

# IAS Mains Management Papers 2003

## IAS Mains Management 2003

### 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. Management of change
  - b. Forecasting techniques
  - c. Social responsibility of Business
  - d. Knowledge based enterprises
2. In conducting an environment scan in India, describe the key elements that could impact on corporate decisions (60).
3. Coping strategies for job stress exist at both the individual and the organizational levels. Summarize and evaluate these various strategies for preventing and/or more effectively managing stress (60).
4. Comment and illustrate how statistical models enable quick and economical experimentation for finding an optimum solution for a given problem (60).

### Section B

1. Write notes on any three of the following in about 200 words each: (20 × 3 = 60)
  - a. Strategy for dealing with global competition
  - b. Cost, Volume and Profit Analysis
  - c. Demerits and merits of Zero-Based Budgeting
  - d. Cost driver analysis for competitive advantage

2. What are the major types and causes of business cycles. What steps should be taken to prevent and minimise the adverse impact of business cycles (60)?
3. Explain the impact of value chain management in the potential areas of business for strategic cost management (60).
4. What are the criteria for deciding on the transfer pricing method used in an organisation? Discuss with reference to management control of domestic and global operations (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.

### Section A

1. Write notes on any three of the following (each note not to exceed 200 words): (20 × 3 = 60)
  - a. The dividend policy is irrelevant for valuation
  - b. Social marketing
  - c. Issues of TRIPs
  - d. New Product Pricing Strategies
2. The overall capitalization rate of the firm ( $K_0$ ) does not change with any degree of financial leverage. Elucidate and debate (60).
3. Comment on the efficacy of winning competitive strategies suggested by Michael Porter. In what way these strategies influence competitive strategies based on the roles firms play in the target market (60)?
4. Regional economic cooperation promotes trade, increases investments and leads to economic efficiency. Discuss keeping in view the present state of competitiveness of Indian industries to meet global market requirements (60).

### Section B

1. Write notes on any three of the following (each note not to exceed 200 words): (20 × 3 = 60)
  - a. Quality Circle for quality management
  - b. Future trends in Information Technology
  - c. Decision Support Systems (DSS)

#### d. Constituents of Organisational Climate

2. Aggregate Production Plan is an intermediate range production plan. Elucidate and briefly explain the Linear Programming Model and the Transportation Problem Approach to aggregate planning (60).
3. Present an overview of Systems and Design and explain some important tools which have been used for system development (60).
4. Training refers to the Organisations efforts to improve an individuals abilities to perform a job or organisational role whereas development refers to the Organisations efforts to enhance an individuals abilities to advance in his organisation to perform additional job duties.

Discuss and make a case for nature and purpose of training policy that may contribute to development (60).

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