



## Term Evaluation (Odd) Semester Examination September 2025

Roll no.....

Name of the Course: BBA

Semester: **V**

Name of the Paper: PERFORMANCE MANAGEMENT

Paper Code: BBA DSE H1

Time: 1.5 hour

Maximum Marks: 50

**Note:**

- (i) Answer all the questions by choosing any one of the sub-questions
- (ii) Each question carries 10 marks.

Q1.

(10 Marks)

- a. Define Performance Appraisal. Discuss its concept and various approaches used in organizations. (CO1)

OR

- b. Explain the difference between Performance Appraisal and Potential Appraisal with examples. (CO1)

Q2.

(10 Marks)

- a. Illustrate the Importance and process of Performance Planning in an organization? Illustrate the process with an example. (CO2)

OR

- b. Demonstrate the role of appraisal interviews in performance management. How can they improve employee results? (CO2)

Q3.

(10 Marks)

- a. Characterize the modern methods of performance appraisals? Suggest possible solutions for any two. (CO3)

OR

- b. Analyze the challenges an organization might face while designing a modern performance appraisal system. (CO3)

Q4.

(10 Marks)

- a. Explain the benefits of performance management and it can be integrated for overall employee development? (CO1)

OR

- b. Describe the nature and scope of performance management? (CO1)

Q5.

(10 Marks)

- a. In today's time does performance appraisals increase employee morale and motivation. Comment (CO1)

OR

- b. Evaluate how recent trends in performance appraisal systems are changing the way employee performance is managed. (CO4)