

PGDM THIRD SEMESTER EXAMINATION - 2013

PAPER CIS1.01 : PERFORMANCE MANAGEMENT

Time : 2 hours

Max. Marks : 50

- Note : i) Answer the questions as per direction given in each of the Sections A and B.  
ii) The figures in the right-hand margin indicate marks-composition.*

SECTION-A

1. Answer any SIX of the following parts : ( 6 x 5 = 30 )
- (a) Definitions of Performance Management indicate the different perspectives. Illustrate.
  - (b) How is 'MBO' related to performance management?
  - (c) Design a PMS for the sales team of your organization.
  - (d) How can modern technology be used to monitor and enhance employee performance?
  - (e) What is the difference between mentoring, <sup>coa</sup> watching and counseling?
  - (f) Give certain advantages of a 360-degree PMS.
  - (g) How is managing a team performance different from managing an individual performance?
  - (h) Link performance management to learning and motivation citing certain examples from the corporate world.

SECTION-B

2. Write explanatory notes on any TWO of the following : ( 2 x 10 = 20 )
- (ii) Competency analysis
  - (iii) Goal setting
  - (iv) Managing an under-performer
  - (v) Organizational Performance

