FEDERAL PUBLIC SERVICE COMMISSION
COMPETITIVE EXAMINATION-2017
FOR RECRUITMENT TO POSTS IN BS-17
UNDER THE FEDERAL GOVERNMENT

Roll Number

BUSINESS ADMINISTRATION

TIME ALLOWED: THREE HOURS	**PART-I (MCQS) MAXIMUM MARKS = 20**
PART-I(MCQS): MAXIMUM 30 MINUTES	**PART-II MAXIMUM MARKS = 80**

NOTE: (i) **Part-II** is to be attempted on the separate **Answer Book.**
(ii) Attempt **ONLY FOUR** questions from **PART-II. ALL** questions carry **EQUAL** marks.
(iii) All the parts (if any) of each Question must be attempted at one place instead of at different places.
(iv) Candidate must write Q. No. in the Answer Book in accordance with Q. No. in the Q.Paper.
(v) No Page/Space be left blank between the answers. All the blank pages of Answer Book must be crossed.
(vi) Extra attempt of any question or any part of the attempted question will not be considered.
(vii) **Use of Calculator is allowed.**

PART-II

Q. No. 2. What does a company need to do to achieve strategic fit between the supply chain and competitive strategies? **(20)**

Q. No. 3. Describe how marketing strategies change during product life cycle. Also indentify and discuss some potential problems with the product life cycle. **(20)**

Q. No. 4. There are several basic techniques managers use for appraising the performance of employees. Discuss these techniques. **(20)**

Q. No. 5. A manager who really wants to approach a decision rationally and logically should try to follow the steps in rational decision making. Discuss these steps with examples. **(20)**

Q. No. 6. **(a)** A successful strategy requires determining the firm's Critical Success Factors (CSF) and core competencies. Discuss how a manager of pharmaceutical firm can align core competencies with CSF. **(10)**

(b) How an operation manager can manage demand of a product in the light of available capacity? **(10)** **(20)**

Q. No. 7. The following data relates to ABC Company **(20)**

Income statement

Sales	Rs. 500,000
Cost of goods sold	300,000
Operating expenses	60,000
Interest expenses	10,000
Income tax expenses	40,000
Net income	90,000

Balance sheet

Assets

Cash	Rs 10,000
Accounts receivable	15,000
Inventory	20,000
Equipment	455,000
Total:	500,000

Liabilities

Accounts payable	Rs 12,000
Long-term notes payable	48,000
Shareholder's equity:	
Capital stock	300,000
Retained earnings	140,000
Total:	500,000

Find and interpret the company's

(i) Current ratio **(ii)** Quick ratio **(iii)** Average collection period
(iv) Time interest earned **(v)** Inventory turn over

Q. No. 8. Discuss the three common capital budgeting decision techniques with examples and formulas. **(20)**

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