

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



- (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.

## 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.
-