

IAS Mains Management Papers 2007

IAS Mains Management 2007

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 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: (20 × 3 = 60)
 - a. Management Techniques and Management Fads
 - b. Business Portfolio Analysis
 - c. High Performance Leadership
 - d. Inventory Control Techniques
2. State the general principles of management given by Henri Fayol. Are these principles still relevant in modern organisations? Also state the features of Taylors research that are relevant to modern manufacturing industries (60).
3. Define Group. Point out its characteristics. Explain five stages of group development. Does this development process make sense when applied to groups to which you have belonged (60)?
4. Define the dual of a linear programming problem. State the functional properties of duality. Explain the advantages. Three food products are available at costs of Rs. 10, Rs. 36 and Rs. 24 per unit respectively. They contain 1, 000, 4, 000 and 2, 000 calories per unit, respectively and 200, 900 and 500 protein units per unit, respectively. It is required to find the minimum-cost diet containing at least 20, 000 calories and 3, 000 units of protein. Formulate and solve the given problem as a LP problem. Write the dual and use it to check the optimal solution of the given problem (60).

Section B

1. Write short notes on any three of the following in about 200 words each: (20 × 3 = 60)

- a. Budgetary Control and Monitoring System
 - b. Juste-in-Time Approach
 - c. Value Chain Analysis versus Traditional Management Accounting
 - d. Impact of the policy of Liberalisation
2. Discuss the various methods of forecasting. What are the precautions that you would like to take to ensure that the forecast is realistically achievable? What approach would you like to recommend for resource allocation to support the activities to achieve the performance target (60)?
 3. Identify the circumstances in which you suggest replacement of traditional overhead distribution system by the activity based costing. Explain why this system of costing is called activity based. Discuss the functions of cost drivers with illustrative examples (60)?
 4. Write in details the circumstances that led to the origin of economic planning in India. What was the rationale for the heavy industr3lisation strategy adopted during the early years of planning in India? What were the reasons that led to a change in the strategy (60)?

Paper II

Section A

1. Write notes on any THREE of the following (Each note not exceeding 200 words): (20 × 3 = 60)
 - a. Credit Policy of India
 - b. Social Marketing
 - c. UNCTAD
 - d. Brand Loyalty
2. Is working capital different from management of cash? In what ways? What are the factors which influence working capital requirements? Discuss the models of cash management (60).
3. Define total product concept. What are the possible changes which could be brought out in Product-Mix? Discuss the strategies that suit to different phases of product life cycle (60).
4. The future of International Marketing belongs to India. Discuss this statement in view of your understanding of trends in international marketing environment and the emergence of new markets (60).

Section B

1. Write notes on any THREE of the following (Each note not to exceed 200 words): (20 × 3 = 60)
 - a. Quality Management
 - b. Trends in Information Technology
 - c. Employees Morale
 - d. Two Bin System
2. Spending money on materials management is waste because it adds to costs only and does not improve the quality and efficiency of production. Discuss. Give the methods of material handling and build up argument for the best mechanism of material handling (60).
3. You have completed the task of system development for a business firm of your choice. Discuss the model you adopted, define system objectives, draw document flow chart and system flow chart, define the input and output document, and how they are processed (60).
4. You are a Human Resource Manager of an IT-Organisation operating in India and also in Germany

Sri Lanka and Saudi Arabia. In the recent meeting of Board of Directors, the Chairman of the Company made a statement by offering peanuts you will attract monkeys only. Based on this statement he expected you to prepare a compensation plan (60).

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