



FEDERAL PUBLIC SERVICE COMMISSION
COMPETITIVE EXAMINATION-2023
FOR RECRUITMENT TO POSTS IN BS-17
UNDER THE FEDERAL GOVERNMENT

Roll Number

BUSINESS ADMINISTRATION

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| TIME ALLOWED: THREE HOURS | PART-I (MCQS) | MAXIMUM MARKS = 20 |
| PART-I(MCQS): MAXIMUM 30 MINUTES | PART-II | MAXIMUM MARKS = 80 |
| NOTE: (i) Part-II is to be attempted on the separate Answer Book. | | |
| (ii) Attempt ONLY FOUR questions from PART-II . ALL questions carry EQUAL marks. | | |
| (iii) All the parts (if any) of each Question must be attempted at one place instead of at different places. | | |
| (iv) Write Q. No. in the Answer Book in accordance with Q. No. in the Q.Paper. | | |
| (v) No Page/Space be left blank between the answers. All the blank pages of Answer Book must be crossed. | | |
| (vi) Extra attempt of any question or any part of the question will not be considered. | | |

PART – II

- Q. No. 2.** Elaborate the theories of privatization. Discuss with example the impact of Downsizing on Telecommunication sector of Pakistan. (20)
- Q. No. 3.** How non-tariff barriers effect international business? Critically discuss with reference to Less Developed Countries. (20)
- Q. No. 4.**
- Supply chain managers should be aware of the characteristic of forecasting. Why or why not? Critically discuss in detail. (20)
 - Discuss the components of a forecast and forecasting methods with examples. Explain the role of information technology in forecasting. (20)
- Q. No. 5.** Critically examine Foreign Direct Investment and the strategic logic behind it for the development of a country, especially for Pakistan. (20)
- Q. No. 6.** Discuss and evaluate the endeavors during past decades in Pakistan for the development of Islamic Economic System. (20)
- Q. No. 7.** Discuss the difference between theories of Herzberg and Maslow. Elaborate with reasons which of these theories do you prefer in Pakistani context? (20)
- Q. No. 8.** Discuss the following with examples with relation to services sector: (5 each) (20)
- Management Information System
 - Globalization across different cultures
 - Meaning and importance of entrepreneurship
 - Reinventing Organizations
