

MANAGEMENT (PAPER-I) 1999

Section A

Q1. Organization behaviour specialists assume that empowerment is the key to successful total quality organization. Build a case for or against this observation using suitable examples.

Q2. Describe the most comprehensive theory of personality and discuss its role in understanding employee behaviour.

Q3. Analyze the content theories of motivation and discuss their relevance in the multicultural context of Indian society.

Q4. Explain the role of environmental scanning in the strategic decision making using suitable examples

Q5. Disproportionate growth of tertiary sector in Indian economy at such an early stage of development has complicated the planning for growth. Discuss this statement in details.

Q6. Discuss various techniques of capital budgeting using suitable projects where these techniques are most appropriate

Q7. Demonstrate the use of probability theory and decision trees in risk analysis in microeconomic decision making.

Q8. A departmental store wishes to procure the following readymade garments:

Type of Garment	A	B	C	D	E
Quantity	300	200	150	500	400

Tenders are submitted by four different manufacturers who undertake to supply not more than quantities below (all types of garments combined):

Manufacturer	I	II	III	IV
Total Quantity	600	500	300	400

The departmental store estimates that its profit per garment will vary with the manufacturer as shown in the matrix below:

How should orders be placed?