N.B.:

1) Attempt any **FIVE** questions from Section –I and any **TWO** questions from Section –II.
2) Figures to the right indicate **FULL** marks.
3) Answers to both the sections should be written in **SEPARATE** answer book.

SECTION-I

Q.1 Explain the concept of Human Resource Management (HRM) and differentiate between Personnel Management and HRM. **(10)**

Q.2 Explain the term selection. Elaborate the process of selection in detail. **(10)**

Q.3 What is manpower planning? Explain various steps involved in manpower planning. **(10)**

Q.4 Explain the concept of training evaluation. Describe Krik Patricle's method. **(10)**

Q.5 Elucidate the process of performance appraisal. **(10)**

Q.6 Write short note on: **(ANY TWO)** **(10)**

a) Three actors of Industrial relations

b) Job evaluation

c) HR and Technology

SECTION -II

Q.7 Highlight the benefits of performance linked- pay system with example of current practices in a reputed Indian organization. **(15)**

Q.8 "Money spent on training is not on expenditure but an investment" Discuss. **(15)**

Q.9 Design a training programme for newly inducted employees in the marketing department of a pharmaceutical organization. **(15)**

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