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| <b>CSM – 50/17</b> |
| <b>Management</b>  |
| <b>Paper – I</b>   |

*Time : 3 hours*

*Full Marks : 300*

*The figures in the right-hand margin indicate marks.*

*Candidates should attempt Q. No. 1 from Section – A and Q. No. 5 from Section – B which are compulsory and any **three** of the remaining questions selecting at least **one** from each Section.*

**SECTION – A**

1. Answer any **three** of the following :  $20 \times 3 = 60$ 
  - (a) Discuss the environmental opportunities and threats.
  - (b) What do you mean by vision, mission and objectives of an organization ? Enumerate the vision, mission and objectives of any one of the organization you are familiar with.
  - (c) Mention the characteristics of a transformational leader and a transactional leader.

Substantiate your answer citing real world example.

(d) Discuss the characteristics of Binomial, Poisson and Normal Distributions.

2. Elaborate the concepts and indicators of good governance. Discuss the role of agencies like transparency, international, corporate code of conduct.  $20+20+20 = 60$
3. Explain the Classical and Neo-classical systems of organizational behaviour. Discuss the various theories of motivation and justify the theories which are now followed by the corporate sectors working at present in Odisha State. Do you think they could be able to motivate the workers successfully if not mention the reasons of their failure?  $20+20+20 = 60$
4. What is a Time Series ? Discuss the various methods of analyzing a time series by giving appropriate examples. Enumerate the various techniques of forecasting How do you forecast the demand for pesticides and two wheelers in the year 2025 ?  $5+15+20+10+10 = 60$

## SECTION – B

5. Write short notes on any **three** of the following :  
 $20 \times 3 = 60$
- (a) Zero Based Budget
  - (b) Controlling Global Enterprises
  - (c) Divisional performance Vs. Managerial performance
  - (d) Regulatory and promotional policies of centre and state
6. Explain the responsibility centres like cost centres, profit centres and investment centres taking an organization in which you are familiar with. What do you mean by Budget ? Mention the various budgets prepared by a corporate sector by citing examples with imaginary features of your own.  
 $10+10+10+30 = 60$
7. "The effect of a price reduction is always to reduce the P/V ratio, to raise the break even point and to shorten the margin of safety." Explain and illustrate by a numerical example. "The Break-even point is reached at lower level of activity in the undertaking with a low fixed cost." Do you agree ? Explain with suitable example. What is

the effect of the following on the break even point and on the profit volume ratio :

- (i) Increase in physical sales (No. of units)
- (ii) Decrease in variable cost per unit
- (iii) Increase in raw material cost
- (iv) Decrease in direct labour efficiency

$$20+20+20 = 60$$

8. Explain the concepts and analysis of Macro-business environment relating to India and world. Analyse the structural dimensions of Indian economy. Enumerate the directions of change and their impact on business decision of the corporations working in India.  $30+30 = 60$

