

Roll No.

12044

**MBA 2 Year 3rd Semester (CBCS)
Examination – December, 2017**

PERFORMANCE MANAGEMENT

Paper : 16IMG23GH1

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* sections. Section – **A** consists of 8 short answer type questions which is *compulsory*. Section – **B** consists of 8 questions (2 questions from each Unit). You are to attempt 4 questions (selecting *one* from each Unit).

SECTION – A

1. Describe the following :

- (a) Performance appraisal
- (b) Potential appraisal
- (c) Benefits of measuring performance

- (d) Don'ts in conducting performance reviews
- (e) Capability requirements
- (f) 360° feedback
- (g) Coaching
- (h) Strategy Maps

SECTION – B

UNIT – I

2. Discuss the concept, scope and need for performance management as a systems.
3. Describe performance management and strategic planning linkages. <http://www.HaryanaPapers.com>

UNIT – II

4. Explain the concept of managing behaviour for measuring performance.
5. Performance review is very important part of performance management system. Explain giving examples.

UNIT – III

6. Discuss the performance planning in organization. Also define objectives and performance standards.

7. Write a detailed note on automation of performance management process.

UNIT – IV

8. Write short notes on the following :
 - (a) Balance score card
 - (b) Management Team Performance
9. Discuss the key issues in evaluating performance management.

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