



[This question paper contains 02 printed pages]

Roll Number: _____

HPAS Etc. Combined Competitive (Main) Examination, 2019

Management-I

Time Allowed: 3 Hours

Maximum Marks: 100

Note:

1. This question paper contains total eight questions.
2. *Attempt any five questions including compulsory question No.1.*
3. Each question carries equal marks. Marks are divided and indicated against each part of the question. Write answer in legible handwriting. Each part of the question must be answered in sequence and in the same continuation.
4. Attempts of questions shall be counted in sequential order. Unless struck off, attempt of question shall be counted even if attempted partly. Any page or portion of the page left blank in answer book must be clearly struck off.
5. *Re-evaluation / Re-checking of answer book is not allowed.*

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1. New Industrial Policy has led to the rapid growth in Gross Domestic Product (GDP) but this growth has not really been inclusive. Do you agree. Substantiate your answer. (20)
 2. What do you understand by transformational and transactional leadership? Explain the types of power that play pivotal role in the effectiveness of each of above given orientations. Also explain the follower's role in making a leader successful. (20)
 3. With the availability of advance Information Technology that allows an organization's work to be done anywhere or anytime; is organizing still an important managerial function? What type of skills would a manager need to effectively work in such a scenario? Also differentiate between organic and mechanistic types of organizational structures. (20)
 4. "The regulation of capital market has become important". Discuss the role of SEBI in the context of recent reforms in the financial sector. (20)
 5. Define Conflict? What are intrapersonal and Interpersonal Conflict? How can these be resolved? Give examples. (20)
 6. How could Government of India devise segmentation and targeting concepts of marketing to deliver its developmental schemes. Specify particular schemes and their beneficiaries. (20)
 7. A company is dealing with two products A and B. The company uses three resources to make the products, namely: machines, men and material. To produce the products, the total capacity available per week is as follows: Machines – 180 hours, Men – 150 hours

and Material –200 kg. Every unit of product A requires 9 hours of machines, 7 hours of men and 4 kg. of material. The corresponding figures for product B are: 5 hours of machines, 3 hours of men and 4 kg. of material. The company has estimated that the cost of machine is Rs.50 per hour, cost of men is Rs.30 per hour and cost of material is Rs.10 per kg. Regardless of the product made. The company sells these products in the domestic market and as per the company records, the profit of the company is Rs.40 per unit of product A and Rs.20 per unit of B. (kg = kilogram)

(Formulate the above problem as Linear Programming problem)

How much of products A and B should be produced to minimize the weekly total cost of machines, men and materials? Solve it using graphical method, to minimize the weekly total cost. (20)

8. A district police officer has collected data regarding 75 crime sheeters in his district. This data is given in the Table below. The data shows the age of the crime sheeter when the First Information Report (FIR) was registered.

Answer all the questions given below showing all the steps.

| Data showing the age of 75 crime sheeters | | | | | | | | | | | | | | |
|---|----|----|----|----|----|----|----|----|----|----|----|----|----|----|
| 14 | 24 | 70 | 65 | 22 | 40 | 55 | 17 | 32 | 34 | 42 | 45 | 19 | 20 | 25 |
| 16 | 26 | 72 | 67 | 24 | 42 | 27 | 19 | 34 | 36 | 44 | 37 | 21 | 22 | 27 |
| 12 | 22 | 68 | 63 | 20 | 38 | 23 | 15 | 30 | 32 | 40 | 23 | 17 | 18 | 23 |
| 13 | 25 | 71 | 66 | 23 | 41 | 26 | 18 | 33 | 33 | 43 | 33 | 20 | 21 | 26 |
| 33 | 45 | 53 | 63 | 23 | 13 | 54 | 24 | 64 | 64 | 53 | 72 | 12 | 15 | 54 |

- (i) Using the data given in the above Table, find the following
- Mean
 - Median
 - Mode
 - Standard Deviation
 - Co-efficient of variation
- (ii) What observations can you make with your analysis?
- (iii) What is the probability of finding a crime sheeter who is older than 50 years. (10+5+5)
