

Reg No.: _____

Name: _____

APJ ABDUL KALAM TECHNOLOGICAL UNIVERSITY

Fourth Semester MBA Degree Regular and Supplementary Examination May/June 2023

Course Code: 20MBA220**Course Name: HR Consulting: Profession and Practice**

Max. Marks: 60

Duration: 3 Hours

PART A*Answer all questions. Each question carries 2 marks*

Marks

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|---|---|-----|
| 1 | Define HR Consultancy and list out its major scope | (2) |
| 2 | Differentiate between internal and external consultants | (2) |
| 3 | Define Positive Deviance Approach | (2) |
| 4 | Differentiate between Explicit and Tacit knowledge | (2) |
| 5 | List down the scope of HR consultancy | (2) |

PART B*Answer any 3 questions. Each question carries 10 marks*

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| 6 | Discuss the multiple roles of the consultant and the respective levels of consultant activity in problem solving. | (10) |
| 7 | The hardest part of consulting is coping successfully with resistance from the client. Discuss the different methods of coping up with internal resistance from clients | (10) |
| 8 | Discuss how project management tools can be useful in HR consultancy | (10) |
| 9 | List out any 5 HR consultancy firms in India Discuss the scope of HR Consulting firms and its future in India. | (10) |
| 10 | 'The interaction between clients and consultants during consulting projects is essential for their success and of consulting companies'. Elaborate on how to manage client consulting relationships? | (10) |

PART C*Compulsory question. This question carries 20 marks*

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| 11 | a. Discuss how Knowledge Transfer Matters in Business Problem Solving. | (10) |
| | b. Elaborate on the stages of Knowledge Transfer in a firm and brief on how can it be effectively implemented. | (10) |
