



# CSS Past Papers

Subject: Business Administration

Year: 2023

CSS/PMS GRAMMAR

— علم بڑی طاقت ہے —



**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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| <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><br><b>(ii) Attempt ONLY FOUR questions from PART-II. ALL questions carry EQUAL marks.</b><br><b>(iii) All the parts (if any) of each Question must be attempted at one place instead of at different places.</b><br><b>(iv) Write Q. No. in the Answer Book in accordance with Q. No. in the Q.Paper.</b><br><b>(v) No Page/Space be left blank between the answers. All the blank pages of Answer Book must be crossed.</b><br><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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