1. a) What do you mean by Compensation?  
   b) ‘Job Evaluation determines the worth of the job’. Do you agree?  
   c) What do you mean by incentive payments?  
   d) What do you mean by compensation of Special Groups?  

   \(4 \times 5 = 20\)  

2. Total Rewards include both monetary and non-monetary rewards’. Discuss.  

\(20\)  

3. Discuss the various factors which influence compensation decisions.  

\(20\)  

4. a) What are the differences between Performance Appraisal and Job Evaluation?  
   b) Discuss the concepts of Internal and External equity.  

\(10\)  

5. Write notes on:  
   a) Any two economic theories of compensation  
   b) Various types of Retirement Plans  

\(2 \times 10\)  

6. a) What do you mean by components of Compensation?  
   b) Discuss the compensation package of any one Special Group.  

\(10\)  

7. Write brief notes on:  
   a) Pay Commissions  
   b) International Compensation  

\(2 \times 10\)