

**ADVANCED DIPLOMA IN
RETAILING/B. B. A. IN RETAILING
(BBARIL/ADIR)**

Term-End Examination

December, 2025

BRL-008 : HUMAN RESOURCES

Time : 2 Hours

Maximum Marks : 50

Note : Attempt any *five* questions. All questions carry equal marks.

1. Define 'Human Resource Management'. Briefly explain the roles of HRM of retail employees. 4+6
2. What is Job Design ? Explain the factors that affect job design. 4+6
3. Discuss in detail retail career progression model. 10

4. How is recruitment different from selection ?
Explain how e-recruitment is the latest trend in recruitment. 5+5
5. Discuss the steps involved in the selection process of an incumbent. 10
6. Elaborate “get paid according to what you contribute”. Explain the challenges of performance appraisal. 5+5
7. “HRIS has wide range of application in HR management.” Discuss. 10
8. Differentiate between any *two* of the following : 5+5
 - (i) Job Enrichment and Job Enlargement
 - (ii) Encoding and Decoding
 - (iii) Negative Discipline and Indiscipline
 - (iv) Theory X and Theory Y

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