

Roll No.

12044

MBA 2 Year 3rd Semester (CBCS)

Examination – December, 2018

PERFORMANCE MANAGEMENT

Paper : 17IMG23GH1

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 : Section – A (Question No. 1) is compulsory. Attempt one question from each Unit in Section – B. All questions carry equal marks.

SECTION – A

1. Describe the following :

- (a) Performance management
- (b) Potential appraisal
- (c) Performance reviews
- (d) Objectives of Performance management
- (e) Coaching for Performance

12044-1300-(P-3)(Q-9)(18)

P. T. O.

- (f) PMS
- (g) Team Performance
- (h) Balance score card

SECTION – B

UNIT – I

- 2. Discuss the concept essence and scope of performance management giving examples from present day context.
- 3. Describe the performance management and strategic planning linkage.

UNIT – II

- 4. How can one manage behaviour in organizations and measure behavioral performance ?
- 5. What are competencies ? Discuss competency management.

UNIT – III

- 6. Write short notes on the following :
 - (a) Performance standards
 - (b) Legal requirements
- 7. Discuss the process of implementation of performance management system.

12044-1300-(P-3)(Q-9)(18) (2)

UNIT – IV

- 8. Write short notes on the following :
 - (a) Performance management and pay
 - (b) 360° feedback
 - 9. "The key issues conserving organizations today are counseling and coaching." Do you agree with this statement ? Give reasons for your answer.
-

12044-1300-(P-3)(Q-9)(18) (3)