

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

**Term-End Examination**

**June, 2016**

00156

**BFW-021 : RETAIL ORGANISATION – II**

*Time : 3 hours*

*Maximum Marks : 70*

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

1. Explain with suitable examples how the job of HRM is becoming increasingly challenging. 10
2. What benefits can induction/orientation provide to the employees and to the organisation ? 10
3. Explain any four methods of job evaluation. 10
4. You are a team leader in an organisation. One of your team members always comes late for work, gossips during office hours and does not complete work on time. You do not want to be harsh to that employee because you know he is very talented otherwise. How will you use your HRM understanding to tackle this situation ? 10

5. Explain the following in brief : *2×5=10*  
(a) Supply Forecasting  
(b) Delphi Technique
6. Differentiate between remuneration and compensation. *10*
7. Describe any four advantages of “on-the-job training”. *10*
8. What is the importance of Human Resource Planning in retail organisations ? *10*
9. What is the importance of job description and job specification in job advertisements ? *10*
10. Explain the importance of Performance Appraisal in Human Resource Management. *10*
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