

**Subject : Elective-VIII : Managerial Competencies & Career Development  
(Human Resource Management)**

Day : Wednesday  
Date : 21/12/2016



Time : 02.00 PM TO 05.00 PM  
Max Marks : 70 Total Pages : 1

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**N.B.**

- 1) Attempt any **FOUR** questions from Section – I and any **TWO** questions from Section – II.
  - 2) Answer to both the sections should be written in the **SAME** answer book.
  - 3) Figures to the right indicate **FULL** marks.
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**SECTION – I**

- Q.1** Elaborate the importance and role of managerial competencies needed for success of business in changing environment. **(10)**
- Q.2** Define the term career development. What are the factors in career development? **(10)**
- Q.3** Elaborate meaning and significance of Managerial Competencies. What are its needs and importance? **(10)**
- Q.4** What are different factors to be considered for developing model for competency mapping for any firm? **(10)**
- Q.5** Write short notes on **ANY TWO:** **(10)**
- a) Importance of competency based training programme in corporate world
  - b) 360° – Performance appraisal
  - c) Career translation

**SECTION – I**

- Q.6** Develop a training program for ‘middle level managers’ based on the competencies that can be used for their development. **(15)**
- Q.7** Prepare a feedback mechanism for a group of managers who are demotivated due to career plateauing. **(15)**
- Q.8** What are different issues to be considered in career development of sales team/managers? **(15)**

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