

**B.Sc. FASHION MERCHANDISING AND
RETAIL MANAGEMENT (BSCFMRM)**

Term-End Examination

00244

June, 2017

BFW-021 : RETAIL ORGANISATION – II

Time : 3 hours

Maximum Marks : 70

Note : Attempt any **seven** questions. All questions carry equal marks.

1. Write short notes on the following : 5×2=10
 - (a) Sources of Recruitment
 - (b) Delegation of Authority
 - (c) Stages of Teambuilding
 - (d) Management by Objectives
 - (e) Decentralized Organisation

2. “Human Resource Planning is a futile exercise in the fast changing environment.” Comment with suitable examples. 10

3. How is traditional HRM different from the strategic one ? Explain the development of the HRM profession. 10

4. Explain the term “Training Need Analysis”.
What is the relevance in a training programme ?
How is it carried out ? 10

 5. How would you, as an HR Manager, select the
best candidate in a selection interview for the
post of Manager ? 10

 6. What does job evaluation have to do with
internal equity and efficiency ? 10

 7. Outline the guidelines for designing of effective
incentive plans. 10

 8. Elaborate the steps in the career planning
process. 10
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