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

Term-End Examination

June, 2012

BFW-021 : RETAIL ORGANIZATION II

Time : 3 hours

Maximum Marks : 70

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

1. Explain any 4 demand forecasting techniques. 10
2. What is job analysis ? Explain the various methods of job analysis. 10
3. How is human resource different from other types of resources ? 10
4. What are the various sources of recruitment ? Discuss their relative strengths and weaknesses. 10
5. "Money cannot motivate all people in all circumstances". Give your viewpoint. 10

6. Write short notes on : 5+5=10
(a) Career and Succession Planning
(b) 360° performance appraisal.
7. Distinguish between : 5+5=10
(a) Training and Development
(b) Recruitment and Selection.
8. What is meant by remuneration/compensation ? 10
What could be the various components of the variable pay ?
9. What are 'on the job' techniques for executive 10
development ?
10. Write an essay on Grievance handling in 10
organisations.
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