Sr. No	Uni t	Question	Option A	Option B	Option C	Option D	Answer
1	1	The unique characteristics of a learning organization is that.	The members learn about each other.	It has the capacity to gather new information and use it improveme nt	It focused on selecting new employees who love learning	Employees are rewarded for submitting creative suggestions and participating	b. it has the capacit y to gather new informa
2	1	The best reason for presenting a training program is because.	It contributes to the organizatio	It has been highly advertised	Competitio rs are unsing the training	Concern about federal agency pressure	a. it contrib utes to the
3	1	The major difference between training and education is that	Education refers more to acquiring specific skills	Education is more closely related to learning a particular	Training provides more general knowledge	Training narrows the range of responses while education	d. training narrow s the range of
4	1	The process of selectively reinforcing a response to change the behaviour of a person is associated with	Behavioral modeling	Operant conditionini	Education	Learning	b. operant conditio
5	1	A legitimate difference between andragogy versus methods for teaching children courses on	The ability to utilize past experience	The desire to participate in the	The desire for relevant learning that is	The need to involve the learner in the learning	a. the ability to utilize
6	1	The best strategy for reducing the problems of transfer of training is	to have the trainee practice the learning longer in	To have the trainee develop an action for implementin		To lengthen the training time over additional training	b. to have the trainee develo
7	1	Training objectives should be all of the following except	Specific	Realistic	Easy to interpret	Timely	c. Easy to

8	1	Basics are learned quickly, then learning slows are more complex skills are mastered with a learning	Decreasing returns	Increasing returns	S-shaped	Plateaued	a. Decrea sing
9	1	The Hawthorne Studies focused on which the following:	Assessing the impact of physical and environme nt on performanc	Factors of employee's social gropus and interperson al relationship	Examining interperso nal behavior and credibility	Examining the factors that determine the need for achievement	a. Assessi ng the impact of physica I and
10	1	What may be particularly necessary as part of the training process where people are working in another country?	e-learning	Discovery learning	Cross- cultural training	Activist learning	С
11	1	What is the term used to describe the process of helping a new employee to settle quickly into their job so they become efficient and productive workers?	Action learning	Discovery learning	sitting by Nellie	Induction	D
12	1	Which of the following is the best definition of a learning organisation?	An organisatio n which facilitates the learning of all its	An organisatio n in which the managers are encouraged	An organisatio n which facilitates the learning of all its	An organistation which does a lot of training on an ad hoc basis.	В
13	1	The following is (are) the benefit(s) of training	Increased productivity	Reduced accidents	Reduced supervisio	All of the above	D
14	1	The following training aims to provide broad training to enable the trainee to take up a wide variety of tasks within his	Demonstrat ion	On-the-job training	Apprentice ship	All of the above	С
15	1	The following is not a part of lower level management	Workers	Foreman	Supervisor	Inspector	Α

16	1	Personnel management of an organisation specifically deals with human resources in respect of	Their procureme nt	Develop their skills, knowledge and attitude	Their motivation towards the attainment	All of the above	D
17	1	refers to the learning opportunities designed to help employees	Training	Developme nt	Education	All of the above	В
18	1	Which of the following is a benefit of employee training?	Improves morale	Helps people identify with organisatio nal goals	Provides a good climate for learning, growth and	All of the above	D
19	1	Choose which of the following is a benefit to the individual while receiving training?	Creates an appropriate climate for growth,	Aids in increasing productivity and/ or	Satisfies personal needs of the trainee	All of the above	D
20	1	Which of the following is a learning principle?	Recognitio n of	Schedules of learning	Transfer of learning	above	С
21	1	Training is most effective in resolving:	Skill gaps	problems	motivation	iccues	Α
22	1	The phrase "transfer of training" refers to	Moving training schedules around to accommod	Freely sharing written training material	Acquiring and evaluating skills during	Implementing and maintaining new knowledge	О
23	1	A key principle of adult learning suggests that adults	Are keenly open to change	Tend to be problem centered	Do not need theoritical knowledge , just	Prefer a relaxing "lecture style" training delivery	А
24	1	One of the differences between pedagogy and androgogy is that	Adult motivation is primarily intrinsic not extrinsic	Adults are keenly receptive to change	Adults are oriented to learning using a subject	None of the above	A

25	1	When structuring training objectives, the trainer should:	Give trainees a clear understand ing of what is excepted	Isolate all learning objectives in a single learning domain	Encourage trainees to evaluate whether they can omit	None of the above	А
26	1	Development	is short term in nature	focuses on employee current job	ia an informal activity	aims at improving the total personality of	D
27	1	of stoffing	Necruilmen +	Advertising	Selection	Training	D
28	1	Teaching of current or employees with skills needed to perform effectively on job	training	negligent training	Both A and B	None of above	Α
29	1	Formulating SMART performance training objectives is included in	need analysis	instructional	implement	evaluate	В
30	1	First step in training process is	opolygia	design	implement	evaluate	Α
31	1	Providing new employees with basic information regarding background is	employee orientation	employee training	Both A and B	None of above	Α
32	1	When an employee harms a third party because of inadequate employee training	training	negligent training	Both A and B	None of above	В
33	1	Unsafe acts can be reduced through all of the following methods except:	Job rotation	Screening	Training	Incentive programs	Α
34	1	Which of the following correctly defines training?	Skills that apply to an employees current job	Preparation of the employee for future	A generalize d, individual	An attempt to modify behavior	А
35	1	What is the difference between training activities and developmental activities?	Training activities prepare employees for their present jobs;	Training activities focus on the acquisition of new skills;	Training activities are broader in focus; developme ntal	There is no difference; the two terms are interchangea ble	А

		-					
		Which of the following is not true about	It is a short-	It is	It is	It is	
36	1	training?	duration	technical in	primarily	concerned	С
		luaning!	exercise.	nature	for	with specific	
			coaching	expansion	preparing		
			the	of the	the	none of the	
37	1	Training concentrates on	members	knowledge	employees	above	Α
			of an	and skills of	to take on	above	
			organizatio	the	new		
38	1	The process of enhancing the technical	training	developme	education	none of the	Α
30	•	skills of workers in a short period is called	training	nt	Caucation	above	
39	1	refers to the learning	Training	Developme	Education	All of the	В
33	•	opportunities designed to help employees	ŭ	nt		above	
		How does training and development offer	Removing	Deficiency	Individuals		
40	1	competitive advantage to an	performanc	is caused	have the	None of the	Α
40	•	organisation?	е	by a lack of	aptitude	above	/ \
		organisation:	decencies	ability	and		
					Provides a		
				Helps	good		
		Which of the following is a benefit of	Improves	people	climate for	None of the	_
41	1	employee training?	morale	identify with	learning,	above	В
		3		organisatio	growth and		
				nal goals	co –		
		in the present of increasing	Education	Troising	ordination		
42	1	is the process of increasing	Education	Training	Placement	Introduction	В
		the knowledge and skills for doing a	Training	wanageme	- релеюріні	Cupprooms	
43	1	Education and training are	Training	nt	ent	Suppressme	С
		complementary and both involved	productivity		viobility	nt	
44	1	Training helps to improve	productivity	mobility	viability	vitality	Α
		Frequency of can be	production	Profits	accidents	-	
45	1	· · · · · · · · · · · · · · · · · · ·	production	FIUIIIS	accidents	sickness	С
		reduced by training the people					

		T	1			1	
46	1	which one of the following points is not important for training 1 reduction in supervision 2 reduction in cost 3 increased stability 4 easy coordinaton 5 improvement in industrial relations	1,3,5	1,2,3	all of these	non of these	С
47	1	Training and development is	Training and developme nt serves an important symbolic function.	Training and developme nt is a key element of human resource manageme	There are well- establishe d and proven links between training,	Training allows organizations to adapt to changes in the business environment	А
48	1	Systematic procedure in which people contribute in organizational goals achievement by acquiring capabilities is	training	planning	staffing	hiring	Α
49	1	The best reason for presenting a training program is because:	it contributes to the	it has been highly advertised.	the	concern about federal agency	А
50	1	Training objectives should be all of the following except:	Specific	Realistic	Easy to interpret	Timely	С
51	1	Which is not a benefit of training?	To increase	Reduction in errors	Reduction in turnover	Attitude Changes	Α
52	1	training arranged to overcome the shortcomings in the behaviour and performance of old	Remedial	Induction	Production	Safety	Α
53	1	The systems model of training contains three phases:, training and development, and evaluation.	preparation	assessment	introductio n	organizing	В

54	1	The major difference between training and education is that:	education refers more to acquiring specific skills.	education is more closely related to learning a particular	training provides more general knowledge	training narrows the range of responses while education	D
55	1	which one is not consider as benefit of training	Improve morale	decrease productivity	reduced supervisio	reduce damages	D
56	1	is a proactive process	Training & Developme	Training	Developm ent	Learning	В
57	1	HR's training and development responsibilities begin with	job-skill training.	developme	retraining	orientation	D
58	1	Objectives of the training is	increase morale	increase productivity	favourable reaction to change	all of the above	D
59	1	The main objective of the training method is	introduction of new technologie	to earn money	to obtain position and fame	to make accounting	Α
60	1	Training and development refers to the total structure of on the job and off the job training system used by the	organizatio n	experts	candidates	consultants	Α
61	1	Which of the following statements about a good training objective is true?	It includes the consequen ces of not meeting	It states what a trainee will be able to do as a	It states the role that manageme nt will play	It includes directions for meeting the objective.	В
62	1	The best strategy for reducing the problems of transfer of training is	to have the trainee practice the learning longer in	to have the trainee develop an action plan for	to provide more immediate feedback during the	to lengthen the training time over additional training	В

63	2	In assessing training needs, an examination of production efficiency, labour costs, turnover and accidents would be part of which training needs	Personnel	Task	Operations	Organization al	d. organiz ational
64	2	The best method for conducting a training needs analysis when data needs to be obtained from a large number of	Interviews	Observation s	aires	Focus groups	c. questio nnaires
65	2	Job enrichment involves:	Adding more depth to a job	Broadening the scope of a job	Rotating the order in which the tasks	Giving feedback directly to the employee	a. Adding more depth
66	2	The three phases of training are:	Needs assessmen t, implementa tion, evaluation	Job analysis, surveying trainees, evaluation	Commitme nt from upper manageme nt, needs assessme	Approach, emphasis, presentation	a. Needs assess ment, implem entatio
67	2	Which of the following is not a stage in the systematic training cycle?	Evaluation	Assessing training	Planning the training	Job instruction on	D
68	2	Comparison of on-the-job behavior before and after training programs is classified	measuring reaction	measuring learning	measuring behavior	measuring results	С
69	2	Change process in which change is formulated and implemented by	Organizatio nal	Organizatio nal change	Lewin change	Maslow's change	А
70	2	How does training and development offer competitive advantage to an organisation?	Removing performanc e decencies	Deficiency is caused by a lack of ability	Individuals have the aptitude and	None of the above	С
71	2	Which of this is a step in training process?	KSA deficiency	Provide proper	Obstacles in the	Use of evaluation	А
72	2	seeks to examine the goals of the organistation and the trends that are likely to affect these goals.	_	Organisatio nal analysis	Person analysis	Key skill abilities analysis	В

73	2	Which of these is the benefit of needs assessment?	Assessmen t makes training	Higher training costs	Loss of business	Increased overtme working	Α
74	2	Training needs analysis can take place at organisational; task, andperson levels. At the organisational level, it broadly examines what are the organisation's strategic plans and where is training and development needed to fit into the planning. Organisaional training needs generally occur when:	Information technology systems need upgrading	Governmen t provides additional funding	There is some kind of barrier hindering the achieveme nt of organisatio nal aims	Other competing organisations are conducting extensive training programmes	С
75	2	The first phase of a training programme is a training needs analysis. What does this aim to do?	Identify the training objectives	Produce selection criteria	Establish the training resources required	All of the above	D
76	2	The evolution of training activities has moved towards	Specific on the job requiremen ts using	Time and motion studies	Needs driven by productivit y and	Identifying opportunities to build intellectual	С
77	2	The dignostic process of needs assessment often starts with	A job analysis	A gap analysis	A Concern	An organizationa	В
78	2	Interpretive analysis:	Focuses on the processes used to	Uses talk (accounts, stories, metaphors)	Is a method of job analysis	None of the above	Α
79	2	Training works best under which of the following conditions:	The task is easy and perfection	Correct performanc e is critical	The task is infrequently	None of the above	В
80	2	Completion time of training, cost of resources and number of trainees are variables that must be considered in	selection of employees	delivery of productivity	delivery of training	delivery of performance	С
81	2	Training Objectives should be expressed in	employee behaviour	need assessment	subjective judgement	none of these	С

82	2	Managing tasks effectively' is included in	personal competenci	interperson al	business manageme	Both A and C	Α
83	2	Analysis to Identify specific skills needed for specific job is called	need analysis	competency model	analvsis	Both A and C	С
84	2	Effective negotiation' is included in	competenci	interperson al competenci	business manageme nt	Both A and C	В
85	2	verification of deficiencies in performance to determine training or job rotation is called	need analysis	competency model	task analysis	performance analysis	D
86	2	Training need analysis takes place during which phase of the training process?	deciding what to teach	how to maximize participant	appropriat e instruction	whether training programmes	Α
87	2	Which one of the following is a source of assessing training needs?	performanc e evaluation	attitude survey	advisory panel	all of the above	D
88	2	The following is vertical expansion of the job	Job rotation	Job enrichment	Manageme nt by objectives	All of the above	В
89	2	In most large facilities, who is responsible for reducing unsafe working conditions and reducing unsafe acts by employees?	Chief executive officer	Chief safety officer	Occupatio nal safety and health	Chief operations officer	В
90	2	Communication between two members of a project team from different function, but the same level of authority is	UP ward	Downward	Lateral	Diagonal	С
91	2	Task analysis is also called as analysis.	human resource	role	environme nt	organisationa I	В
92	2	In which type of analysis are corporate goals and plans compared with the existing manpower inventory to determine the training needs?	Organizatio n analysis	Operation analysis	Individual analysis	None of the above	Α
93	2	Retraining is necessary due to changes in jobs, and environment.	function	technology	infrastrutur e	facilities	В

94	2	Information collected in a process ofcan be used for improvement of selection , training and promotion , procedure	Job evaluation	Job discription	Job analysis	Both (b) and ©	D
95	2	In assessing training needs, an examination of production efficiency, labor costs, turnover, and accidents would be part of which training needs analysis?	personnel	task	operations	organizationa I	D
96	2	The best method for conducting a training needs analysis when data needs to be obtained from a large number of	interviews	observation s	questionna ires	focus groups	С
97	2	The most common type of employee training is:	Learning by actually doing the job training	Training on off-the-job equipment	Modeling the behavior of others	A combination of classroom instruction	А
98	2	Which of the following is not a type of training needs analyses?	task analyses	organizatio nal	operations analyses	individual analyses	С
99	2	In traditional focus, providing opportunities for learning is part of	training and developme	performanc e appraisal	recruiting and	numan resource planning	А
100	2	Need for setting program objective is A) Provide direction to the program B) Serve as abasis for evaluation	Option A only	Option B Only	Option A&B both	non of the above	С
101	2	which of the following is the last step in training need assessment process	Performanc e gap analysis	Identifying priorities and opportunitie	Identifying cause of performan ce problem	identify possible solution and growth	D
102	2	Which ofthe following statements about an organizational needs assessment is true?	It uses employee interviews to determine	It identifies,ho w well individuals perform	It indicates gaps between job requireme	It identifies the impact of change on future training.	D

103	2	Only characteristics are included to indicate which attributes make a major difference for a	Critical.	Similar	Different	None of the above	А
104	2	Which of the following is type of skill test	Interest test	Achieveme nt test	Personality test	all of these	D
105	2	KPA stands for	Key performanc	Key perfect areas	Key position	None of the above.	Α
106	2	Training calenders are designed for	facilitate employee	facilitate organizatio n planning	facilitate HR departmen	all of the above	D
107	2	Carefully preparing a training manual so that each idea effectively builds on the previous ideas illustrates which training principle?	Stimulus: meaningful organizatio n of	Response: practice and repetition	Feedback: knowledge of results	Transfer of Training: sequencing the learning	А
108	2	Completion time of training, cost of resources and number of trainees are variables that must be considered in An employee training and development	selection of employees	delivery of productivity	delivery of training	delivery of performance	С
109	2	program which is designed to help the employee get the most out of it has the best results in the long term growth of any organization. Human resources is to play a significant role in the development of this training program. Out of the following factors which factor is the MOST IMPORTANT in designing of a training	Defining outcomes	Hiring trainees	Recruiting trainees	Evaluating the progress of trainees	Α
110	2	What is the MOST important reason for conducting an internal marketing campaign for a new training program?	It protects a company from charges of	It makes HRD more visible to the	It increases employee motivation	It increases the company's reputation in	С
111	2	Before considering specific training techniques, which aspect should be	training goals for	Who is being	training budget	all of the above	D

112	2	The three elements of good training objectives are: (a) they are stated in behavioral terms, (b) they specify the conditions, constraints, and time limitations, and (c) they specify	the standards of acceptable performanc	behaviors that are realistic	socially acceptable activities	what is important to the organization	А
113	2	Transfer of training refers to a trainee's ability to	others what they have	Ovalaato	pass a final exam at the end	they have learned on	D
114	2	Which of the following training programs would most likely be conducted by external training resources?	Harassmen t training	Train-the- Trainer	OSHA training	Orientation	В
115	2	Training process involves	identificatio n of training	formulating training programme	evaluating effectivnes s of	all of the above	D
116	2	The provision of training and practice in an increased range of skill is termed as	job enrichment	job enlargemen t	job enhancem ent	on the job training	В
117	2	Which ofthe following is true of training needs assessments?	They are concerned with employee skill gaps,	They can be eliminated if manageme nt knows	They serve as base line for evaluating training	They do not consider the conditions under which training is	С
118	3	reters to the learning opportunities designed to help employees arow	a. Training	b. Developme nt	c. Education	d. All of the above	ANSW ER: b. Develo
119	3	How does training and development offer competitive advantage to an organisation?	a. Removing performanc e decencies	b. Deficiency is caused by a lack of ability	c. Individuals have the aptitude and	d. None of the above	ANSW ER: a. Removi ng perform

b. Helps c. Provides a. people a good	ER: b.
120 3 Which of the following is a benefit of Improves identify with climate for 0	d. None of Helps
employee training? morale organisatio learning, the contract of the co	the above people
nal goals growth and	identify
a. Creates b. Aids in c. Satisfies	ANSW
121 3 Choose which of the following is a benefit an increasing a personal d	d. None of ER: c.
to the individual while receiving training? appropriate productivity needs of the individual while receiving training?	the above Satisfie
climate for and/ or the trainer	sa
$I = I \setminus I \setminus I \setminus I$ by this is a stan in training $I = I \setminus I \setminus I \setminus I \setminus I$	d. Use of ANSW
122 3 process? Obstacles e	evaluation ER: d.
Teedback in the	models Use of
Which of the following is a method used a. b. Rating c.	d.
123 3 In group or organisational training needs Considerati Scales Interviews Qu	Questionnair
assessment? on of	es
I I I ————— I C Parson I	d. Key skill ANSW
124 3 of the organisation and the trends that are Organisatio Organisatio	abilities ER: b.
nai Support nai analysis	analysis Organ ANSW
a.	
I I IWhich of these is the henefit of needs I I I I I I I I I I I I I I I I I I I	
l lassessment?	
	working ment
department Which of these is an off - the - job training a. b. Job c.	makes ANSW
126 3 which of these is an on - the - job training a. b. 30b c. Television rotation Orientation d.	d. Coaching ER: a.
b.	ANSW
a Career Aggregate	FR· h
127 3 Which of these is a hindrance to effective planning spending C. C	d. Career
training? Spending Mentoring co	counselling / ate
is is	spend
is the name given to a	d. ANSW
	Achievement ER: a.
128 3 techniques that stressed the scientific Manageme Relations Tactor m	motivation Scienti
study and organisation of work at the	theory ic

129	3	Which of the following is a content	a.	b. ERG	c. Equity	d. None of	ANSW
129	3	theory?	Expectancy	Theory	theory	the above	ER: b.
130	3	Who propounded the Need's Theory	a. Frederick Herzberg	b. Alderfer	c. Abraham Harold	d. None of the above	ANSW ER: c. Abraha
131	3	The two factor theory is based on which factors?	a. Hygiene and behavioural	b. Safety and self - esteem	c. Self - actualisatio n and	d. None of the above	ANSW ER: a. Hygien
132	3	What does "E", "R" and "G" stand for in the ERG theory?	a. Export, Risk and Guarantee	b. Exponential , Reliability and Growth	c. Existence, Relatedne ss and	d. None of the above	ANSW ER: c. Existen ce,
133	3	Which of the following is a need that motivates human behaviour as per the achievement motivation theory?	a. Power	b. Affiliation	c. Achieveme nt	d. All of the above	ANSW ER: d. All of
134	3	Which of the following is a process theory?	a. Achieveme nt	b. Performanc e -	c. ERG theory	d. Two factor theory	ANSW ER: b. Perfor
135	3	What are the alternate names used for the expectancy model?	a. Instrument ality theory	b. Path - goal theory	c. Valence - instrument ality - expectanc	d. All of the above	ANSW ER: d. All of the
136	3	Which of the following option, is an important term used in the theory?	a. Inputs	b. Promotion	c. Working condition	d. Responsibilit	ANSW ER: a.
137	3	and came out with a comprehensive theory of motivation called the performance - satisfaction	a. Festinger and Heider	b. Jacques and Patchen	c. Porter and Lawler	d. Weick and Adams	ANSW ER: c. Porter
138	4	Which of the following options is a factor which the equity theory is not clear about?	a. How does a person choose the comparison	b. Carefully explaining to the employees what their	c. Making sure the rewards dispersed are valued	d. None of the above	ANSW ER: a. How does a person

139	4	The refers incentives to variable pay.	a. National Tribunal	b. Internationa I Labour	c. Labour Court	d. None of the above	ANSW ER: b. Internat
140	4	are variable rewards granted to employees according to variations in their performance.	a. Remunerati on	b. Perks	c. Fringe Benefits	d. Incentives	ANSW ER: d. Incentiv
141	4	Which of the below given options is a pre - requisite for an effective incentive system?	a. Increased need for planning	b. Co- operation of workers	c. Manageme nt's commitme nt to the cost and time necessary	d. All of the above	ANSW ER: d. All of the above
142	4	The four categories of incentives are listed by	a. The Internation al Labour	b. The Internationa I Labour	c. World Health Organisati	d. None of the above	ANSW ER: a. The
143	4	In, bonus paid to a worker is equal to 50% of time saved multiplied by	a. Rowan Plan	b. Barth Scheme	c. Bedaux Plan	d. Hasley Plan	ANSW ER: d. Hasley
144	4	what is the percentage of bonus received by a worker against the number of points earned?	a. 50%	b. 75%	c. 25%	d. None of the above	Hasley ANSW ER: b. 75%
145	4	In Taylor's differential piece rate system an inefficient worker is paid only of	a. 120%	b. 75%	c. 80%	d. None of the above	ANSW ER: c.
146	4	The following is (are) the benefit(s) of training.	(A) Increased	(B) Reduced	(C) κeduced	(D) All of the above	(Ans: D)
147	4	The following training aims to provide broad training to enable the trainee to take up a wide variety of tasks within his	(A) Demonstrat ion	(B) On-the- job training	(C) Apprentice ship	(D) All of the above	(Ans: C)
148	4	Demonstration type of training method is used to train	(A) Workers	(B) Supervision	(C) Managers	(D) All of the above	(Ans: A)
149	4	The following is not a part of lower level management	(A) Worker	(B) Foreman	(C) Supervisor	(D) Inspector	(Ans: A)

		A homogenous group of men from					(Ans:
150	4	the plant constitutes an ideal conference	(A) 8-10	(B) 12-15	(C) 18-20	(D) 22-25	B)
151	4	The following method is used to give to trainees the important information in permanent form for immediate of future	(A) Lecture methods	(B) Conference	(C) Written instruction al method	(D) Training within the industry	(Ans: C)
152	4	Training within the industry (TWI) scheme imparts training in	(A) Job instructions	(B) Job rotation	(C) Job method	(D) All of the above	(Ans: D)
153	4	The following is not a on the job training method	(A) Understudi es	(B) Job rotation	(C) Manageme nt by	(D) Case study method	(Ans: D)
154	4	The following is vertical expansion of the job	(A) Job rotation	(B) Job enrichment	(C) Manageme nt by	(D) All of the above	(Ans: B)
155	4	is widely used for human relations and leadership training	(A) Business games	(B) Role playing	(C) Cáse study method	(D) Job rotation	(Ans: B)
156	4	Personnel management of an organisation specifically deals with human resources in respect of	(A) Their	(B) Develop their skills, knowledge and attitude	(C) Their motivation towards the attainment of	(D) All of the above	(Ans: D)
157	4	Personnel management is a	(A) Point of view	(B) Technique	(C) Philosophy	(D) All of the above	(Ans: D)
158	4	The following is (are) the key components of a business process Re-engineering programme?	Product developme nt	Service delivery	Customer satisfaction	All of the above	(Ans:d)
159	4	The actual achievements compared with the objectives of the job is	performanc	Job evaluation	Job description	None of the above	(Ans:a)
160	4	The following is (are) concerned with developing a pool of candidates in line with the human resources plan	Developme nt	Training	Recruitme nt	All of the above	(Ans:c)
161	4	Majority of the disputes in industries is (are) related to the problem of	Wages	Salaries	Benefits	All of the above	(Ans:d)

162	4	In an organisation initiating career planning, the career path model would essentially form the basis for	Placement	Transfer	Rotation	All of the above	(Ans:d)
163	4	Section of the Industrial Disputes Act 1947, states that an	24-F	24-G	25-F	25-G	(Ans:d)
164	4	Performance development plan is set for the employee by his immediate boss.	Employer	Department Head	Immediate boss	Any of the above	(Ans:c)
165	4	The following type of recruitment process is said to be a costly affair.	Internal recruitment	External recruitment	Cost remains same for	All of the above	(Ans:b)
166	4	The following is (are) the objective(s) of inspection.	Quality product	Defect free products	satisfactio n	All of the above	(Ans:d)
167	4	Large recruitment problematic and vice-versa	Less	More	Any of the above	(Ans:a)	
168	4	The programme once installed must be continued on a permanent basis.	Job evaluation	Developme	Recruitme nt	All of the above	(Ans:a)
169	4	The following person has suggested the new concept which takes into account various key factors that will tell the overall	Elliot Jecques	Fred Luthas	Juran	None of the above	(Ans:a)
170	4	For closure, every worker is to be compensated with average pay for every year of service completed	15 days	20 days	25 days	30 days	(Ans:a)