



**ECGS**  
**EDUCATION**

## **Practice Questions BRL-106 (Managing Human Resources)**

1. Define Human Resource Management. How is it different from Personnel Management?
2. What are the main objectives and functions of HRM?
3. Explain the importance of HRM in the retail sector.
4. Describe the process of Human Resource Planning in retail.
5. What are the sources of recruitment in the retail industry?
6. Explain the steps involved in the selection process of retail employees.
7. Discuss the challenges of recruiting frontline staff in retail.
8. What is the need for training in retail organizations?
9. Explain any four methods of employee training used in retail.
10. What is the difference between training and development?
11. What is performance appraisal? Explain the methods used in retail.
12. Discuss the importance of employee motivation in the retail sector.
13. Explain any two motivational theories relevant to HRM.
14. What are the key performance indicators (KPIs) for evaluating retail employees?
15. What are the different types of compensation provided to retail employees?
16. Explain the role of incentives and rewards in improving employee performance.
17. Discuss the components of a salary structure in retail organizations.
18. What are the common causes of employee turnover in retail and how can it be minimized?
19. Explain the significance of employee welfare and safety measures.
20. Discuss any two major labor laws applicable to retail employees in India.