

Enroll No

K.E.Society's  
**Rajarambapu Institute of Technology, Rajaramnagar**  
 (An Autonomous Institute, affiliated to SUK)  
 End Semester Examination (March 2022)  
 F. Y.M.B.A. -IEV Sem- I

Q.P.Code
E267

**Course Code:** MIV 1081      **Course Name:** People Management

Day & Date: - Friday, 10/03/2023

Time: - 2.30 to 5.30 pm.

Max Marks: 100

- Instructions:**
- 1) All questions are compulsory
  - 2) Figures to the right indicate maximum marks
  - 3) Assume suitable data if not given
  - 4) Use of a non-programmable calculator is allowed

Q No.	Question Statement	Max Marks	CO
1	a) Figure out the secrets of getting things done by others b) Define HRM & people management, discuss the impact of individual and organizational factors on people management	8 7	CO1
2	Assemble the legal requirements in the process of hiring the employees of your start up  OR Assume yourself as an HR manager and discuss the process of selection you undergo while selecting employees.	15	CO1 CO4
3	a) Elaborate on the concept of variable pay and bring out its benefits. b) Mahesh is working as HR Manager in a reputed company in Mumbai . His CTC is Rs. 10,00,000 basic salary is 40% of CTC, LTA is 200,000 per annum, medical allowance is 100,000 per annum, special allowances 3,00,000 per annum. Professional tax (PT) is 200 per month, EPF 12% of basic salary . calculate his gross salary and net salary.	7 8	CO3 CO4
4	Identify the benefits of forming partnerships in startup and give suggestions on win-win collaborations  OR Your company is planning for a partnership, explain the whole process of measuring/entering into it.	15	CO3 CO4
5	a) Discuss the concept of training need assessment b) Identify the methods of training in the organization.	10 10	CO1
6	a) Discuss the importance of motivation in organization with examples. b) Explain the difference between transactional v/s transformational leaders with examples.	10 10	CO2 CO4

