

## **Human Resource Management and Organizational Behavior**

The sample questions are related to the JAIBP Stage 2 course "Human Resource Management and Organizational Behavior". The students are advised to thoroughly read the exam guidelines and the syllabus guide for this course before start studying for the paper. The questions are shared to give an idea to the student about the paper format and types of questions. For further information visit the IBP website <a href="https://www.ibp.org.pk">www.ibp.org.pk</a>

## **Multiple Choice Questions**

## Each MCQ carry one mark.

Q1.	The technique used when an	employee and his/her	superior jointly estab	lish performance goals fo
	the future, is known as:			

A. Whistle Blowing Policy

B. Management By Objective (Answer)

C. Peer Assessment

D. Code of Conduct

**Q2.** \_\_\_\_\_ is a document that describe the general tasks, or other related duties and responsibilities of a position.

A. Job Description (Answer)

B. Job Rotation

C. Job Specification

D. Job Analysis

Q3. In sales positions, a certain percentage of every sale made or a fixed amount is paid to the sales person who makes the deal from every unit sold. This amount is called:

A Bonus

B. Compensation

C. Commission (Answer)

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D. Increment