FEDERAL PUBLIC SERVICE COMMISSION
COMPETITIVE EXAMINATION-2019
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) 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 question will not be considered.
(vii) **Use of calculator is allowed.**

PART – II

Q. No. 2. What is the significance of strategic management for an organization? Explain the various steps of strategic management process. **(20)**

Q. No. 3. What are the internal sources of job candidates? How can managers forecast the supply of internal candidate? **(20)**

Q. No. 4. Discuss the advantages and disadvantages of different methods a manager can adopt for effective performance appraisal of employees. **(20)**

Q. No. 5. Discuss the three common capital budgeting decision techniques with examples and formulas. **(20)**

Q. No. 6. An international manufacturing concern has provided the income statement data. Give formulas to calculate the following ratios. Also explain how to interpret them? **(20)**

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

Q. No. 7. The impact of different levels of decision phases of supply chain depends on timeframe. Explain the decision phases in supply chains with examples. **(20)**

Q. No. 8. Compare the advantages of mass marketing to those of market segmentation for a company. Discuss with relevant business examples. **(20)**

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