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**HPAS (Main)—2017**

**MANAGEMENT**

**Paper I**

*Time : 3 Hours*

*Maximum Marks : 100*

*Note :— Attempt Five questions in all. Question No. 8 is compulsory. Each question carries equal marks.*

1. India has seen different leaders in different spheres of its growth and development. Looking at the socio-economic development and cultural as well as religious diversity in India, which theory of leadership would you suggest to the administrators of a firm to adopt ? And why ? Explain.
  
2. India is a pluralistic country, so are the different organisations where various small groups interact among each other for various purposes. What steps

P.T.O.

would you suggest to be taken if you find that there is practice of favouritism in allocation of resources to a particular group with little regard to pluralism ?

3. Weak Indian rupee against US dollar is burden for purchasing foreign goods or travelling abroad but an opportunity for Indian companies exporting products or services to other countries. Discuss what policy would you chalk out to handle such economic environment in the country ?
4. Think of a rural township in your state which has a mix of small farms, wooded areas, and few residential areas with a small population as well as open land. You need to develop them into a town with all facilities and infrastructure that would be required for a better life. Discuss the fiscal implications of such land

planning for tax payers, Municipal Corporation and industrial organisations. What steps would you suggest to reduce the negative fiscal impact, if any ?

5. The Government of India enacted FEMA with a purpose of exercising control on exchange of foreign currency.

What are the main features of FEMA ? Do you think FEMA has been able to serve its purposes ?

Explain.

6. Conflicts occur at various levels that may include intergroup, intra-group, interpersonal and intra-personal.

Discuss the framework you would need to identify the factors that may be contributing to the problem, and suggest appropriate course of actions to resolve the conflicts.

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7. Linear programming is widely used in optimising business problems. There are necessary steps involved in 'Simplex Method' of linear programming. What are those steps ? Explain each step with examples.
  
8. What do you understand by the concept of 'hypothesis testing' ? Explain the general steps needed to carry out a test of any hypothesis pointing out the assumptions in large samples.