



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

Roll Number

**BUSINESS ADMINISTRATION**

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

**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

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