

Roll No. ....

Total Pages : 2

MMS/M-15

**13785**

**PERFORMANCE MANAGEMENT AND  
MANAGERIAL EFFECTIVENESS**

Paper-HRM-406

Time Allowed : 3 Hours]

[Maximum Marks : 70

**Note :** Attempt any 8 questions each from Unit-I carrying  
5 marks each. Attempt any 3 questions from  
Unit-II carrying 10 marks each.

**UNIT-I**

1. Discuss the process of Performance management.
2. What is Potential appraisal?
3. How is Behaviour measures?
4. What is BARS?
5. Discuss Paired comparison method.
6. Explain Critical incidents.
7. Describe 360 degree feedback.
8. Explain Balanced Scorecard.
9. What are Group influences?
10. What do you understand by Career Development?

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**UNIT-II**

11. What do you understand by Performance? Discuss different approaches to measuring performance.
12. Discuss different methods of Potential appraisal. How will potential appraisal will be helpful in competing in the market?
13. Explain the utility of Forced choice method and Field review method of Performance appraisal.
14. What are various dimensions of Managerial job? What skills are needed for a Managerial job?
15. What are different way of Developing and Maintaining competitive edge in the Industry concerned?

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