



FEDERAL PUBLIC SERVICE COMMISSION
COMPETITIVE EXAMINATION-2023
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
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. a. Supply chain managers should be aware of the characteristic of forecasting. Why or why not? Critically discuss in detail. (20)
b. Discuss the components of a forecast and forecasting methods with examples. Explain the role of information technology in forecasting.
- 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)
- (a) Management Information System ✓
 - (b) Globalization across different cultures ✓
 - (c) Meaning and importance of entrepreneurship ✓
 - (d) Reinventing Organizations ✓

