

① satisfaction of demands from wants

324 108

②

TIME ALLOWED: 3 HOURS.....Maximum Marks: 100

Q.1. Write a précis of the following passage in about 100 words and suggest the title: (20+5)

Ans 1

(Objectives pursued by organizations should be directed to the satisfaction of demands resulting from the wants of mankind.) (Therefore, the determination of appropriate objectives for organized activity must be preceded by an effort to determine precisely what their wants are. Industrial organizations conduct market studies to learn what consumer 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.) (Organizations 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 objectives. 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 organizational objectives. Increased technology and the growth of industrial organization 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 makers exists in most organizations.

The effective pursuit of appropriate objectives contributes directly to organizational 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 organization divided by the utilities given to the organization, as subjectively evaluated by each contributor.

↓ E = $\frac{\text{Return to system}}{\text{given to}}$

The functions of the management process is the delineation of organizational 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.

Q.2. Read the following passage carefully and answer all the questions given at the end.

These phenomena, however, are merely premonitions of a coming storm, which is likely to sweep over the whole of India and the rest of Asia. This is the inevitable outcome of a wholly political civilization, which has looked upon man as a thing to be exploited and not as a personality to be developed and enlarged by purely cultural forces. The people of Asia are bound to rise against the acquisitive economy which the West have developed and imposed on the nations of the East. Asia cannot comprehend modern Western capitalism with its undisciplined individualism. The faith, which you represent recognizes the worth of the individual, and disciplines him to give away all to the service of God and man. Its possibilities are not yet exhausted. It can still create a new world where the social rank of man is not determined by his caste or colour or the amount of his wealth but by the kind of life he lives, where the poor tax the rich, where

Preci 2008

~~Title~~ : Pursuit of organisational efficiency

rewrite this sentence

Organisations are formed as a means of creating and exchanging utilities, and their success is contingent upon conducting act that fulfill their objectives. To choose the right objectives, organisations should conduct studies to align them with societal needs. These organisations then perform a series of acts under the pursuit of these objectives, resulting in utility production. However, as organisations expand, they rely on hierarchical decision makers - management - to effectively accomplish broader objectives. The more management feels it is gaining from its efforts, the more efficient the organisation will be.

rewrite

Total words : 300
in preci = 95

main idea is picked and discussed
over all there is issue of clarity
be precis and to the point
use simple vocab in precis
need improvement
7/20