

# IAS Mains Management Papers 2006

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### Paper I

#### Section A

1. Write analytical notes on any THREE of the following in not more than 200 words each. Substantiate your answers, wherever possible, with real life situations/hypothetical illustrations: (3 × 20 = 60)
  - a. SWOT Analysis
  - b. Distinction between delegation and decentralization
  - c. Statistical tools for decision making in business
  - d. Organisational Vision, Mission and Objectives.
2. There exist certain barriers to communication that tend to distort the message and directly retard the success of managers in the performance of their tasks. Discuss this statement and suggest the appropriate measures to overcome these barriers (60).
3. Decisionmaking is a solution selected after analysing and examining several alternatives. Discuss and explain various types of managerial decisions (60).
4. A company manufactures three products X, Y and Z. Their profits per unit are Rs. 300, Rs. 200, and Rs. 400 respectively. The company has two machines and the required processing time in minutes on each machine for each product is given below: Machines 1 and 2 have 2, 000 and 2, 500 machine-minute respectively. The upper limit for the production volumes of X, Y and Z are 100 units, 200 units and 50 units respectively. But the company must produce a minimum of 50 units of X to meet contractual obligations. Determine the optimum production policy for the company. Which technique did you employ for this? Explain the various underlying assumptions of the technique (60).

#### Section B

1. Write short notes on any THREE of the following in about 200 words each: (3 × 20 = 60)
  - a. Management of risk in business
  - b. Value chain
  - c. Globalisation and its implications for Indian business

d. Cost drivers and their measurement.

2. Clearly distinguish between privatisation and disinvestments of public sector undertakings. Also examine the impact of each of these on the Indian business (60).
3. What do you understand by management control system? Discuss Computer integrated manufacturing and Computer aided design methods and bring out their implications for management control (60).
4. Discuss the concept of target costing and evaluate its relevance in the modern era of cut-throat competition in the corporate world (60).

## Paper II

### Section A

1. Write notes on any three of the following (each note not to exceed 200 words): (20 × 3 = 60)
  - a. Capital Budgeting
  - b. Techniques of Environmental Scanning
  - c. Overseas Market Research
  - d. Ethics in marketing
2. Financial analysis is the X-ray of a business firm. Argue the statement. In your opinion, which is the best method of financial analysis (60)?
3. It is said Selling makes the world go around Comment on this statement while discussing the role of sales-force. Taking the example of fast food industry, trace out the role of sales manager (60).
4. There is hardly any difference in the methods of determining price in domestic market and overseas market. Discuss this statement by taking suitable examples (60).

### Section B

1. Write notes on any three of the following (each note not to exceed 200 words): (20 × 3 = 60)
  - a. International Buying
  - b. Models of database
  - c. Industrial Relations
  - d. Value Analysis

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2. Good inventory management is the backbone of an industrys managerial effectiveness. Explain this statement and also discuss various techniques of inventory management (60).
3. How do you justify the statement, Conventional role of Management Information System as standard information reporting system has changed to real time information support system? Give the components of emerging MIS in the contemporary environment (60).
4. Training is different from management development. Explain this statement by giving suitable examples. Discuss various methods of management development. How would you justify huge costs incurred on training and development (60)?

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