

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

Day : Thursday

Date : 16/06/2016



Time : 02.00 PM TO 05.00 PM

Max Marks : 70 Total Pages : 1

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**N.B.:**

- 1) Attempt **ANY THREE** questions from Section – I and attempt **ANY TWO** questions from Section – II.
  - 2) Answers 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** What do you mean by managerial competencies? What are its advantages? [14]
- Q.2** Discuss the need for developing suitable training programmes in industries. [14]
- Q.3** ‘Identifying performance dimensions is necessary for competency building’. Critically discuss. [14]
- Q.4** Define the need and importance of competency mapping in effective career development. [14]
- Q.5** Write short notes on **ANY TWO** of the following: [14]
- a) Dual laddering
  - b) Any two training methods
  - c) Career planning

**SECTION – II**

- Q.6** Develop a suitable training program to deal with ‘career plateauing’ of middle level managers. [14]
- Q.7** Identify and describe atleast four competencies that are important for a sales team. [14]
- Q.8** Develop a career plan for IT engineers in an IT industry. [14]

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