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(To be filled by candidate)

Name of Candidate : Madhav Agarwal

Roll No. : PTTP 220590

Registration Number : ..... **Date of Examination :** 23rd Aug '23

Exam Centre : Old Rajinder Nagar ☐ Bhopal ☐ Online ☑

Test - 4 **Code : TC074**

MTS IGP Batch 2023

GENERAL INSTRUCTIONS

This Question-cum Answer (QCA) Booklet contains 64 pages. Immediately on receipt of the booklet, please check that this QCA booklet does not have any misprint or torn or missing pages or items, etc. If so, get it replaced by a fresh QCA booklet.

Candidates must read the instructions on this page and the following pages carefully before attempting the paper.

Candidates should attempt the questions strictly in accordance with the instructions specified in the question paper and in the space prescribed under each question in the booklet. Any answer written outside the space allotted may not be given credit.

Question paper will be provided separately and can be taken by the candidates after conclusion of the exam.

.....

SUBJECT/PAPER
GENERAL STUDIES

Invigilator's Sign. : .....

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(For filling by Examiners only)

Evaluator Code :

Q.No	Pg No.	Maximum Marks	Marks	Total
1. (a)	1			
1. (b)	3			
2. (a)	5			
2. (b)	7			
3. (a)	9			
3. (b)	11			
4. (a)	13			
4. (b)	15			
4. (c)	17			
5. (a)	19			
5. (b)	21			
6. (a)	23			
6. (b)	25			
7.	27			
8.	32			
9.	37			
10.	42			
11.	47			
12.	52			
		Grand Total		

Signature

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MACRO COMMENTS

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खण्ड–A / Section–A

1. (a) लोक सेवा के लिए न केवल कानूनी बल्कि नैतिक रूप से सैद्धांतिक कार्रवाई की भी आवश्यकता होती है। लोक सेवा के लिए लोक सेवक की संविधान, कानूनों और नैतिक सिद्धांतों के प्रति निष्ठा की आवश्यकता होती है। आपके विचार से इन तीनों में से किसे आधिकारिक कार्यों को करते समय प्रधानता प्राप्त होनी चाहिए? क्यों? चर्चा कीजिए। (150 शब्दों में उत्तर दीजिए) 10 अंक

Public service requires not merely legal but also morally principled action. Public service requires the public servant to place loyalty to the constitution, laws, and ethical principles. Among the three, which do you think must acquire primacy while carrying out official functions? Why? Discuss. (Answer in 150 words) 10 Marks

A Weberian model of public service would put primacy to rules and laws but today's public service require the acts to be not just legal but also righteous. Among the 3, law / ethical principles & constitution, one must put "primacy to CONSTITUTION because"

(1) Constitution is the mother of all laws.
↳ following it is equal to abiding laws.

(2) All laws may not be ethical and may fail to serve constitutional ethos.

eg: Section 377 criminalized homosexuality

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but violated right to life and equality.

Hence follow constitutional morality

(3) All ethical principles may not fulfill the good of all as contained in the constitution (DPSP/FR).

eg: Societal ethics said denial of entry to lower caste as acceptable but violates Article 14/17. (Part III).

(4) Constitution is the manifestation of SOCIAL CONTRACT. and must be obeyed.

The public servants can base their decisions on "Justice, Liberty, Equality and Fraternity" in our Preamble to achieve the dreams of our constitutional fathers & mothers

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1. (b) "सत्यनिष्ठा पर आधारित सविनय अवज्ञा" से आप क्या समझते हैं? क्या आपको लगता है कि व्यक्तिगत सत्यनिष्ठा को चुनौती देना सिविल सेवाओं में जिम्मेदार अवज्ञा का न्यायसंगत कारण हो सकता है? व्याख्या कीजिए।

(150 शब्दों में उत्तर दीजिए) 10 अंक

What do you understand by "integrity-based civil disobedience"? Do you think a challenge to personal integrity can be a justifiable cause for responsible disobedience in civil services? Explain.

(Answer in 150 words) 10 Marks

Integrity based civil disobedience aims to achieve the goals of not following the law through a purity of thought, speech and action.

eg: Japanese model of worker protest where they put black bands on arms and work even more to gain attention.

Challenge to personal integrity and cause for responsible disobedience:

1. Orders of seniors if not just can violate personal integrity and must be resisted

eg:- Order to pursue bulldozer justice without proper rule of law

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(2) Personal integrity requires wholeness and intactness of actions which calls for a responsible disobedience.

eg: recusal from duty due to conflict of Interest

But this can breed :—

↳ Indiscipline among the bureaucracy.

↳ Biased personal integrity can be used to serve vested gains.

Civil services must abide to Code of Ethics and Code of Conduct and use internal channels to display their resentment.

eg: Using constructive criticism ~~without~~ with due permission. This will make agile civil services.

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2. (a) हालिया शोध से पता चला है कि संवेग (भावनाएँ) व्यक्तिगत और व्यावसायिक जीवन को महत्त्वपूर्ण रूप से प्रभावित करते हैं। वे कौन से प्राथमिक संवेग हैं जो कार्यस्थल की उत्पादकता पर नकारात्मक और सकारात्मक प्रभाव डालते हैं? प्रासंगिक उदाहरणों के साथ स्पष्ट कीजिए। (150 शब्दों में उत्तर दीजिए) 10 अंक

Recent research has shown that emotions significantly impact personal and professional lives. What are the primary emotions that negatively and positively impact workplace productivity? Explain with relevant examples. (Answer in 150 words) 10 Marks

As humans are social & emotional beings, they base their decisions and actions on emotions in different aspects of their life. This can be a double edged sword.

IMPACT ON WORKPLACE PRODUCTIVITY:

(A) POSITIVE:

(1) Emotion of companionship: promotes team building and cooperation.

(2) Equity: to respect all diversity of gender, minorities through a tolerant attitude.

(3) Spirit of competition and ethics: to pursue higher goals in healthy format.

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(B) NEGATIVE:

(1) Jealousy: when other person gets rewards but not you can lead to fall in morale.

(2) Apathy: to concerns of others in the teams.

eg: not helping a colleague who has poor health in finding his/her work.

Ways to boost workplace productivity:

→ Emotional Intelligence Training:

eg: Done by Google with Zen master.

→ Meetups and use of Johari window to pursue overall growth.

The handling of emotions is important as if the same is handled everything else will automatically fall in place.

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2. (b) तकनीकी दक्षता संसाधनों के उपयोग को सुनिश्चित करती है और सामाजिक दक्षता सामाजिक आवश्यकताओं की पूर्ति को सुनिश्चित करती है, नैतिक दक्षता क्या सुनिश्चित करती है? क्या आपको लगता है कि तकनीकी और सामाजिक दक्षता की तुलना में नैतिक दक्षता अधिक महत्वपूर्ण है? क्यों / क्यों नहीं?

(150 शब्दों में उत्तर दीजिए) 10 अंक

Technical efficiency ensures resource utilization and social efficiency ensures fulfillment of social needs, what does ethical efficiency ensure? Do you think ethical efficiency is more important than technical and social efficiency? Why/Why not? (Answer in 150 words) 10 Marks

Efficiency is a multidimensional concept and forms a bedrock of good governance.

Ethical efficiency ensures that resources are used not only rationally (technical) and social goals (social efficiency) but also for rightful ends through pure means.

eg: Ethical efficiency: following the Gandhi's Talisman and Antyodaya".

Evaluation of Efficiencies

(A) Ethical Efficiency more important than others:

(1) Ensures the resource use through "equity" = eg: John Rawls social justice allowed resources (ethical efficiency)

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(2) Without ethics, resources can be misused for vested gains.

(eg.) Contract awarded to known relative.

(3) Fulfill the ideology of "Social contract" (Hobbes) as well as DPSP under Article 38

(B) However cannot negate other two:

↳ Technical efficiency: Ensures resources are put to best use and greater output

↳ Social efficiency: overall public good in mind.

Govement is taking several steps like "MISSION KARMAYOGI", i-GOT platform to uphold all three forms of efficiency in India's growth story.

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3 (a) "मनुष्य जीवन के एक विभाग (मामले) में सही काम नहीं कर सकता जबकि वह किसी अन्य विभाग (क्षेत्र) में गलत काम करने में लगा हुआ है।" महात्मा गांधी। क्या आपको लगता है कि किसी व्यक्ति की व्यक्तिगत नैतिकता पेशेवर जीवन को प्रभावित करती है या उन दोनों को विभाजित किया जा सकता है? प्रासंगिक उदाहरणों के साथ अपना मत स्पष्ट कीजिए। (150 शब्दों में उत्तर दीजिए) 10 अंक

"Man cannot do right in one department of life whilst he is occupied in doing wrong in any other department." Gandhi.

Do you think an individual's personal ethics impacts professional life or they both can be compartmentalized? Explain your position with relevant examples.

(Answer in 150 words) 10 Marks

Gandhiji in above quote emphasises on "unity of morality" of a person and "wholeness of one's personality".

Individual ethics have direct impact on professional lives and can't be compartmentalized:-

(1) Ethics are a first response and however we act in personal life is replicated in professional.

(eg:) Gandhiji walked the talk of harijan welfare in both lives (personal & professional).

(2) Any gaps between the two can lead to "cognitive dissonance"

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(3) Professional life is a mirror of personal life as the role is played by same person.

(4) Ratan Tata.
- upholds compassion in personal
- in professional too through CSR, welfare of employees.

Even if one tries to act differently in both lives, it would be: temporary rather than long term.

Overall a "CONSCIENCE" acts as watchdog for people to adhere to same moral compass in both the lives.

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3. (b) अच्छाई जो सही है उसे करने की आंतरिक अनिवार्यताओं का परिणाम है, न कि नैतिक नियमों से उसका स्वीकरण या अपेक्षित परिणामों के रूप में प्राप्त पुरस्कार। क्या आप सहमत हैं? चर्चा कीजिए।

(150 शब्दों में उत्तर दीजिए) 10 अंक

Goodness is the result of internal imperatives to do what is right, not sanctions from moral rules or rewards from expected consequences. Do you agree? Discuss. (Answer in 150 words) 10 Marks

The idea of Bahujan Hitaye and Bhajan Sukhaye (Goodness & welfare of all) is linked to multiple internal & external aspects in varying degrees.

Goodness as a result of :-

(A) Sanction from moral rules:

↳ People acting ethically to gain STATUS and RESPECT. (eg: forced CSR activities

(B) Reward from expected consequences:

↳ (eg: Swatch Bharat Abhiyaan had rewards for well performing cities (forced way of acting in good manner).

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However, the internal imperative is the most supreme because:

(1) shows stability of character of person

eg: U Sagayam (IAS officer) disclosed all assets voluntarily (internal push).

(2) Internal imperatives are long lasting:

eg: Arunachalam Muruganantham (Padman of India) brought goodness for all women who could afford sanitary pads.

(3) Allows one to go beyond the call of duty: eg: Mohd. Shariff Chacha burned pyre of 25,000 unclaimed bodies.

We need Goodness to bring lasting happiness as Goodness is a language which deaf can hear and blind can see".

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निम्नलिखित उद्धरणों का अर्थ स्पष्ट कीजिए तथा उनकी समसामयिक प्रासंगिकता पर चर्चा कीजिए।

Explain the meaning of the following quotations and discuss their contemporary relevance.

4. (a) "सहिष्णुता विशुद्ध रूप से चित्त का कार्य है। यही सद्गुण का सार है। सहिष्णु होना एक ताकत है।"

(150 शब्दों में उत्तर दीजिए) 10 अंक

"To tolerate is purely an act of the mind. That is the essence of virtue. To tolerate is a strength."

(Answer in 150 words) 10 Marks

The above quote links the power of one's tolerance to its overall strength.

As tolerance is a cognitive act in itself and acts as a highest form of virtue.

(1) Gandhian value of Satyagraha: Emphasised on tolerating the wrong through the endless pursuit of truth and peace.

(2) Tolerance breeds perseverance and fortitude

(eg: Nelson Mandela's 28 years in jail shows this strength and tenacity.

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(3) Tolerance helps develop oneself holistically while being a role model.

(eg:) Role played by Greta Thunberg has inspired many around.

However one must not tolerate everything:

(1) Women must not tolerate any form of harassment at personal/work.

(2) Tolerance of wrong can boost the spirit of the wrong.

Moreover, in today's society we are seeing fall in tolerance - due to lack of impatience in one click generation, need for instant gratification etc

The need of the hour is to have to a right judgement of being tolerant to pressure rather than wrong, as "time's definition of coal is diamond"

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4. (b) "समाज की सेवा करना हमारा प्रथम कर्तव्य है, और हमारे द्वारा ऐसा करने के बाद, हम अपनी आत्माओं के उद्धार में पूर्णतः भाग ले सकते हैं।" (150 शब्दों में उत्तर दीजिए) 10 अंक

"It is our first duty to serve society, and after we have done that, we may attend wholly to the salvation of our souls." (Answer in 150 words) 10 Marks

The above quote puts primacy to pursuit of external public service before one focuses on internal salvation and liberation.

Need for first duty to society:

(1) No man is an island: it is inter-dependent & must return back the benefits through service.

(2) Fulfills religious and traditional ethos:-

(eg: Service to Jiva is the service to Shiva.

(3) One's dharma/duty is to serve the people around as Gandhiji said.

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"to find yourself lose into the service of others".

(4) When one takes care of others in society it breeds ethical & responsible society.

(5) Salvation of soul can be a by product of the service to others.

eg: Mother Teresa evolved her own liberation through service to others

Yet, there are examples in opposite side too.

eg: Buddha first attained NIRVANA & then taught to reform the society.

The essence thus has to be in "service".

It is rightly said "service is the rent we pay for our stay here on earth" — Muhammad Ali.

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4. (c) "शांति के काल इतिहास की पुस्तकों के खाली पन्ने हैं" (150 शब्दों में उत्तर दीजिए) 10 अंक

"Periods of peace are the empty pages in the history books" (Answer in 150 words) 10 Marks

The above quote reflects an ideological bias in drafting of historical texts. They have majorly emphasised on violence and wars while drawing an learning from history.

Peace seen as empty pages:

(1) Overall our texts at school/college overly focus on battles and conquests.

eg: Fall of Anyans → Rise of guptas,

Later Medieval phase. ← Decline of Hunas

(2) Lower focus is accorded to non-violent methods. used duig the historical evolution in comparitive sense.

eg: very few would know about the

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peaceful ~~Tatya~~ Tana Bhagat Tribal uprising.

(3) The focus of books has been to add the extra spice of violence which is much more enjoyed.

But it would wrong to call periods of peace as empty pages:-

(1) Overemphasis on violence and underfocus on peace in history books is making today's generation restless as per study.

(2) Peaceful phases are lesson in themselves

(eg.) Peaceful "Rose Revolution" in Georgia or Gandhian phase.

We need to study history to avoid repeating the mistakes and lay a foundation of morally just society

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5. (a) सिविल सेवा के संदर्भ में नैतिक और गैर–नैतिक मूल्यों के बीच अंतर बताइए। 5 मूल नैतिक मूल्यों की पहचान कीजिए जो किसी भी विभाग की सभी सेवाओं के लिए आधारभूत मूल्यों के रूप में काम कर सकते हैं। कारण बताइए कि क्यों उन मूल्यों को आधारभूत माना जा सकता है। (150 शब्दों में उत्तर दीजिए) 10 अंक

In the context of civil service, distinguish between moral and nonmoral values. Identify 5 basic moral values that can serve as foundational values for all services irrespective of the department. Give reasons why those values can be considered foundational.

(Answer in 150 words) 10 Marks

Values are beliefs and principles to which one attaches importance. They can be moral and non-moral in nature

	Moral Values	Non-Moral Values
Meaning	In consonance to generally accepted values by individual	Against the individuals values and beliefs.
Native	Positive	Negative.
Examples	Loyalty, Trust, Respect.	Cheating, envy, apathy.
Acceptance	Seen acceptable by society	can cause cognitive dissonance & social backlash.

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5 Basic moral value (foundational) :-

(1) Compassion : helps being empathetic and alleviate pain of others.
(eg: Officer Prashant Nair's Compassionate Kozhikode)

(2) Selflessness : putting interest of others before self. Need to ensure overall welfare & manage public funds.

(3) Accountability : fulfil duty and being answerable (to uphold public interest)

(4) Probity : being uncorrupted and incorruptible as Administrator handles public fiduciary duty.

(5) Courage : of conviction is needed to bring long lasting change (eg: Jadav Payang - forest man of India.

All these foundational values can uphold Ethos, Ethics, Efficiency framework, put forward by Dept of Personnel, (DoPT)

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5.. (b) निर्णय लेने में नागरिकों की भागीदारी शासन में नैतिकता के लिए महत्त्वपूर्ण है। क्या आप इस बात से सहमत हैं कि प्रभावी नागरिक सहभागिता तंत्र नैतिकता–संचालित प्रशासन को सुगमता प्रदान कर सकते हैं? आपके अनुसार वे कौन सी क्रियाविधियाँ हैं जिनका उपयोग नागरिक शासन में नैतिकता सुनिश्चित करने के लिए कर सकते हैं?

(150 शब्दों में उत्तर दीजिए) 10 अंक

Citizens' involvement in decision-making is critical to ethics in governance. Do you agree that effective civic engagement mechanisms can facilitate an ethics-driven administration? What do you think are the mechanisms that citizens can use for ensuring ethics in governance?

(Answer in 150 words) 10 Marks

As per UNDP, participation of the citizens' one of the 8 core principles of good governance and ethics in governance.

Civic engagement leading to ethics driven administration

(1) Checks corruption and malpractices.

(eg: RTI used to reveal solar light scam in Madhubani dist (Bihar).

(2) Ensure accountability of the people in power

(eg: Gram Sabha play a role in social audit of MGNREGA.

(3) Ensure balanced regional as well as inclusive growth.

(4) Lead to people's empowerment and

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providing feedback: (eg: My Gov. Portal.

Mechanisms that can be used by citizens:

(1) Individual level: → Using Ethical Hackers
(eg: Delhi complaint number)
→ Being vigilant to activities around.

(2) Societal level:- → Tools like social audit, community x-ray cards can be used

(3) Person Group: MKSS led to RTI Bill boosting transparency and accountability.

(4) Technology: to report wrong doings.
(eg: I Paid A Bribe.com to report experiences both good & bad.

"Inaction of good is most fertile ground for corruptions to breed" - fruitful civic participation can be an antidote.

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6. (a) "बेटी बचाओ और बेटी पढ़ाओ" जैसे सामाजिक परिवर्तन कार्यक्रम सलाह, परामर्श और अनुनयन का उपयोग करने में विश्वास करते हैं लेकिन कभी-कभी वांछित प्रतिक्रिया प्राप्त करने के लिए कुछ बल का प्रयोग करना भी आवश्यक होता है। क्या आपको लगता है कि सामाजिक रूपांतरण की ऐसी योजनाओं को क्रियान्वित करते समय सार्वजनिक प्रशासकों द्वारा अनुनयन के साथ थोड़े बल का प्रयोग करना एक अच्छा विचार है? प्रासंगिक उदाहरणों के साथ स्पष्ट कीजिए।

(150 शब्दों में उत्तर दीजिए) 10 अंक

Social transformation programs such as "beti bachao and beti padhao" believes in using advice, counseling, and persuasion but sometimes a little force is also necessary for getting the desired response. Do you think it is a good idea to mix little force with persuasion by public administrators while implementing social schemes of transformation? Explain with relevant examples.

(Answer in 150 words) 10 Marks

Pessuasion is a critical tool to bring social transformation without coercion (eg: Collerture to ensure vaccine uptake by people.

Mix of little force with persuasion:

(A) Arguments in favours :-

(1) Can generate faster results as compared to only counselling.

(2) Force in form of monetary fines can be a tool for good.

(eg: Step by few states to make monthly ration subject to vaccine doses.

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(3) force can ensure compliance by the people (eg: Prevent of Atrocities Act to check SC/ST abuse.

However, force in longer term can be counter productive:

(1) Violation of Rights of individuals. (Article 21)
(eg: forceful sterilization of female during 1970s.

(2) Spoils the image of state as a welfare and protector oriented (Kautilya).

(3) can breed a vicious cycle of violence, reform only on paper rather than complete acceptance (eg: Child marriage provisions still violated. despite fines.

For full social transformation along with formation we need "CAPABILITY APPROACH" (Amartya Sen) so that people have "VOICE & CHOICE" of agency.

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6. (b) अंततः प्रत्येक देश की विदेश नीति उस देश की शक्ति पर निर्भर करती है। शक्ति सैन्य या वित्तीय हो सकती है और...नैतिक भी हो सकती है। क्या आपको लगता है कि आज के विश्व में सैन्य या वित्तीय शक्ति के बिना नैतिक शक्ति का सम्मान किया जाएगा? अपना मत स्पष्ट कीजिए। (150 शब्दों में उत्तर दीजिए) 10 अंक

Ultimately foreign policy of every country hinges upon the strength which the nation possesses. Strength may be military or financial and may be also...moral." Do you think ethical strength without military or financial muscle will be respected in today's world? Explain your position.

(Answer in 150 words) 10 Marks

As per Shyam Sharan, foreign policy is about minising the loss and maximising the gain. Generally a preference is given to hard power rather than soft power & ethics.

eg: USA's military might is considered as compared to other countries which ensures its hegemony.

Similarly, China through BRI Initiative is used "finding power" to pressure wolf warrior diplomacy through debt trap.

All these highlight the role of military & finance to display strength.

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Evaluation of respect for ethical strength in today's world:

(A) Does not work: Seen through USA, China, example.

→ weaponisation/armsrace as a summit by Iran/N.Korea denies this claim.

(B) Yet there are few examples:

(1) Japanese Pacifist Policy post WW II. to not pursue military & defence. gained lot of respect.

(2) India has pursued the virtues of Vasudev Kutumbakam (World is one family) to boost soft power and ethical strengths (eg: call to include India into Russia Ukraine Mediation

The world today has generated nuclear giants but ethical infants. We need to balance use of military & financial prowess based on ethical principles.

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खण्ड–B / Section–B

7. आप एक औद्योगिक शहर के नगर निगम में कार्यरत एक युवा अधिकारी हैं। यह शहर बॉल बियरिंग और ऑटो पार्ट्स के निर्माण के लिए जाना जाता है। अधिकांश विनिर्माण इकाइयाँ छोटे पैमाने की इकाइयाँ है। जिनमे उत्पादन की स्वचालित इकाइयाँ कम हैं। अधिकांश इकाइयाँ शारीरिक श्रम पर निर्भर हैं, जो निकट के गाँवों के कारण प्रचुर मात्रा में उपलब्ध है।

जैसे–जैसे विनिर्माण इकाइयों की संख्या में वृद्धि हुई, श्रम की माँग बढती गई, जिससे शहर में मजदूरों की संख्या लगातार बढती गई। शहर में इस बड़ी संख्या में लोगो के आगमन के कारण फुटपाथों पर गन्दी बस्तियों (झुग्गियों) और अतिक्रमणों में अल्प अवधि में तेजी से वृद्धि हुई। बीच–बीच में निगम ने गंदी बस्तियों को हटाने के लिए अभियान चलाया, लेकिन कुछ समय बाद गंदी बस्तियाँ फिर से स्थापित हो जाती थी। यह अवैध गंदी बस्तियाँ शहरी दुःस्वप्न बन गई थीं।

आपको पुलिस अधिकारियों की मदद से अतिक्रमण और गंदी बस्तियों को हटाने की जिम्मेदारी दी गई। जैसे ही आपने अभियान शुरू किया, आपको एहसास हुआ कि फुटपाथ पर रहने वाले लोग मलिन बस्तियों (slum) में रहने वालों की तुलना में अधिक दयनीय स्थिति में हैं। कई फुटपाथवासी हाल ही में अपने गाँवों में अपनी संपत्ति बेचकर शहर आए हैं। अब यदि आप उन्हें बाहर निकालेंगे तो उनके पास जाने के लिए कोई जगह नहीं होगी। आपका हृदय उनके लिए दुखी है, और आपको लगा कि आपकी विभागीय कार्रवाई अमानवीय है, लेकिन आपकी आधिकारिक ज़िम्मेदारियाँ कड़ी निष्पक्ष कार्रवाई की माँग करती हैं। आप अपने आधिकारिक कर्तव्यों से समझौता किए बिना फुटपाथ पर रहने वालों की मदद करने का तरीका खोजने के लिए आतुर हैं।

(a) उपरोक्त स्थिति में आपको कौन–से मूल्य संबंधी टकराव / संघर्ष नज़र आते हैं?

(b) क्या कोई प्रशासक समानुभूति के मूल्य के लिए निष्पक्षता के मूल्य से समझौता कर सकता है? चर्चा कीजिए।

(c) उपरोक्त स्थिति में कौन–से विकल्प उपलब्ध हैं?

(d) शहरी क्षेत्रों में अवैध मलिन बस्तियों और अतिक्रमण से निपटने के लिए व्यवहार्य समाधान सुझाएँ।

(250 शब्दों में उत्तर दीजिए) 20 अंक

You are a young officer working with the Municipal Corporation of an industrial city. The city was known for manufacturing ball bearings and auto parts. Most manufacturing units were small-scale units with very little production process automation. The units relied on manual labor, which was in abundance due to the villages close by.

As the number of manufacturing units grew, the demand for labor increased, bringing in a steady inflow of laborers into the city. This influx of people into the town led to a mushrooming of slums and encroachments on the sidewalks. Once in a while, the Corporation conducted drives to clear out the slums, but after a time, the slums came back. The illegal slums had become an urban nightmare.

You were given the responsibility of clearing out the encroachments and slums with the help of Police authorities. As you started the drive, you realized that the people living by the sidewalks were vulnerable compared to the slum dwellers. Many sidewalk dwellers had recently come to the city after selling their properties in their villages. Now if you drive them out, they have no place to go. Your heart went out to them, and you felt that your departmental action was inhumane, but your official responsibilities demanded stern impartial action. You are desperate to find a way to help the sidewalk dwellers without compromising your official duties.

(a) What value conflicts do you notice in the above situation?

(b) Can an administrator compromise the value of impartiality for empathy? Discuss.

(c) What are the options available in the above situation?

(d) Suggest viable solutions for tackling illegal slums and encroachments in urban areas.

(Answer in 250 words) 20 marks

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8. एक राज्य सरकार ग्रामीण भूमिहीन मजदूरों के परिवारों के बीच सुरक्षित मातृत्व को बढ़ावा देने के लिए एक कल्याणकारी योजना चला रही है। इस योजना में लाभार्थियों को धनराशि का हस्तांतरण किया जाना शामिल है ताकि वे मातृ देखभाल ज़िम्मेदारियों के कारण आय हानि को कम कर सकें। अपने कार्यान्वयन के बाद से, इस योजना ने मातृ स्वास्थ्य और आर्थिक संकेतकों के स्तर पर काफी अच्छा प्रदर्शन किया है।

आप इस योजना के कार्यान्वयन और संचालन के लिए ज़िम्मेदार विभाग के निदेशक हैं। हाल ही में आपको परिवारों द्वारा फर्जी प्रामाणिकता दिखाकर कल्याणकारी योजना में धोखाधड़ी करने की खबरें मिल रही हैं। परिवारों ने प्रामाणिकता की जाँच के लिए ज़िम्मेदार स्थानीय अधिकारियों की मदद से धोखाधड़ी को अंजाम दिया है।

आप इस बात से चिंतित हैं क्योंकि धोखाधड़ी योजना की दक्षता को गंभीर रूप से प्रभावित कर रही है। आपने समस्या पर विचार–विमर्श करने और समाधान निकालने के लिए विभागीय बैठक बुलाई। बैठक में आधार कार्ड, मतदाता पहचान पत्र, विवाह प्रमाण पत्र, जन्म प्रमाण पत्र, बैंक विवरण और अन्य व्यक्तिगत संपत्तियों जैसे कई उपलब्ध सरकारी डेटा समुच्चयों (सेट) को विलय करने का निर्णय लिया गया। सभी डेटा सेटों का विलय करने पर, विभाग लाभार्थी की आर्थिक स्थिति का संक्षिप्त विवरण (प्रोफ़ाइल) विकसित करने में सक्षम होगा। और इससे विभाग को दस्तावेजों की जाँच करने और धोखाधड़ी का पता लगाने में मदद मिलेगी। यह एक व्यापक रणनीति है, लेकिन इसमें किसी व्यक्ति की डेटा गोपनीयता का उल्लंघन होने का जोखिम है। एक विभाग प्रमुख के रूप में, आप धोखाधड़ी का पता लगाना और उसे रोकना चाहते हैं, लेकिन साथ ही, आप हितधारकों की डेटा गोपनीयता के उल्लंघन के बारे में आशंकित हैं।

(a) उपरोक्त मामले में कौन–कौन से मुद्दे शामिल हैं?

(b) क्या आपको लगता है कि कल्याणकारी योजना से संबंधित धोखाधड़ी को रोकने के लिए डेटा गोपनीयता का उल्लंघन उचित है? अगर हाँ तो क्यों, अगर नहीं तो क्यों नहीं?

(c) आपके अनुसार, देश में होने वाली ऐसी कल्याणकारी योजना से संबंधित धोखाधड़ी के क्या कारण हो सकते हैं?

(d) क्या ऐसी धोखाधड़ी को रोकने का कोई तरीका या साधन हैं? अपना सुझाव दीजिये।

(250 शब्दों में उत्तर दीजिए) 20 अंक

A certain State government was running a welfare scheme for promoting safe motherhood among rural landless laborers' families. The scheme involves the transfer of funds to the beneficiaries to enable them to mitigate income loss due to maternal care responsibilities. Since its implementation, the scheme has done reasonably well on maternal health and economic indicators.

You are the Director of the Department responsible for implementing and operating the scheme. Recently you have been receiving reports of welfare fraud being committed by families by producing fake bona fide. The families committed the fraud with the help of local officials responsible for scrutinizing the bonafide.

You were concerned because the fraud was seriously undermining the scheme's efficiency. You called for a departmental meeting to discuss and find a solution to the problem. In the meeting, it was decided to merge several available government data sets such as Aadhar cards, voter ID cards, marriage certificates, birth certificates, bank details, and other personal assets. By merging all the data sets, the department would be able to develop the beneficiary's economic profile. And this will help the department scrutinize the documents and detect fraud. This was a comprehensive strategy, but it risked violating an individual's data privacy. As a Department head, you wanted to detect and prevent fraud, but at the same time, you were apprehensive about violating the Data privacy of the stakeholders.

(a) What are the issues involved in the above case?

(b) Do you think violating data privacy is justified to prevent welfare fraud? Why/ Why not?

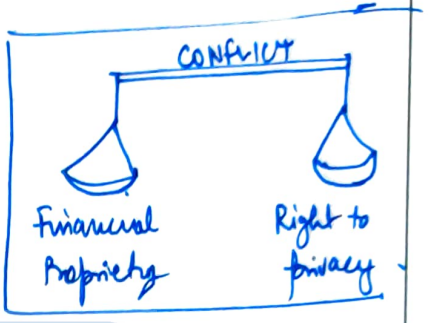
(c) What, according to you, can be the reasons for such welfare frauds happening in the country?

(d) Are there any ways and means to prevent such fraud? Give your suggestions.

(Answer in 250 words) 20 marks

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The above case presents a classic case of conflict between two alternate moral imperatives, where following one would transgress the other.



(a) Issues involved:

(1) Weak societal ethics - where families are misusing the scheme for personal gain

(2) Nexus of local officials and public will reduce overall public trust.

(3) Denial of funds to other genuine beneficiaries who would have to compromise on public service.

(4) Balancing the right to privacy and checking

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misutilisation of funds in the scheme.

(b) Violation of privacy justified to check welfare fraud:

Yes.	No.
(1) Will help ensure optimum utilisation of scarce resources	(1) Violation of the Article 21 which includes Right to privacy (Puttaswamy Judgement)
(2) Help corrupt & fraudulent officers to be punished	(2) Can lead slippery slope - violation for vested gains
(3) Not using will be seen as a soft State.	(3) Risk privacy of genuine scheme users at the cost of others
(4) Act ensures the concept of "proportionality"	

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(c) Reasons for such welfare frauds:

① Societal:
- Moral Muteness among society
- Increased penchant for a luxurious life

② Administrative:
- Failure to check malice of corruptions due to loopholes
- Poor organisational ethics - where "2nd ARC said honest are punished and corrupt are rewarded."

③ Political & Legal causes:
- Nexus among the political & admin class
- Weak implementation of Prevention of Corruption Act 1988 - non-disclosure of assets

④ Institutional: CBI | CAG | CVC - follow "punitive justice rather than preventive justice"

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(d) Ways & means to prevent such frauds:

① Community level: Social audit tool to check accountability.
→ Community score cards.

② Reward & Punishment: Naming & shaming the wrongdoers while Rewarding the honest (Performance Appraisal)

③ Technology: Using AI & Machine learning in e-governance (fraud analysis).
→ Whistle blower protection by anonymous identity

④ Administrative level: 2nd ARC 4th Report
→ Risk Profiling of jobs and personnel
→ Low risk personnel on high risk jobs.

Role of state is to serve as a welfare state, it must follow (3 test framework) to check corruption & safeguard privacy by having a clear and larger social interest

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9. आप खान विभाग में कार्यरत हैं, और आपके कार्यों में से एक कार्य अपने विभाग प्रमुख को निजी ठेकेदारों के साथ खनन पट्टों पर बातचीत करने में मदद करना है।

हाल ही में, राज्य सरकार ने एक नए खनन क्षेत्र का सीमांकन किया और खनन ब्लॉक के लिए बोलियाँ आमंत्रित करने की योजना बनाई। आपको नीलामी प्रक्रिया की निगरानी करने और अनुबंध वार्ता में तेजी लाने का निर्देश दिया गया। योजना के अनुसार, निविदाएँ जारी की गईं, बोलियाँ प्राप्त हुई और मानदंडों के अनुसार निविदाएँ आवंटित की गईं। यह सब अत्यंत तीव्र गति से हुआ। आपको आश्चर्य हुआ, इतनी जल्दी क्यों? लेकिन यह आपके सोचने और सवाल करने की जगह नहीं थी; आप चुपचाप अपना काम करते रहे।

आपको कार्य का परिचालन आरंभ होते ही ठेकेदार को पर्यावरण संबंधी चिंताओं पर ध्यान आकर्षित करने का निर्देश देना था। और ऐसा करने के लिए, आपने विभाग द्वारा नियुक्त एक व्यावसायिक परामर्श प्रतिष्ठान द्वारा प्रस्तुत पर्यावरणीय प्रभाव मूल्यांकन रिपोर्ट को पढ़ा। आपको यह देखकर आश्चर्य हुआ कि रिपोर्ट घटिया और मनगढ़ंत थी। आपको संदेह हुआ और आपने इस मुद्दे को अपने प्रमुख के समक्ष उठाया, जिन्होंने विनम्रतापूर्वक आपको वही करने का निर्देश दिया जो आपको बताया गया था, और उन्होंने आपको याद दिलाया कि विभाग के पास राजस्व सम्बन्धी लक्ष्य हैं और वह मंत्रालय के दबाव में है।

इसके बाद, आपने अपनी मर्जी से कुछ खोजबीन की और पता चला कि रिपोर्ट फर्जी है और जो खनन गतिविधि शुरू होने वाली है, वह बड़े पैमाने पर पर्यावरणीय आपदा का कारण बनेगी जिसे राज्य झेल नहीं सकता है।

(a) उपरोक्त मामले में आपको कौन–से मुद्दों और मूल्यों का उल्लंघन दिखाई देता हैं?

(b) आपके पास कौन–से विकल्प उपलब्ध हैं?

(c) प्रत्येक विकल्प के लाभ और हानि पर चर्चा कीजिए और आपके द्वारा चुनी जाने वाली कार्यवाही की पहचान कीजिए।

(d) क्या आपको लगता है कि कभी–कभी विकास की कीमत पर पर्यावरण संबंधी विचारों को अधिक महत्त्व दिया जाता है?

(250 शब्दों में उत्तर दीजिए) 20 अंक

You are posted in the Department of Mines, and one of your roles is to help your Department Head negotiate mining leases with private contractors.

Recently, the state government demarcated a new mining zone and planned to invite bids for the mining blocs. You were instructed to oversee the bidding process and speed up the contract negotiations. As planned, the tenders were released, bids came in, and tenders were allocated as per the norms. All this happened at a breakneck speed. You wondered, why the hurry? But it was not your place to think and question; you quietly went about your work.

As the contractors were about to start operations, you had to instruct them on environmental concerns to watch out for. And to do that, you read the environmental impact assessment report submitted by a consulting firm hired by the department. To your surprise, the report was shoddy and looked cooked up. You got suspicious and raised the issue with your Head, who politely instructed you to do what you were told, and he reminded you that the Department had revenue targets and was under pressure from the Ministry.

After the meeting, you, on your own accord, did some digging and found out that the report was fraudulent and the mining activity that was about to start would lead to a massive environmental disaster which the State could not afford.

(a) What are the issues and value violations you notice in the above case?

(b) What are the options available to you?

(c) Discuss the advantage and disadvantages of each option and identify your chosen course of action.

(d) Do you think that environmental considerations are sometimes overrated at the cost of development?

(Answer in 250 words) 20 marks

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J. Sunderlal Bhagwa rightly said "Environment is the permanent economy".

The above of mining lease also needs to imbibe these values.

(a) Issues :- ⟶ (Value violations)

(1) Focus on economic targets — violation of the environmental ethics

(2) Pressure of targets to the department ⟶ Department ~~they~~ fails to apply wisdom in evaluation of projects.

(3) Cooked up reports ⟶ Poor corporate governance and violation of trust

(4) Personal & interest V/S Professional duty ⟶ Safeguard ~~their~~ own jobs or incomes the fraud by being a whistleblower.

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(b) Options available:

① Take support from seniors and departmental heads.

② Adopt status quo and do as asked

③ Re-evaluate contracts, punish the wrongdoers and uphold sustainable development.

(c) Evaluation of Options

Merits:

Option ①

- Get practical advice
- Respect of Hierarchy and chain of command

Demerits

- May not get fair & ethical advice
- May collude with the mining agencies & breach trust

Options ②

① Safeguard on work life balance (ethical egoism)

② following the order of seniors.

① Escapist and dereliction of duty (Deontology)

② Failure to check wrong, is being part of it.

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Option (3)

(1) Holistic option that covers all aspects.

(2) Punishment to the wrong doers will send good message to society.

(1) Face resistance from higher ups

(2) Personal hazard (its pays to be honest)

(3)

COURSE OF ACTION.

(1) Re-evaluate the contracts:
- ↳ Based on independent 3rd party EIA consultants
- ↳ Involve neutral NGO experts working in the field

(2) Punish the wrongdoers:
- ↳ Penalise and call for cancellation of license of Consultants involved
- ↳ Polluters pay principle upheld.

(3) Sustainable development:
- ↳ Balance interest of present and future generation.

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(d)

Few people argue that sometimes we Over-emphasise on environment leading to:

- Failure of projects of development
- Delayed infrastructure development at borders
- Harms the right to life of people (eg: Eviction of people near Aravallis)

However the above argument is flawed.

- Need to ensure BIOCENTRIC view rather than Anthropocentric
- Used as a cover of greedy mindset (Eg: Trump called climate change as hoax.)
- Failure to ensure the inter-generational equity.

"Prakriti Rakshati Rakshita" = Nature protects if she is protected. Our living has to be in consonance to our SDG goals of "SUSTAINABLE DEVELOPMENT".

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10. राष्ट्रीय हित को बढ़ावा देना और अंतर्राष्ट्रीय क्षेत्र में प्रभाव और शक्ति प्राप्त करना प्रत्येक देश की विदेश नीति के दो मूल मंत्र हैं।

पिछले दशक से, ABC देश ने आक्रामक तरीके से शक्ति हासिल की और विदेशों में अपने व्यावसायिक हितों का विस्तार किया। ABC देश जिन व्यवसायों को विकसित करने में रुचि रखता था उनमें से एक रक्षा उपकरण और उपग्रह प्रौद्योगिकी था। यह अपने अंतरिक्ष और रक्षा उत्पादों के लिए बाज़ार तलाश रहा था।

देश ने अपनी रक्षा उपकरण निर्माण कंपनियों को नए बाज़ार खोजने और अन्य देशों के साथ विनिर्माण सहयोग तलाशने के लिए प्रोत्साहित किया। प्रमुख रक्षा उपकरण निर्माताओं में से एक, GAMA ने हाल ही में सैन्य सरकार (मिलिट्री जुंटा) द्वारा शासित देश XYZ के साथ संवेदनशील प्रौद्योगिकी हस्तांतरण और उपकरणों से संबंधित कई अरब डॉलर का एक बड़ा सौदा किया। जो कि एक अच्छा व्यवसाय था।

जैसे ही व्यावसायिक विवरण सार्वजनिक हुआ, GAMA की बहुत आलोचना हुई क्योंकि XYZ अपने खराब मानवाधिकार रिकॉर्ड के कारण अंतर्राष्ट्रीय स्तर पर एक परित्यक्त देश था। इसके अलावा, सैन्य सरकार अल्पसंख्यक नृजातीय समुदाय के मूक नरसंहार में शामिल था। इस बात पर काफ़ी हंगामा हुआ क्योंकि इस सौदे में संवेदनशील प्रौद्योगिकी का हस्तांतरण शामिल था जिसका गलत हाथों में दुरुपयोग हो सकता था। संक्षेप में कहे तो, यह अच्छा व्यवसाय था लेकिन संदिग्ध ग्राहकों के साथ। इस बीच, ABC की सरकार GAMA व्यापार समझौते के बारे में चुप रही, और अन्य सरकारों ने चुप्पी को एक ऐसे राष्ट्र के साथ संबंध बनाने का एक सूक्ष्म तरीका बताया जो एक अंतर्राष्ट्रीय रूप से अछूत था।

(a) उपरोक्त मामले में कौन–कौन से नैतिक मुद्दे शामिल हैं?

(b) क्या आपको लगता है कि GAMA जैसे कॉर्पोरेट व्यवसायों को व्यावसायिक हितों को आगे बढ़ाते समय अंतर्राष्ट्रीय नैतिकता पर विचार करना चाहिए? अगर हाँ तो क्यों, अगर नहीं तो क्यों नहीं?

(c) क्या आपको लगता है कि एक कॉर्पोरेट की सामाजिक ज़िम्मेदारी उसके निकट समुदाय से कही बढ़कर अंतर्राष्ट्रीय समुदाय तक फैली हुई है? अगर हाँ तो क्यों, अगर नहीं तो क्यों नहीं?

(d) क्या आपको लगता है कि संवेदनशील प्रौद्योगिकियों का विपणन करने वाली रक्षा क्षेत्र की कंपनियों को उनकी संबंधित सरकारों द्वारा विनियमित किया जाना चाहिए, या विनियमन उनकी उद्यमशीलता और नवाचार ऊर्जा को कम कर सकता है? चर्चा कीजिए। (250 शब्दों में उत्तर दीजिए) 20 अंक

Promoting National interest and gaining influence and power in the International arena are the two basic mantras of every country's external policy. Since the last decade, country ABC has aggressively pursued power and expanded its business interests overseas. One of the businesses ABC was interested in developing was Defence equipment and Satellite technology. It was seeking markets for its space and defense products.

The country encouraged its defense equipment manufacturing companies to find new markets and explore manufacturing collaborations with other countries. GAMA, one of the major defense equipment manufacturers, had recently struck a massive multi-billion dollar deal involving sensitive technology transfer and equipment with a country XYZ ruled by Military Junta. It was good business.

As the business details became public, much criticism came GAMA's way because XYZ was an international pariah because of its poor human rights record. Further, the Junta indulged in a silent genocide of a minority ethnic community. There was a lot of uproar because the deal involved transferring sensitive technology that could be misused in the wrong hands. In short, it was good business but with questionable clients. Meanwhile, the government of ABC kept silent about the GAMA business deal, and other governments interpreted the silence as a subtle way of building relations with a nation that was an international pariah.

(a) What are the ethical issues involved in the above case?

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(b) Do you think corporate businesses such as GAMA must consider international ethics while pursuing business interests? Why/why not?

(c) Do you think a corporate's social responsibility extends beyond one's immediate community to the international community? Why/Why not?

(d) Do you think the Defence sector companies marketing sensitive technologies must be regulated by their respective governments, or regulation may curtail their entrepreneurial and innovation energy? Discuss.

(Answer in 250 words) 20 marks

The above case highlights the sale of defense weapons in International relations and the evolving of ethical debate among the topics.

(a) Ethical Issues:

(1) Commerce without morality: Focusing on earning profits without thinking about the after effects.

(2) "Blood money": money earned through killing / violation of rights of minorities is equivalent to blood money.

(3) Moral Muteness of the society and countries at large driven by Real Politik and machiavellian ethics.

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(4) Technology as boon and abane: due to its dual use - calls for ethics in its deployment.

(b) Considering international ethics in businesses:

Yes

(1) Ensures ideals of faithful and responsible Corporate governance.

(2) Can lead to fatal outcomes in long runs

eg: Taliban a creation of US defense lobby, later ~~State~~ existed it

(3) Long term survival of the company. (Global citizenship).

No.

(1) Uphold the Teleological principle by focusing on right ends of profits rather than means.

(2) Businesses would halt their ~~Social~~ economic progress otherwise

(3) Out of corporates wisdom to evaluate right and wrong in a conflict.

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(c) CSR extending beyond the immediate community:

No:
- No legal backing (minimum morality) to such concept
- There can be a conflict among goals of domestic & international
  - eg: jobs for natives v/s peace in the international arena

Yes:
- Globalisation has led to boost to MNCs who cannot ignore ethics.
  - eg: Child labour via sweat shops is wrong
- "Global Citizenship" and "Theory of Moral Unity" is upheld.
- Gains overall trust of people at large.
  - eg: Integrity pacts by Tata Group.

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(d) Regulation V/s Right to entrepreneurship/innovation

Yes:

→ Ensure rightful use of resources as otherwise can lead to law & order crises (eg: corporates quid-pro-quo with other armies.

→ Will help ensure actions of corporates are not against national interest (eg: No sale of weapons to enemy nations/rogue nations (N Korea).

No:

→ Against the idea of liberal economy.

→ State itself may have a biased mindset rather than having global good in mind.

→ Regulatory cholestral can hurt the spirit of enquiry and growth.

"With great power, comes great responsibility"

Defence cos. must uphold global good and use their position responsibly.

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11. श्री शर्मा 400 करोड़ के टर्नओवर वाली एक फार्मास्युटिकल कंपनी के ऑल इंडिया सेल्स हेड (बिक्री प्रमुख) थे। कंपनी के मुख्य बाज़ार छोटे कस्बे और टियर 2 शहर थे। इसके अलावा, कंपनी ने राज्य सरकार के अस्पतालों और स्वास्थ्य केंद्रों के साथ बड़ी मात्रा में कारोबार किया।

श्री शर्मा ने फील्ड सेल्स एजेंटों को ग्राहकों के साथ सौदे करने और कीमतों पर बातचीत करने की बहुत अधिक स्वतंत्रता दे रखी थी। इस रणनीति ने कंपनी के लिए अच्छा काम किया।

हाल ही में श्री शर्मा को खबर मिली कि कंपनी के तीन कर्मचारी सरकारी अस्पतालों और स्वास्थ्य केंद्रों को अन्य निजी अस्पतालों और स्वास्थ्य केंद्रों को बेचे जाने वाले उत्पादों की तुलना में अधिक कीमत पर उत्पाद बेच रहे हैं। ये कर्मचारी पाँच साल से अधिक समय से कंपनी में हैं और इनका प्रदर्शन अच्छा रहा है। कुछ बिक्री कर्मचारियों ने अनौपचारिक रूप से इन तीनों को उनके बढ़े–चढ़े सौदों के कारण अपेक्षाकृत अधिक कमीशन मिलने का मुद्दा उठाया। और इससे बिक्री कार्मिकों में बेचैनी की भावना बढ़ रही थी। तीनों के खातों की सतही समीक्षा से पता चला कि, कई मामलों में, सरकारी अस्पताल अन्य निजी संस्थानों की तुलना में अधिक भुगतान कर रहे थे।

खरीद नियमों के तहत, सरकार से अपेक्षा की जाती है कि वह उचित मूल्य का भुगतान करे, जो कि अन्य लागत–सचेत ग्राहक भुगतान करते हैं। पूछताछ करने पर श्री शर्मा ने पाया कि इस कार्य में वे तीनों अकेले नहीं थे; इस घोटाले में सरकारी खरीद विभाग के अधिकारी उनकी मदद कर रहे थे। श्री शर्मा को एहसास हुआ कि उनके बिक्री कर्मचारी और कुछ भ्रष्ट सरकारी कर्मचारी काफी समय से राज्य के खजाने को चूना लगा रहे थे।

श्री शर्मा ने तुरंत इसकी सूचना अपने सीईओ को दी और दोनों ने चर्चा की कि बिक्री कर्मचारियों के साथ कैसे व्यवहार किया जाए और क्या सरकार को घोटाले और उनके कर्मचारियों की संलिप्तता के बारे में सूचित किया जाए। इस मुद्दे के बारे में सरकार को सूचित करने का मतलब यह था कि इस बात की पूरी संभावना थी कि उन्हें ब्लैकलिस्ट किया जा सकता है, जिससे बहुत सारे व्यवसाय का नुकसान हो सकता है। श्री शर्मा और सीईओ इस बात को लेकर दुविधा में थे कि मामले को कैसे आगे बढ़ाया जाए।

(a) इस मामले में कौन–से नैतिक और व्यावसायिक मुद्दे शामिल हैं?

(b) श्री शर्मा और सीईओ के पास कौन–कौन से विकल्प उपलब्ध हैं?

(c) क्या आपको लगता है कि बिक्री कार्यबल को स्वतंत्रता देने की संगठनात्मक संस्कृति के कारण समस्या उत्पन्न हुई या व्यक्ति की भ्रष्ट प्रवृत्ति के कारण समस्या उत्पन्न हुई? चर्चा कीजिए।

(d) जैसा कि इस मामले में बताया गया है, ऐसे अनैतिक व्यवहार को रोकने के लिए कंपनी कौन–से नैतिक तंत्र और उपाय निर्माण और कार्यान्वित कर सकती है? (250 शब्दों में उत्तर दीजिए) 20 अंक

Mr. Sharma was the All India Sales Head of a pharmaceutical company with a turnover of 400 crores. The company's main markets were small towns and tier 2 cities. Further, the company did a sizeable amount of business with state government hospitals and health centers.

Mr. Sharma had given a lot of freedom to field sales agents to strike deals and negotiate prices with clients. This strategy worked well for the company.

Recently Mr. Sharma received word that three company employees were selling products to government hospitals and health centers at a higher price than they were selling to other private hospitals and health centers. The employees were with the company for over five years and were good performers. A few sales staff informally raised the issue of the three getting relatively higher commissions because of their inflated deals. And this was creating a sense of unease among the sales staff. A cursory review of the account of the three showed that, in many instances, the government hospitals were paying more than other private institutions.

Under procurement rules, the government is supposed to pay a fair price, one that other cost-conscious customers pay. On inquiry, Mr. Sharma found that the three were not alone; government purchase

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department officials were helping them scam the Department. Mr. Sharma realized that his sales staff and some corrupt government staff had been defrauding the state exchequer for quite some time.

Mr. Sharma immediately reported it to his CEO, and the two discussed how to deal with the sales staff and whether to inform the government about the scam and the involvement of their staff. The issue was informing the government means that there was every possibility that they might be blacklisted, thereby losing a lot of business. Mr. Sharma and CEO were caught in a dilemma regarding how to proceed with the case.

(a) What are the ethical and business issues involved in the case?

(b) What are the options available to Mr. Sharma and the CEO?

(c) Do you think the organizational culture of giving freedom to the sales force led to the issue or was the individual's corrupt nature that led to the problem? Discuss.

(d) What ethics mechanisms and steps can the company create and implement to prevent unethical behavior, as mentioned in the case? (Answer in 250 words) 20 marks

Sales function all over the world has become a potent tool to drive the capitalism and profit oriented goals, sometimes even at the cost of ethics.

Eg:- gifts to doctors to endorse medicines.

(a) Ethical & Business Issues involved:

(A) Ethical Issues:

- Materialism and consumerism among people.
- Collusive corruption to defraud the exchequer.
- Ethical fading and lack of compassion as high prices later borne by people ("rent seeking")

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(B) Business issues:

→ Money oriented mindset leads to violation of right livelihood as per Buddha.

→ Ensure good and ~~uncover~~ uncover fraud

(OR) safeguard own image.

→ Managing discontent among workforce and low morale.

(b) Options Available:

(1) Suspending the corrupt sales person and reform process without reporting to goverment

(2) Penalise the sales persons and submit report of mis-governance to appropriate authority, cooperate and fill gaps in system.

(3) Suspend the ties with goverenment hospitals henceforth and work only with privates sector.

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Preferred option = (2).

(C) Both the factors have a role to play:-

Role of freedom to Sales force:
- Creates a ground of focus on ends rather than means
- Rules: Law wasn't clear as to the limits & had less oversight

Role of individuals' nature:
- Weak ethics can find loopholes even in strong rules
- Role of conscience comes into action when the rules are unclear or not comprehensive.
- Law abiding employees in true sense won't do such act.

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(d) Ethics Mechanisms & steps:

① Ethical training of employees eg: UN Ethics Module

② 360° feedback from all parties to judge holistic performance

③ Define clear SOPs to sales force –

↳ that cover level of discretion eg: ±10% of price, rest by approval.

→ Self accountability needs to promoted

→ Ethical performance matrix. Salesman only focused on commission/sales created.

④ Technology: Big data analysis to issue red flags.

⑤ Using "Integrity Pacts" to come clean.

The need of the hour is "Conscious capitalism" which has higher purpose, conscious goals & backed by Ethical leadership.

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12. सिंह गढ़ मुख्य रूप से एक ग्रामीण जिला है जहाँ एक उपभोक्ता वस्तु विनिर्माण संयंत्र को छोड़कर न्यूनतम एवं अपेक्षाकृत महत्त्वहीन औद्योगिक क्रियाकलाप है, जो रोजगार का प्राथमिक स्रोत है। यहाँ स्वास्थ्य, साक्षरता आदि जैसे विकास संकेतक राष्ट्रीय औसत से काफी नीचे थे।

यहाँ विकासात्मक मुद्दों के साथ–साथ, एक और गंभीर चिंता बाल विवाह में हो रही धीमी वृद्धि थी। कानूनी प्रतिबंधों के बावजूद, बाल विवाह बेरोकटोक बढ़ता जा रहा था।

सामाजिक कार्य में स्नातकोत्तर रश्मि, जो कम उम्र में विवाह से बच गई, ने बाल विवाह पीड़ितों को बचाने और पुनर्वास के लिए एक गैर सरकारी संगठन शुरू किया। पिछले पाँच वर्षों में उसने कई युवा लड़कियों को बाल विवाह का शिकार होने से बचाया। उसकी कार्यशैली सरल थी। उसने गाँवों में मुखबिरों का एक नेटवर्क विकसित किया था जो उसे सूचनाएँ देता था और सत्यापन करने के बाद, स्थानीय कानून प्रवर्तन कर्मियों की मदद से रश्मि बाल विवाह को होने से रोक देती थी।

रश्मि ने सराहनीय काम किया, लेकिन इस दौरान उसने कुछ दुश्मन भी बना लिए। स्थानीय नेता विशेषकर महिलाओं और युवा लड़कियों के बीच उसकी लोकप्रियता से नाराज थे। अपनी गतिविधियों का विस्तार करने के लिए, रश्मि ने जिले की एकमात्र औद्योगिक इकाई के प्रबंधन से संपर्क किया। उसने सफलतापूर्वक कंपनी को अपनी गतिविधियों और एनजीओ में योगदान देने के लिए राजी कर लिया। कंपनी ने उसे बाल विवाह के मुद्दे के बारे में जागरूकता बढ़ाने के लिए श्रमिकों के लिए कार्यशालाएँ आयोजित करने हेतु अपनी सुविधाओं तक पहुँच भी दी।

उसने कंपनी परिसर में अपनी कार्यशालाएँ और अभियान शुरू किया। यद्यपि प्रारंभिक प्रतिक्रिया ठंडी और कभी–कभी पूरी तरह से उदासीन थी। लेकिन वह डटी रही। कुछ महीनों के बाद, एक दिन कंपनी यूनियन के सदस्यों ने उसे कंपनी में प्रवेश करने से रोक दिया और उसके साथ हिंसा करने की धमकी भी दी। रश्मि ने प्रबंधन से बात की, जिन्होंने उसका समर्थन किया और उसकी सुरक्षा सुनिश्चित की। प्रबंधन ने रश्मि और उसके एनजीओ का समर्थन करते हुए एक सर्कुलर (परिपत्र) जारी किया।

प्रबंधन को आश्चर्य हुआ, सर्कुलर के एक सप्ताह बाद, यूनियन ने अचानक हड़ताल का आह्वान किया और एनजीओ की गतिविधियाँ जारी रहने पर काम बंद रखने की धमकी दी। कार्यकर्ताओं का मानना था कि रश्मि का अभियान महिलाओं के दिमाग को भ्रष्ट कर रहा है और उनकी परंपराओं का अनादर कर रहा है। आक्रामक प्रतिक्रिया को देखते हुए कंपनी प्रबंधन ने एनजीओ की गतिविधियों को रोककर श्रमिकों को शांत करने की कोशिश की। रश्मि ने समुदाय के प्रति अपनी सामाजिक जिम्मेदारी पर प्रकाश डालकर प्रबंधन को समझाने की कोशिश की। लेकिन प्रबंधन ने दो टूक जवाब दिया कि हर सामाजिक समस्या उनकी नैतिक जिम्मेदारी नहीं है। रश्मि प्रबंधन के फैसले से निराश थी और सोच रही थी कि कंपनी को अपने अभियानों में कैसे शामिल किया जाए।

(a) उपरोक्त मामले में कौन–कौन से मुद्दे शामिल हैं?

(b) आपको क्या लगता है रश्मि को क्या करना चाहिए? क्या रश्मि के लिए स्थानीय प्रशासन को शामिल करना अच्छा विचार होगा? कार्यान्वयन योग्य कार्यवाही का सुझाव दीजिए।

(c) क्या आपको लगता है कि कंपनियों को उस क्षेत्र की सामाजिक समस्याओं के लिए भी जिम्मेदारी स्वीकार करनी चाहिए जहाँ वे अपना कार्य करती हैं? अगर हाँ तो क्यों, अगर नहीं तो क्यों नहीं?

(d) श्रमिक संघ की इतनी आक्रामक प्रतिक्रिया के क्या कारण हो सकते हैं? आपके अनुसार रश्मि को कर्मचारी संघ को कैसे संभालना चाहिए? (250 शब्दों में उत्तर दीजिए) 20 अंक

Singh Garh is a primarily rural district with minimal, relatively insignificant industrial activity, except for one consumer goods manufacturing plant, which was the primary source of employment. Development indicators such as health, literacy, etc., were much below the national average.

Along with developmental issues, another grave concern was the slow rise in child marriages. Despite the legal sanctions, child marriage continued to rise unabated.

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Candidat write on

Rashmi, a social work postgraduate who escaped an early marriage, started an NGO for rescuing and rehabilitating child marriage victims. In the last five years, she saved a lot of young girls from becoming victims of child marriage. Her modus Operandi was simple. She had developed a network of informants in villages who relayed information to her, and after verifying, Rashmi with help from local law enforcement personnel, prevented the marriage from happening.

Rashmi did commendable work, but she made some enemies in the process. The local leaders resented her popularity with women and young girls in particular. To expand her activities, Rashmi contacted the management of the only industrial unit in the district. She successfully persuaded the company to contribute to her activities and the NGO. The company even gave her access to their facilities to conduct workshops for workers to raise awareness about the issue of child marriage.

As she started her workshops and campaign on the company premises, the initial response was lukewarm and, at times, complete indifference. But she persevered. After a couple of months, one day, the company union members stopped her from entering the company and even threatened her with violence. Rashmi spoke with the management, who supported her and ensured her safety. The management issued a circular supporting Rashmi and her NGO.

To management's surprise, after a week of the circular, the Union called for a flash strike and threatened to continue the work stoppage if the NGO activities continued. The workers believed that Rashmi's campaign was corrupting the women's minds and disrespecting their traditions. The company's management seeing the aggressive reaction sought to assuage the workers by stopping the NGO activities. Rashmi tried to persuade the management by highlighting their social responsibility to the community. But the management was curt in replying that every social problem is not their moral responsibility. Rashmi was disappointed with the management's decision and wondered how best to involve the company in her campaigns.

(a) What are the issues involved in the above case?

(b) What do you think Rashmi should do? Would it be a good idea for Rashmi to involve local administration? Suggest an implementable course of action.

(c) Do you think companies should also accept responsibility for the social problems of the region where they operate? Why/why not?

(d) What could be the reasons for such an aggressive reaction from the workers union? How do you think Rashmi should handle the workers union? (Answer in 250 words) 20 marks

Buddha said "change is never painful, resistance to change is the thing which is painful". In above case Strong the resistance by unions/workers shows there failure to curb menace of child marriage - which (steals the CHILDHOOD) of

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the young children.

(a) Issues involved:

(1) Resistance shown by society as whole and delaying the overall effect of NGO.

(2) Physical threats to NGO and members harms good governance & their role

(3) "Patriarchy" = as they see NGO activities as corruption of 'women minds'

(4) Desilition of duty by corporates rather than facing the crisis bravely along with NGO.

(b)

Involving local administration

- Yes: → protect their dignity & safety
  - → take support from state to bring change
- No: → ensure only compliance rather than full change.

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Candidates write on this

Rashmi should do & adopt the following course of action:

(1) Listen actively to the grievances of the union members and take their interest into mind.

(2) Involve local respected settled workers whom union trust in the changes process.

↳ Aristotle method of Persuasion → Ethos: My own integrity
→ Logos: Use logics of health education effect
→ Pathos: Emotion of fairness to their kids.

(3) Use help of administration locally:

↳ To create awareness around the Prohibition of Child marriage Act, 2005

↳ Seek protection from harassment.

↳ Technology to check Child marriage: IAS Naveen Jain used in Rajasthan

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(4) Act as a platform for dialogue through inspiring of change-agents and giving up unethical traditions like early marriage.

(c) Accepting social responsibility by companies:

Yes:
- Corporates are part of society rather than working in vacuum (eg: CSR)
- People base their purchase decision on the ethics of entity (eg: Tata Brand)

No:
- Better to avoid getting into social trouble
- Focus on economic goals over the social ones.

But above negative points can cause resentment in the long run and failure of corporates to act as agents of change.

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(d)

Reasons for aggressive reaction of mion:
- Fear of losing sacrosant customs/traditions
- Fear of losing power in the 'patriarchal' society
- See any "external change" as a threat instead of internal reform.

Rakhi should handle mion:
- Through use of temperance (cardinal value Aristotle)
- Adopt persuasion through societal leaders, workers leaders
- Adopt a dialogue process rather than imposition.

Child marriage is a big menace that got a boost during COVID pandemic, NGOs and people together have to nip this evil from the bud