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HPAS (Main)—2017

MANAGEMENT

Paper II

Time : 3 Hours

Maximum Marks : 100

Note :— Attempt Five questions in all, selecting at least one question from each section. Each question carries equal marks.

Section-I

1. What do you understand by the McCarthy's classification of four Ps ? Explain the key points you as a manager must pay attention to minimise expenditure and at the same time enhance profits.
2. In recent time you have seen Indian exports have dipped a bit. Identify and discuss the problems the

P.T.O.

exporters are encountering. Also suggest what you would do to ameliorate the condition.

Section-II

3. What are the aims of production planning ? What kind of production planning problems different firms may be facing ? Suggest solutions which may have long range and short range impact of the health of the firms.
4. There is economic pressure in Indian at present. You intend to expand the industrial organisation. As a material manager what steps would you take to achieve optimum results for the organisation ?

Section-III

5. What do you understand by the concept of 'financial management' ? As a finance manager of

a firm, with what purposes you would adopt ratio analysis tool. Explain with examples.

6. Suppose you are working in a state government company. What would be the nature of working capital there ? Discuss what policy would you adopt to improve the effectiveness of working capital management ? Give examples.

Section IV

7. Explain the concept of job evaluation and its main features. Do you think that the information from job evaluation would be needed at all to develop a professional and legally defensible system in the organisation ? Discuss with examples.

8. Differentiate among minimum wage, living wage and fair wage. And also enumerate and discuss the factors that influence the remuneration payable to the employees.