

Total No. of Pages : 2

Register Number :

**7042**

Name of the Candidate :

**M.B.A. DEGREE EXAMINATION MAY 2014.****(BUSINESS APPLICATIONS)****(SECOND YEAR)****301 — PERSONNEL MANAGEMENT**

Time : Three hours

Maximum : 75 marks

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**SECTION A****Answer any FIVE questions.****(5 × 3 = 15)****All questions carry equal marks.**

Write notes on :

1. Job description.
2. Campus recruitment.
3. Achievement test.
4. Vestibule training.
5. Wage differentials.
6. Importance of motivation.
7. Occupational Hazards.
8. Performance appraisal.

**SECTION B****Answer any THREE questions.****(3 × 10 = 30)****All questions carry equal marks.**

9. Suggest some measures to make incentive programmes more successful.
10. What causes transfer? Highlight the salient features of a good transfer policy.
11. Explain briefly the various methods of training.
12. "Selection is a substitute for socialisation". Do you agree or disagree? Discuss.
13. Explain the various steps involved in performance appraisal.

**SECTION C****Answer any ONE questions.****(1 × 15 = 15)**

14. Critically examine the need hierarchy theory of motivation?
15. Explain the factors influencing the wages and salary in an organisation.
16. How will you make an induction programme more effective?

**SECTION D****Compulsory****(1 × 15 = 15)**

17. Are wage differentials justified? Comment.

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