

Roll No.

12044

MBA 2 Year 3rd Semester (CBCS)

Examination – May, 2019

PERFORMANCE MANAGEMENT

Paper : 17 IMG23 GH1

Time : Three Hours] [Maximum Marks : 80

Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard, will be entertained after examination.

Note : There are two Section. Section – A consists 8 short answer type questions, carrying 2 marks each which is *compulsory*. Section – B consists of 8 questions (2 questions from each Unit). You are to attempt *four* questions selecting *one* question from each Unit. All question carry equal marks.

SECTION – A

1. Describe the following :
 - (a) Performance appraisal
 - (b) Need of performance management
 - (c) Need of measuring performance

12044- 700 -(P-3)(Q-9)(19)

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- (d) Pay for performance
- (e) Defining performance objectives
- (f) Capability requirements.
- (g) Strategy maps
- (h) Feedback

SECTION – B

UNIT – I

2. Discuss the basic principles and process of performance management.
3. Differentiate between performance management and performance appraisal giving suitable examples.

UNIT – II

4. How are performance reviews conducted in Indian organizations ? Explain giving examples.
5. Is it possible to manage behaviour of employees ? If yes, how can it be done effectively ?

UNIT – III

6. Write short notes on the following :
 - (a) PMS
 - (b) Performance standards

12044- -(P-3)(Q-9)(19) (2)

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7. Discuss the automation of performance management process.

UNIT – IV

8. What is meant by performance management training ?
How can it be done efficiently ?
9. Write a detailed note on evaluating performance management.

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