FEDERAL PUBLIC SERVICE COMMISSION
COMPETITIVE EXAMINATION-2020
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. Discuss that Management is evolutionary process. Substantiate your answer through commenting on contribution made by Fredrick Taylor, Max Weber and Elton Mayo. **(20)**

Q. No. 3. What are the key elements involved in designing organizational structure? **(20)**

Q. No. 4. What is the importance of Employees Performance Appraisal? Discuss the problems faced in Employee Appraisal. **(20)**

Q. No. 5. Describe how would you plan Integrated Communication Process for launching a product. **(20)**

Q. No. 6. What is Bullwhip effect and how does it relate to lack of coordination in the supply chain. **(20)**

Q. No. 7. Explain the following analytical tools of Financial Management: **(05 each)** **(20)**

(a) Time series analysis versus cross sectional analysis.
(b) Horizontal analysis versus vertical analysis.
(c) Liquidity ratios versus debt ratios.
(d) Turnover ratios versus profitability ratios.

Q. No. 8. Tiger Corporation is considering to invest in a given project. After tax cash flows of the project are given below: **(20)**

Years	Project ($)
Initial Cash Flow	150,000
1	50,000
2	56,000
3	64,000
4	68,000
5	72,000

Determine Payback Period, Net Present Value and Profitability Index using 13% as required rate of return.

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