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Prelims PYQ, Mains model answers, and copy evaluation. Write to the desk for this paper, a doubt, or the AI waitlist.

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Q14

Case study. You are the manager of a spare parts company A and you have to negotiate a deal with the manager of a large manufacturing company B. The deal is highly competitive and sealing the deal is critical for your company. The deal is being worked out over a dinner. After dinner the manager of manufacturing company B offered to drop you to the hotel in his car. On the way to hotel he happens to hit motorcycle injuring the motorcyclist badly. You know the manager was driving fast and thus lost control. The law enforcement officer comes to investigate the issue and you are the sole eyewitness to it. Knowing the strict laws pertaining to road accidents you are aware that your honest account of the incident would lead to the prosecution of the manager and as a consequence the deal is likely to be jeopardised, which is of immense importance to your company. What are the dilemmas you face? What will be your response to the situation?

UPSC Civil Services Mains 2017 · GS IV · 20 marks · Ethics Case Studies

Case Studies on above issues.

Facts & figures for this PYQ only.

Numbers move. Confirm the latest Budget, Economic Survey or census round. This sheet is for revision, not a substitute for the model answer.

<https://wrapexams.com/upsc/mains-answers/gs-4/2017/case-study-you-are-the-manager-of-a-spare-parts-company-a-and-you-have-to-negotiate-a-deal-with-the-manager-of-a-large-manufacturing-company-b-the-deal-is-highly-competitive-and-sealing-the-deal-is-critical-for-your/>

Motor Vehicles Act, 1988

The principal statute on driving, accidents and related penalties; speed and rashness are not cancelled by a business dinner.

Duty of a witness

An eyewitness who wilfully lies to an investigating officer risks becoming an accused in the false story, not a clever manager.

Good Samaritan / accident-scene help

Helping the injured is a first duty; helping is not the same as rewriting the cause of the crash.

Conflict of interest

When your firm's profit depends on a man's escape from the crash file, you must name that conflict and still tell the truth.

Corporate ethics

A company is not entitled to a contract obtained through an employee's perjury; leadership should be told the same night.

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