

MIZORAM PUBLIC SERVICE COMMISSION
MIZORAM CIVIL SERVICES (COMBINED COMPETITIVE)
MAIN EXAMINATION, 2023

MANAGEMENT PAPER-I

Time Allowed : 3 hours

FM : 100

Marks for each question is indicated against it.

Attempt any 5 (five) questions taking not more than 3 (three) questions from each Part.

PART - A

1. What are the principles and features of Scientific Management? **(10+10=20)**
2. Briefly explain the five styles of handling conflict. In your opinion, which of these styles is most effective? **(10+10=20)**
3. “Organizations that do not change or adapt with the changing environment suffer from entropy and soon become defunct.” Justify and briefly describe the competencies of change agents. **(20)**
4. How can rural entrepreneurship enhance the living conditions of the people there? What kind of assistance is required to encourage entrepreneurship in rural areas? **(10+10=20)**

PART - B

5. Attraction and Retention of employees is crucial for the survival of an organization. What would you do in order to be able to attract and retain talent in the organization? **(20)**
6. (a) Discuss the various stages of Product Life Cycle. **(10)**
(b) What kind of marketing research techniques are practised before introducing a new product to the market? **(10)**
7. (a) What do you mean by Accounting ‘Concepts’ and ‘Conventions’? Describe in brief various Accounting Concepts and Conventions. **(10)**
(b) What is the purpose of preparing a Cash Flow Statement? How is it prepared? **(10)**
8. How do different types of derivatives alter the risk profile of your investments? **(10+10=20)**

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