



**K. K. Wagh Institute of Engineering Education & Research, Nashik**  
(An Autonomous Institute From A.Y. 2022-23)

InSem Examination-IISummer2025	
Exam Seat No.:	
Academic Year:2024-2025	Semester:IV
Class:PG-II	Program:MBA
Branch Code:M.B.A.	Pattern:2022
Name of Course:Performance Management System	Course Code:MBA224305
Max. Marks:30	Duration:1:15 Hrs.

**Instructions:** Candidates should read carefully the instructions printed on the Question Paper and on the cover page of the Answer Book, which is provided for their use.

1. This question paper contains \_1\_ page(s).
2. Answer to each new question is to be started on a new page.
3. Assume suitable data wherever required, but justify it.
4. Draw the neat labelled diagrams, wherever necessary.
5. The last columns indicates the Course Outcome and level of Blooms Taxonomy of the Question/sub-question.

**Marks CO**

**Question No. 1**

- 1 a) Define Effectiveness with example. (3) CO1  
1 b) Explain Goal Theory with example. (4) CO1

**Question No. 2**

- 2 a) Define Performance Appraisals. Write Methods of Performance Appraisals. (8) CO1

**OR**

- 2 b) Explain 7 rules of excellence in performance management. (8) CO1

**Question No. 3**

- 3 a) How does performance management work? (3) CO2  
3 b) Define Performance Counselling. Write its objectives. (4) CO2

**Question No. 4**

- 4 a) Explain process of Performance Counselling in detail. (8) CO2

**OR**

- 4 b) Define Performance Management. Explain Performance Management Cycle. (8) CO2

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