



Seat No. _____

HG-161100010609

B. B. A. (Sem. VI) Examination

April – 2023

Performance & Compensation Management
(Old Course)

Time : $2\frac{1}{2}$ Hours / Total Marks : 70

Instructions :

- (1) All questions carry equal marks.
- (2) Figures to the right side indicate marks.

1 Define the term performance management. Discuss the performance management process. 14

OR

1 Distinguish between performance appraisal and performance management. 14

2 Explain the ethical perspectives in performance appraisal. 14

OR

2 What do you understand by performance coaching, mentoring and counselling? Explain its in detail. 14

3 Define the term job evaluation. Discuss the various methods of job-evaluation. 14

OR

3 Discuss the modern trends in Employee compensation. 14

4 What are incentives? Discuss various incentives offered to production workers. 14

OR

4 What are supplementary benefits? Explain the administration of benefits programme. 14

5 Write notes : (any **two**) 14

- (1) Wage boards.
 - (2) Pay - Commission
 - (3) Minimum fair and living wage
 - (4) National Wage Policy
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