

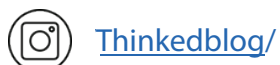
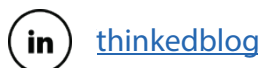


CSS Past Paper

# Business Administration

(2020)

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**FEDERAL PUBLIC SERVICE COMMISSION**  
**COMPETITIVE EXAMINATION-2020**  
**FOR RECRUITMENT TO POSTS IN BS-17**  
**UNDER THE FEDERAL GOVERNMENT**

Roll Number

**BUSINESS ADMINISTRATION**

**TIME ALLOWED: THREE HOURS**

**PART-I(MCQS): MAXIMUM 30 MINUTES**

**PART-I (MCQS)**

**PART-II**

**MAXIMUM MARKS = 20**

**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.** Discuss that Management is evolutionary process. Substantiate your answer through commenting on contribution made by Fredrick Taylor, Max Weber and Elton Mayo. **(20)**

**Q. No. 3.** What are the key elements involved in designing organizational structure? **(20)**

**Q. No. 4.** What is the importance of Employees Performance Appraisal? Discuss the problems faced in Employee Appraisal. **(20)**

**Q. No. 5.** Describe how would you plan Integrated Communication Process for launching a product. **(20)**

**Q. No. 6.** What is Bluewhip effect and how does it relate to lack of coordination in the supply chain. **(20)**

**Q. No. 7.** Explain the following analytical tools of Financial Management: (05 marks each) **(20)**  
(a) Time series analysis versus cross sectional analysis.  
(b) Horizontal analysis versus vertical analysis.  
(c) Liquidity ratios versus debt ratios.  
(d) Turnover ratios versus profitability ratios.

**Q. No. 8.** Tiger Corporation is considering to invest in a given project. After tax cash flows of the projects are given below: **(20)**

<b>Years</b>	<b>Project (\$)</b>
Initial Cash Flow	150,000
1	50,000
2	56,000
3	64,000
4	68,000
5	72,000

Determine Payback Period, Net Present Value and Profitability Index using 13% as required rate of return.

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Reach out to us @ [info@thinked.co](mailto:info@thinked.co)  
If you are interested in writing for us email us at  
[writeforthinked@thinked.co](mailto:writeforthinked@thinked.co)