

2071

B. Voc. (Retail Management) Sixth Semester
RSC-605: Human Resource Management - II

Time allowed: 3 Hours

Max. Marks: 80

NOTE: Attempt five questions in all, including Question No. I which is compulsory and selecting one question from each Unit.

x-x-x

I. Attempt any four the following:-

- a) Nature of human resource management.
- b) Objectives of human resource planning
- c) Characteristics of a good test.
- d) Difference between placement and induction.
- e) Highlight the importance of training.
- f) Write a short note on sales promotion. (4x4)

UNIT - I

- II. 'Human Resource Management plays a vital role in the whole system of management of a retail organization'. Comment. (16)
- III. 'Human Resource Planning has greater relevance in the present day context of technological revolution than ever before'. Discuss. (16)

UNIT - II

- IV. Discuss the various sources of recruitments. (16)
- V. What is the purpose of orientation training? Briefly explain the contents of an orientation programme. (16)

UNIT - III

- VI. Discuss the various methods applied in a training programme. (16)
- VII. 'Performance appraisal is not merely for appraisal but is for improvements of performance'. Discuss. (16)

UNIT - IV

- VIII. What are the essentials of a sound promotion policy? (16)
- IX. Discuss any two incentive wage plans and bring out their merits and demerits. (16)

x-x-x