control (60).

Section B

1. Write short notes on any three of the following in about 200 words each: (20 × 3 = 60)
 - a. Impact of this years annual budget on Business
 - b. Cost plus Pricing Method and its utility
 - c. Management control in Service Organisation
 - d. Responsibility Centres for Management control

2. Discuss the concepts of privatisation and PSU disinvestments and evaluate the impact of disinvestment on corporate world (60).
3. Illustrate the utility and limitations of Activity-based costing in comparison with Traditional costing (60).
4. Discuss any two of the Management control methods like J1T (Just in Time), TQM (Total Quality Management), CIM (Computer Integrated Manufacturing) and CAD (Computer Aided Design), and their implications for Management control (60).

Paper II

Time Allowed: Three Hours Maximum Marks: 300

Candidates should attempt Questions 1 and 5 which are compulsory, and any three of the remaining questions selecting at least one question from each Section. All questions carry equal marks.

Section A

1. Write notes on any three of the following (each note not to exceed 200 words): (20 × 3 = 60)
 - a. Corporate distress and restructuring strategy
 - b. Product name and Brand name
 - c. Documentation in international business
 - d. Demarketing and Remarketing
2. How would you analyse the performance of a financial institution with the help of ratios? Illustrate with assumed figures (60).
3. Total deregulation while pricing the banking products is very much possible in India Comment (60).
4. Suggest a suitable methodology for overseas market research for an Indian company manufacturing and marketing herbal medicine. Channel selection, role of intermediaries, export pricing and risk management are the major objectives of the proposed research (60).

Section B

1. Write short notes on any three of the following (each note not to exceed 200 words): (20 × 3 = 60)
 - a. Waste management and environmental protection
 - b. Essential features of systems analysis

c. Promotion differs from up-gradation and transfer

d. Human resource accounting

2. Result accelerators are a group of techniques that are basically used in Value Analysis to identify unnecessary costs, remove obstacles and promote a course of action that will ensure the development of value alternatives. Justify this statement by evaluating the techniques (60).
3. Illustrate and evaluate conflict management strategies employed by decision makers. Use a conflict situation you have encountered or are familiar with to aid your response (60).
4. Accurate appraisal of performance is very difficult. In the light of this statement discuss the problems in performance appraisal (60).

Sail through IAS Mains and Prelims (both English & Hindi): Fully-explained Prelims (Both GS & Aptitude) problems with detailed solutions. Notes & detailed answers for Mains GS, Essay, Compulsory (Hindi and English) papers and optionals.