



FEDERAL PUBLIC SERVICE COMMISSION
COMPETITIVE EXAMINATION-2022
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
<p>NOTE: (i) Part-II is to be attempted on the separate Answer Book.</p> <p>(ii) Attempt ONLY FOUR questions from PART-II. ALL questions carry EQUAL marks.</p> <p>(iii) All the parts (if any) of each Question must be attempted at one place instead of at different places.</p> <p>(iv) Write Q. No. in the Answer Book in accordance with Q. No. in the Q.Paper.</p> <p>(v) No Page/Space be left blank between the answers. All the blank pages of Answer Book must be crossed.</p> <p>(vi) Extra attempt of any question or any part of the question will not be considered.</p>		

PART – II

- Q. No. 2.** Define the organization's culture. What are its dimensions and how cultural dimensions can be combined to differentiate it from other organizations? **(20)**
- Q. No. 3.** Describe the strategic management process in detail. **(20)**
- Q. No. 4.** Explain the different types of orientation and training. Describe strategies for retaining competent and high-performing employees. **(20)**
- Q. No. 5.** How ratio analysis is a useful management tool to improve understanding of financial health for different stakeholders including creditors, investors, and management? **(20)**
- Q. No. 6.** Explain the factors influencing interest rates in the economy. **(20)**
- Q. No. 7.** Differentiate between Process Layout and Work Cell Layout along with their pros and cons. **(20)**
- Q. No. 8.** What are different external/macro-environment factors, their importance, and their role in the development of a marketing plan? **(20)**
