

[This question paper contains 02 printed pages]

Roll Number: \_\_\_\_\_

HPAS (Main) Examination-2018

MANAGEMENT-I

Time: 3 Hours

Maximum Marks: 100

Note:

1. This question paper contains eight questions. Attempt total five questions including question No.8 which is compulsory.
2. Each question carries equal marks. Marks are divided and indicated against each part of the question.
3. Write legibly. Each part of the question must be answered in sequence in the same continuation.
4. If questions are attempted in excess of the prescribed number only questions attempted first up to the prescribed number shall be valued and the remaining answers will be ignored.

- 
1. What are the needs and expectations which must be considered for motivating people in organisations? Critically assess the Maslow's hierarchy of needs model and also explain its role in enhancing motivation? (20)
  2. Innovation results from thinking. A leader therefore has to continuously encourage his employees to think creatively. It is only the thinking power of the employees that creates a great organisation. Suggest steps through which the leader must encourage this thinking in organisation. (20)
  3. Elaborate the situational variables which influences the most appropriate form of managerial leadership behaviour. Give examples of three work situations where different style of leaderships has been most effective in bringing transformational change in organisations with positive results. (20)
  4. The broad questions that executives face time and again is in regards to "What degree of decentralisation is desirable and what are the

obstacles visualised in achieving decentralisation?” With rapid changes happening in our economy, please elaborate answer to these questions with the help of examples. (20)

5. Differentiate Gross domestic product (GDP) with Gross national product (GNP)? How is the total production of goods and services determined? How is the national income distributed with the factors of production? How do we determine the demand for goods and services? (20)

6. What are the main objectives of price and distribution controls of essential commodities in India? What problems do “controls” cause? What steps should be taken to strengthen and revamp the present public distribution system in India? (20)

7. Solve the following linear programming problem by Simplex method:

Maximize  $Z=10x_1+6x_2$  subject to the following constraints:

$$x_1 + x_2 \leq 2$$

$$2x_1 + x_2 \leq 4$$

$$3x_1 + 8x_2 \leq 12$$

$$x_1, x_2 \geq 0$$

(20)

8. What are the decision criteria used for decision making under certainty, risk and uncertainty? Elaborate modern techniques as well as the statistical methods used to enhance the quality of decision making by companies under conditions of uncertainty? (20)