## MANAGEMENT (PAPER-I) 2000

### Section A

Q1. Write short notes on any three of the following in not more than 200 words each. Please use real life illustrations in your answers.

a. The Satisfaction. Productivity controversy

b. The Classical and Contemporary view on the span of control

c. Net Present Value v/s Internal Rate of Return

d. Economic Value chain for the third millennium

Q2. Change is now widely recognised as the only constant factor in the life of any organisation. Under this situation, what strategy would you recommend for a global organization engaged in software development? Give the rationale of your recommendation.

Q3. There are two broad categories of leaders, namely creative and dominant. Elucidating these kings comment on the well-researched observation that: When most of the organizations come to be led by dominant leaders, the decay of the society is certain.

Q4. What is cost-plus pricing method? Critically examine its utility in the case of public sector enterprises.

### Section B

Q1. Answer any three of the following in about 200 words each

a. What are the assumptions behind Binomial Poisson? Exponential and Normal probability distributions? Give at least one situation for each of the distributions.

b. Describe a situation which you would consider as decision making under risk. Justify your answer.

c. Describe two situations which involve optimization under constraints. What is the difference in the natures of solution procedure of problems without constraints and with constraints?

d. How will the share of different sectors, namely, agriculture, industry, service etc. in Indian GDP change in the millennium just beginning? Give your rationale for the answer.

Q2. An optimal policy has the property that whatever the initial state and initial decision are, the remaining decisions must constitute an optimal policy with

regard to the state resulting from the first decision (R. E. Bellman). Illustrate an applications of the above principle.

Q3. Comment and illustrate how modeling enables quick and economical experimentation for finding an optimum solution for a given problem.

Q4. Explain with the help of examples as to how one should see

a. scatter diagrams to visualize the relationship between two variables

b. regression analysis to estimate the relationship between two variables

c. regression equation to predict future values of the dependent variable. Also briefly highlight the limitations of regression and correlation analysis. What are the assumptions behind regression analysis?