

MIZORAM PUBLIC SERVICE COMMISSION

GENERAL COMPETITIVE EXAMINATIONS FOR RECRUITMENT TO THE POST OF JUNIOR GRADE OF MIZORAM PLANNING, ECONOMICS & STATISTICAL SERVICE UNDER PLANNING & PROGRAMME IMPLEMENTATION DEPARTMENT.

JANUARY, 2020

COMMERCE PAPER-I

Time Allowed : 3 hours

Full Marks : 100

Marks for each question is indicated against it.

Attempt any 10 (ten) questions.

1. Give a brief description of Hawthorne experiments. What are the main conclusions of this experiment. (5+5=10)
2. State and explain three managerial roles as identified by Henry Mintzberg. Clearly identify how each is subdivided. (10)
3. Discuss the practical applications of Organizational Behaviour (OB) knowledge to improving organizational effectiveness and efficiency. (10)
4. Describe briefly the components of external environment of business. (10)
5. The sales turnover and total cost during two years were as follows. (10)

	<u>Sales (Rs)</u>	<u>Total cost (Rs)</u>
First year	1,20,000	1,11,000
Second year	1,40,000	1,27,000

You are required to determine

- (1) P/V ratio
 - (2) Break even point
 - (3) Profit, when sales are Rs 1,50,000
 - (4) Value of sales to earn a profit of Rs 50,000.
6. The details given below relate to 60% activity when the production was 600 units. (10)

Materials	-	₹120 per unit
Labour	-	₹ 50 per unit
Expenses	-	₹ 15 per unit
Factory expenses	-	₹ 50,000 (40% fixed)
Administration expenses	-	₹ 35,000 (60% fixed)

Prepare a flexible budget showing marginal cost and total cost for 60%, 80% and 100% activity.
 7. What is correlation coefficient? Explain the different methods of calculating correlations. (5+5=10)
 8. What is sampling and what are its objects? Discuss the various method of selected samples and indicate the cases when each one of them should be used (4+6=10)
 9. Explain in brief the various institutions engaged in the training and development of entrepreneurs in India. (10)

10. Explain four ways in which the Government contributes to the development of entrepreneurship. **(10)**
11. Define Consumer Behaviour. Explain four factors affecting consumer buying behaviour. **(3+7=10)**
12. Give a critical appraisal of the traditional approach and the Modigliani-Millers approach to the problem of capital structure. **(10)**
13. Examine the concept of product life cycle and discuss how it is related to the different stages of market development. **(10)**
14. State the importance and techniques of environmental scanning. **(10)**
15. What are the essentials of good financial statements? Who are the persons or parties interested in financial statement? **(5+5=10)**

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