

This question paper contains 8+2 printed pages]

**H.P.A.S. (Main)—2013**

**MANAGEMENT**

**Paper I**

*Time : 3 Hours*

*Maximum Marks : 150*

*Note :- Attempt Five questions in all. Solve any two questions from Section I. Solve at least one question from each other Section. All questions carry equal marks.*

**Section I**

1. (a) Define OB. What are other disciplines that contribute to the OB ? What are features of post liberalization work context for the organisations in India ? Explain. 15
- (b) Examine McClelland theory of motivation. Draw similarities and dissimilarities with Maslow's theory of motivation. 15

P.T.O.

2. (a) Explain any *three* of the following : 3×5=15
- (i) MBO
  - (ii) Resistance to organisation change
  - (iii) Conflict management
  - (iv) Role of computers in management.
- (b) Explain Hensey and Blanchard's situational leadership model. What are major limitations of this model ? 15
3. (a) "Organisational change is constant. It will be successful if forces for change are encountered effectively". How do react to this statement ?  
Examine forces for change. 15
- (b) Explain the concept of decision making. Elaborate steps in the rational decision-making model with suitable illustration. 15

4. (a) Write short notes on any *two* of the following :

2×10=20

(i) Elements of communication

(ii) Emotional intelligence

(iii) Organisational design.

(b) "You are CEO of a Multinational Bank. You are asked by the Board of Directors to draw an effective and cost saving intonation system". How would you develop this ? What factors would you scan for this purpose ? Explain. 10

### Section II

5. (a) "The structure of Indian Economy has undergone a sea-change from agriculture to services i.e. services contribute maximum to the GDP". Examine the rationale and implication of the statement with the help of data. 20

P.T.O.

(b) Write short notes on any *two* of the following :

2×5=10

(i) Tools for credit control

(ii) Integration with world economy

(iii) 'SWOT' analysis to opening of FDI in insurance and defence.

6. (a) Examine the concept of regulators in the economy.

How do you assess the effectiveness of SEBI in recent times ? Illustrate. 15

(b) What are emerging issues of fiscal policy in India ?

Explain. 15

### Section III

7. (a) Thomson Finance Inc. summarises international financial reports on weekly basis. Such reports are published and are purchased by Banks,

Mutual Funds etc. Being expensives the demand for the report is limited to a maximum of 30 units per week. The possible demands are 0, 10, 20, 30, reports per week. The profit per report sold is Rs. 30 and the loss per report unsold at the end of a week is Rs. 20. No production of extra report during a week is possible. There is penalty cost of Rs. 250 if demand is not met. Unsold reports can not be carried over to the next week.

Required :

Using the pay-off table, find out the number of reports to be produced if :

- (i) Maximum or pessimistic strategy is adopted,
- (ii) Maximax or optimistic strategy is adopted. 15

P.T.O.

(b) A farm owner is considering of drilling a well in his farm. In the past only 70% of well drilled were successful at 200 ft of depth. If there is no water at 200 ft, some persons drill it up to 250 ft but only 20% get water at 250 ft. The prevailing cost of drilling is Rs. 50 per ft. The farm owner has estimated that in case he does not have his own well, he will have to pay Rs. 15,000 over next 10 years (in present value terms) to buy water from his neighbour. Determine the farm owner strategy using decision tree approach.

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8. (a) Mr. X has 2 ammunition stores, one of which is twice as valuable as the other. Mr. Y is an attacker who can destroy an undefended store but he can

attack only one of them at a time. X knows that Y is about to attack one of the stores but does not know which one. What should he do ? Note that X can successfully defend one store at a time.

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- (b) Solve the following problem by simplex method :

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$$\text{Max. } Z = 20x_1 + 30x_2$$

$$\text{s.t. } 3x_1 + 3x_2 \leq 36$$

$$5x_1 + 2x_2 \leq 50$$

$$2x_1 + 6x_2 \leq 60$$

$$x_1, x_2 \geq 0.$$

P.T.O.

**Section IV**

- (a) A card is selected at random from a pack of cards.  
What is the probability of picking ? 10
- (i) an ace
  - (ii) a heart card
  - (iii) not of a spade card.
- (b) Two cubical dice are tossed simultaneously. Find the probability that sum of the numbers is : 10
- (i) 10
  - (ii) 12
  - (iii) neither 7 or 11.
- (c) In a certain examination, the percentage of passes and distinction were 45 and 9 respectively.  
Estimate the mean and standard deviation of



marks obtained by the candidate if the minimum pass and distinction marks being 40 and 75 respectively. Assume the distribution of marks being normal. 10

10. (a) Calculate the coefficient of correlation between age group and rate of mortality from the following data : 15

Age group	Mortality
0—20	350
20—40	280
40—60	540
60—80	760
80—100	900

(b) The following is the information about advertisement and sales available :

	<b>Advertisement Exp. (X)</b>	<b>Sales (Y)</b>
	(Rs. crores)	(Rs. crores)
Mean	20	120
S.D.	5	25

Correlation coefficient = 0.8

Calculate two regression equations.

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