

D 12165

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Name.....

Reg. No.....

**THIRD SEMESTER M.B.A. DEGREE (REGULAR/SUPPLEMENTARY)  
EXAMINATION, DECEMBER 2016**

(CUCSS)

Management

BUS 3EH 02—PERFORMANCE MANAGEMENT

(2013 Admissions)

Time : Three Hours

Maximum : 36 Weightage

**Part A**

*Answer all the questions.*

*Each question carries 1 weightage.*

1. What is competency development ?
2. What is 360° feed back system ?
3. What is management by objectives ?
4. What is time management ?
5. What is business system analysis ?
6. Differentiate between relationship and task orientation.

(6 × 1 = 6 weightage)

**Part B**

*Answer any six questions.*

*Each question carries 3 weightage.*

7. What are the ways to develop skills, attitudes and knowledge among the employees ?
8. What are the techniques of setting performance standards and targets ? Explain.
9. State the significance of competency mapping in performance management.
10. What are the effective methods for reviewing performance and development ?
11. State the merits and demerits of performance related rewards.
12. Bring out the indicators of performance for different levels of employees.
13. What are major steps involved in team development ? Explain.
14. List out and explain the leadership skills required to enhance organisational performance.

(6 × 3 = 18 weightage)

Turn over

**Part C**

*Answer any two questions.*

*Each question carries 6 weightage.*

15. What is organisational performance ? State the relationship between group and individual responsibilities in an organisation.
16. Elaborate the instruments for performance appraisal. Also mention their merits and demerits.
17. Elaborate the criteria for evaluating performance of managers in modern organisation. How track performance of top level managers ?

(2 × 6 = 12 weightage)