



**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 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.** Define the organization's culture. What are its dimensions and how cultural dimensions can be combined to differentiate 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 stake holders including creditors, investors and management? (20)
- Q. No. 6.** Explain the factors influencing interest rate 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 role in development of marketing plan? (20)

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