**JAIPURIA INSTITUTE OF MANAGEMENT, INDORE**

**PGDM**

**FOURTH TRIMESTER (Batch 2021-23)**

**END TERM EXAMINATION, NOV-2022**

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| Course Name | **Talent Acquisition** | Course Code | **40322** |
| Max. Time | **2 hours** | Max. Marks | **40** |

**INSTRUCTIONS:** All questions are compulsory.

**Q1**. Assume a retail chain is looking to refine its selection of workforce. Please illustrate how you would position or sell the idea of using a strategic staffing approach to the management of the organization.

 **(8 Marks)**

**Q2.** It could be argued that the selection process identifies candidates who are competent in the selection process rather than candidates who are most competent to perform the job on offer. Please discuss this in relation to all forms of selection.  **(8 Marks)**

**Q3.** Discuss what recruiter characteristics that matter to you when you are applying for a job. Which recruiter characteristics do not matter much or at all? Cite reasons.  **(8 Marks)**

**Q4.** Illustrate what criteria would you consider before finalizing an assessment method to select prospective candidates? Discuss with the help of an example.  **(8 Marks)**

**Q5.** Analyze how technology can be used best to socialize new employees and get them productive as quickly as possible? When would using technology not be a good way to socialize employees? **(8 Marks)**

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