

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

**Term-End Examination**

**December, 2013**

**BFW-021 : RETAIL ORGANIZATION II**

*Time : 3 hours*

*Maximum Marks : 70*

*Note : Attempt any seven questions.*

*All questions carry equal marks.*

1. Differentiate between Remuneration and compensation.. 10
2. Write any 4 advantages of " on the job training ". 10
3. Explain any 2 methods of performance appraisal. 10
4. Explain the concept and importance of orientation programme. Give example of orientation programme of any one organisation. 10
5. Explain any 4 types of interviews in retail organisation. 10

6. What is the importance of Human Resource planning in Retail organisations? 10
7. Differentiate between training and development. Explain any two methods of development. 10
8. What is the importance of Job description and job specification in job advertisements ? 10
9. Write a short note on : 10
- (a) Aptitude tests
  - (b) Job analysis
-