

12. YEAR 1982

1. Write a precis of the following passage in about 100 words and suggest a title.

Objectives pursued by, organisations should be directed to the satisfaction of demands resulting from the wants of mankind. Therefore, the determination of appropriate objectives for organised activity must be preceded by an effort to determine precisely what their wants are. Industrial organisations conduct market studies to learn what consumers goods should be produced. City Commissions make surveys to ascertain what civic projects would be of most benefit. Highway Commissions conduct traffic counts to learn what constructive programmes should be undertaken. Organisations come into being as a means for creating and exchanging utility. Their success is dependent upon the appropriateness of the series of acts contributed to the system. The majority of these acts is purposeful, that is, they are directed to the accomplishment of some objective. These acts are physical in nature and find purposeful employment in the alteration of the physical environment. As a result utility is created, which through the process of distribution, makes it possible for the cooperative system to endure. Before the Industrial Revolution most cooperative activity was accomplished in small owner-managed enterprises. usually with a single decision maker and simple organisational objectives. Increased technology and the growth of industrial organisations made necessary the establishment of a hierarchy of objectives. This, in turn, required a division of the management, function until today a hierarchy of decision maker exists in most organisations. The effective pursuit of appropriate objectives contributes directly the organisational efficiency. As used here, efficiency is a measure of the want satisfying power of the cooperative system as a whole. Thus efficiency is the summation of utilities received from the organisation divided by the utilities given to the organisation, as subjectively evaluated by each contributor. The function of the management process is the delineation of organisational objectives and the coordination of activity towards the accomplishment of these objectives. The system of coordinated activities must be maintained so that each contributor, including the manager, gains more than he contributes.

1982 Precise

Title: ~~The~~ Criteria for Successful Organization

Organizations should make their objectives according to the demands of people. The feel of organizations depends upon the ~~creation~~ and suitability of utilities. Moreover, they generate meaningful employment opportunities. With the advent of technology and industry, a hierarchy of decision makers set the objectives of an organization. This adds to the efficiency of organizations which is dependent on ~~utilized~~ utilities. Hence, the management process increases the utilities for contributors through organizational objectives and cooperation.
