

### Examination - for Internal Candidates

1. The Examination will have following components:

S.N	Item	Marks	Weightage
1.	Theory Exam	450	75%
2.	Group Discussion	75	12.5%
3.	Interview & Personality Test	75	12.5%
	Total	600	100%

2. Scheme of Theory Examination: The theory examination shall comprise of 2 papers.

Paper	Section	Item	Number of Questions	Duration	Maximum Marks
1	A	General Knowledge & Mental Aptitude	150 (MCQ)	120 minutes (2 hours)	150
	B	MT Stream- General	150 (MCQ)		150
2	A	English	Written	180 Minutes (3 Hours)	Qualifying ONLY
	B	MT Stream- Technical /Management	Written		150
Total					450

MCQ means Multiple Choice Questions

3. Qualifying Standards:

The minimum qualifying standards for each category of candidates shall be as given below:-

i.	Other Categories	: 40%
ii.	OBCs	: 36%
iii.	SC/ST	: 33%

As regards Physically Handicapped candidates, in case sufficient number of candidates are not available to fill in the vacancies reserved for Physically Handicapped candidates, then 2% relaxation in each category may be allowed to Physically Handicapped candidates as under:-

i.	Physically Handicapped Other Categories	: 38%
ii.	Physically Handicapped OBCs	: 34%
iii.	Physically Handicapped SC/ST	: 31%

4. Syllabus: The syllabus of the Paper 1 and Paper 2 shall be as given below:

## 4.1 PAPER-1

### 4.1.1 Section-A:

General Knowledge & Mental Aptitude:

1. General Science	2. General Mental Ability
3. Indian and World Geography	4. Basic Mathematics
5. Indian Economy & Polity	6. Indian Telecommunications
7. Indian History and Indian National Movement	
8. Current events of national and international importance	

### 4.1.2 Section-B:

MT (Management Trainee) Stream-General:

For Operations, Marketing and IT & Computer Streams:

1. Materials and Components	2. Physical Electronics, Electron Devices and ICs
3. Signals and Systems	4. Network theory
5. Electromagnetic Theory	6. Electronic Measurements and Instrumentation
7. Analog Electronic Circuits	8. Digital Electronic Circuits
9. Control Systems	10. Communication Systems
11. Microwave Engineering	12. Computer Engineering
13. Power electronics	

For Finance Stream:

1. Financial Management (an overview)	2. Cost Accounting
3. Financial Management in Public Sector Enterprises	4. Advanced Accounting
5. Principles of Taxation (Tax Laws)	6. Financial Statements
7. Companies Act 1956 (with amendments)	8. Auditing
9. Bank Acts	

## 4.2 PAPER - 2

### 4.2.1 Section A- English

The pattern of questions would be broadly as follows:-

- (i) Comprehension of given passages.
- (ii) Precise Writing
- (iii) Usage and Vocabulary
- (iv) Short Essay

Note 1: The Papers on English will be of Matriculation or equivalent standard and will be of qualifying nature only. The marks obtained in these papers will not be counted for ranking.

Note 2: The candidates will have to answer the English papers in English language (except where translation is involved).

Note 3: This section will be marked first and the remaining sections/paper may be marked only of those candidates who have got qualifying marks in this section.

#### 4.2.2 Section B:

##### MT (Management Trainee) Stream-Technical/ Management:

##### 4.2.2.1 Operation Stream :

For candidates with prescribed work experience within BSNL:

1. Wireless Mobile Networks	2. Sales and Distribution Management
3. Communication networks	4. Consumer behaviour
5. Advertising and Brand Management	

For candidates with M. Tech. Qualification category:

1. Wireless Mobile Networks	2. VLSI Design
3. Advanced Digital Signal Processing	4. Communication Networks

For candidates with MBA Qualification category:

1. Operations research	2. Project Management
3. Management Control Systems	4. Production and operation Management
5. Team Building in Organization	6. Management Process and Organizational Behaviour

##### 4.2.2.2 IT & Computer Stream :

For candidates with prescribed work experience within BSNL:

1. Wireless Mobile Networks	2. Sales and Distribution Management
3. Communication networks	4. Consumer behaviour
5. Advertising and Brand Management	

For candidates with M. Tech. Qualification:

1. Advanced Computer Architecture	2. Advanced Database Management
3. Network management and Security	4. Computer Graphics

For candidates with MBA with specialization in systems Qualification:

1. Software Risk Management	2. Enterprise Resource Planning Systems
3. Software Project Management	4. IT Strategy and I.T. and Process Outsourcing

##### 4.2.2.3 Marketing Stream:

For candidates with prescribed work experience within BSNL:

1. Wireless Mobile Networks	2. Sales and Distribution Management
3. Communication networks	4. Consumer behaviour
5. Advertising and Brand Management	

For candidates with MBA (Marketing) Qualification:

1. Consumer Behaviour	2. Sales and Distribution Management
3. Service Marketing	4. Advertising and Brand Management Services
5. International Marketing	6. Rural and Social Marketing
7. Retail Management	8. WTO and Intellectual Property Rights

#### 4.2.2.4 Finance Stream:

For candidates with prescribed work experience category:

1. Public Finance and budgeting	2. Merchant Banking and financial services
3. Financial Markets and institutions	4. Futures, Options and derivatives
5. Valuation, Merger, Acquisitions and Corporate Restructuring	

For candidates with MBA with Finance specialization/CA/ICWA qualifications category:

1. Financial Markets and institutions	2. Merchant Banking and Financial Services
3. International Finance Management	4. Future Options and derivatives
5. Public Finance and budgeting	6. Treasury Management
7. Insurance and risk Management	8. Security analysis and Portfolio Management
9. Valuation, Merger, Acquisitions and Corporate Restructuring	