

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

Term-End Examination

December, 2017

00481

BFW-021 : RETAIL ORGANISATION – II

Time : 3 hours

Maximum Marks : 70

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

1. Elaborate the need and significance of HRD. Discuss the need and significance of HRSD with suitable examples. 10
2. Describe the advantages of a development oriented appraisal system. Explain the various techniques involved in performance appraisal. 10
3. Discuss the methods of identifying training needs. Explain the emerging issues in managing emotions. Elaborate the prerequisites of zero stress. 10
4. Evaluate the steps in job analysis process with suitable examples. 10

5. Define the term Selection. Discuss the various factors affecting selection and briefly discuss any three types of selection interviews. 10
6. Write short notes on the following : 2×5=10
- (a) Managerial Functions of HRM
 - (b) Recruitment Practices in India
7. Differentiate between Transfer and Separation, with relevant examples. 10
8. What does the term 'Quality of work life' mean ? Discuss the major functions of quality circles. 10
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