

# Analysis on Performance Appraisal on Infojini

Nivedita Pandey

## ***Abstract:***

The purpose of this research study is to investigate the effectiveness of performance appraisal in motivating employees. Performance appraisal is a process of assessing an employee's job performance and overall contribution to an organization. The main objective is to determine the impact of performance appraisal on employee motivation, which in turn affects their job performance and productivity positively.

The research design used in this study is descriptive in nature, and data collection is done using primary data collected through questionnaires. The study includes 100 respondents who were selected through a suitable sampling technique. Based on the analysis of the collected data, it has been observed that the current performance appraisal system of the organization is satisfactory, and employees are generally satisfied with it. The study also found that feedback and increased productivity are the main factors that motivate employees in the organization. Moreover, the organization has a friendly work environment, which has contributed to employee motivation. The results of the study suggest that there is no need for the organization to impose any specific measures to address employee performance assessment issues since the current system is well received by the employees.

In conclusion, this research study highlights the importance of performance appraisal in motivating employees and improving their job performance. The results of the study can be used by organizations to optimize their performance appraisal systems and ensure employee motivation and productivity.

## ***Keywords :***

Performance appraisal, infojini, employees, motivation, job fulfillment.

## ***Introduction:***

The topic of performance appraisal in human resource management has received significant attention, with forced ranking being a notable development. However, the Indian government's Department of Public Enterprise has mandated the adoption of a forced distribution based on a bell curve for performance-related pay, which has had negative effects on executives' morale and motivation in companies such as Infojini. To assess the actual situation at Infojini regarding their appraisal process and its potential impact on managers' motivation and morale, this study aims to gather primary data using an unpredictable model-based survey and telephone interviews with bosses and managers at Infojini. The study also utilizes existing literature available at the FELU library, search engines such as Google, Jstor, and Mendeley, as well as internal records of Infojini and data available on the DPE's website. The analysis of the gathered data is conducted using SPSS tools. This study provides an overview of performance appraisal practices in HR management, with a focus on the forced distribution process. Additionally, it offers insights into Infojini's performance assessment practices and its appraisal process for public sector associations in India. An observational review is also conducted to better understand Infojini's managers' perspective on the performance assessment process and its effects on social outcomes. The study highlights the importance of HR systems, including the assessment cycle, in shaping managers' behavior and performance outcomes. However, the study also reveals the challenges associated with the current performance assessment process at Infojini. Further research is needed to better understand the practical implications of performance assessment systems in various contexts.

## ***Literature review:***

This essay examines the development of organisations and how it has affected the welfare of their workforce. In order to determine whether there is a link between performance evaluation in organisations and the social effects of employee perceptions, it studies the function of performance assessment in organisations as a component of human resource structures. The study demonstrates how organisations have changed over time by examining different facets of organisational philosophy from antiquity to the present. It also covers how legal theory has evolved in diverse contexts and how organisations have continued to adapt to new conditions. The article concludes by examining how influential figures like Adam Smith, Max Weber, and Karl Marx worked to promote economic and social progress in the late 18th and early 19th centuries, as well as how social scientists like Taylor, Mayo, and Gilbreths continued to advance similar concepts in the 20th century.

Uninformed (2015) defines an association as a social component that is objectively put together, purposefully organised, and engaged in activities related to the outside environment. Dam and Marcus (2007) go on to say that an association is about people working together to accomplish a shared objective. There are various speculative ideas about associations, which reflect the social and economic development of the world at the time they were conceptualised as well as the influence of social thinking at various times. Three hypothetical systems—Normal Systems Theory, Standard Systems Theory, and Open Systems Theory—are presented by the Structures point of view on the association. The Open Systems Theory contends that all connections identify with their current circumstances and engage in activities that are connected to those situations, whereas the Practical Systems Theory is supported by a few widely accepted hypotheses.

There are formal and informal affiliations from the standpoint of progressive development. Formal affiliations have clearly defined structures with specific commitments and experts for certain constituents and exist to fulfil explicitly articulated aims. According to the resource-based model of business partnerships, a company's success is largely dependent on the importance, exceptional quality, and special resources that make up its workforce, as well as how successfully it is able to make use of these resources. The phrase "HR" was first used by Centre in 1893, and it is now regarded as a crucial and extraordinary resource. The most fundamental and important division within businesses in the cutthroat global market of today is human resources.

Companies must hire individuals with unique and superior skills or adopt HR procedures that take separation into account in order to potentially acquire the upper hand. According to HR theory, each individual represents a variety of skills that directors might hire. The board (HRM) is a crucial component of the HR structure of any organisation and is crucial to reaching real goals. HRM covers a range of topics, including the collection of human resources, decision-making, planning and improvement, pay and rewards, performance trailblazers, coordination of occupational advancement and improvement, and board interactions. These theories and methods have evolved over time by drawing on a variety of modest direct assessments and suppositions, including limit, incentive, and opportunity (AMO) suppositions, probability suppositions, and various levels of levelled direct suppositions.

While probability speculation examines the sufficiency of HRM practises in light of the particular situation or setting in which they are used, different levels of direct speculation examine the assessment of human leadership in organisations and how it affects credible execution. The importance of modifying workers' abilities, motivation, and opportunities to reach ideal performance is included in the limit, motivation, and opportunity (AMO) hypothesis. Resource-based theory, HR theory, office theory, and social exchange theory

are the three primary theories of motivation. Resource-based theory emphasises the value of human resources as a key and captivating resource that can put associations in a precarious situation. Office theory focuses on the interaction between subject matter specialists and associations, social exchange theory on the value of social relationships and exchanges among workers and associations, and HR theory believes that HR is a significant asset or capital for associations.

The social exchange theory emphasises the value of interpersonal relationships, trust, and communication between workers and associations, which in turn promotes accountability, stability, and performance in the workplace. Strong HR practises can help an organisation operate better, and this is widely recognised. Research has been done to explore the relationship between HRM frameworks and progressive execution. According to Huselid's (1995) research, a number of HR procedures known as "first class execution work structures" (HPWSs) are linked to turnover, financial advantages, and the reputation of the company. According to Bowen and Ostroff (2004), a well-established HR system makes it more probable that there will be a stronger correlation between HRM structures and execution. According to Nishii, Lepak, and Schneider (2008), the reasonability of HR practises depends critically on agents' assessments of the motivations driving those practises. Based on the impact of HR practises on professional satisfaction, Guest et al. (2012) discovered that there is a well-established relationship between HRM practises and legal execution. According to Hatfield, Cacioppo, and Rapson (1994), emotions and social tendencies—both pessimistic and optimistic—are hard to resist. Many theoretical works, including the "lively valuable expert proposition," the activation responsibilities thought of the work relationship, and the social exchange theory, have been directed to spread an association between worker success and their performance. According to these research, agents who look to the organisation for encouragement and favourable treatment will be happier in their jobs, which will result in higher levels of positive energy and responsibility at work. HR practises may influence legitimate performance by increasing agents' passion and drive to take part in both in-work and discretionary work space approaches, according to HRM models.

According to Fredrickson's (2001) broaden and build (B&B) hypothesis, euphoria, fulfilment, and premium grow care are more significant than pessimism in advancing creative behaviour. To establish a link between HRM structures and various types of levelled performance, a superb assessment strategy has been applied in the field of HRM pioneers. Business security, execution-based major remuneration, organising, the waning of status differences, and information exchange, according to Pfeffer (1998), Armstrong and Taylor (2014), have the potential to positively affect execution. According to Huselid's (1995, Guest, Paauwe, and Wright, 2012) analysis, several of the HR procedures referred to be "unavoidable execution work plans" (HPWSs) were associated with employee turnover, financial benefits, and firm market reputation. According to Bowen

and Ostroff (2004), a well-established HR structure makes it possible for HRM plans and execution to be more closely related. They also emphasise how crucial it is to implement HR practises sensibly if you want to get the desired performance results. According to Nishii, Lepak, and Schneider (2008), the prevalence of HR practises is influenced by delegates' perceptions of the goals behind those practises. According to delegate performance, Guest et al. (2012) discovered a link between HRM practises and various levels of execution. According to Hatfield, Cacioppo, and Rapson (1994), lead affinities and feelings are both strong. Different hypothetical projects, such as the "joyful critical expert suggestion" (Cropanzano and Wright, 2001; Staw, 1986), the "inciting responsibilities contemplated the work relationship" (Walk and Simon, 1958), and the "social exchange speculation" (Blau, 1964), have been developed to investigate the connection between assign attainment and performance. According to these evaluations, employees who look to the association for encouragement and positive treatment will be happier in their jobs, which will result in increased optimism and accountability at work. According to responsibility-based HRM models, unleashing agents' passion and drive to engage in both at-work and elective workplace ways of controlling behaving can have a positive impact on final performance. According to the create and-make (B&B) theory, positive emotions like enthusiasm, fulfilment, and interest inspire inventive strategies to control behaviour. The assumption behind much of the research in the area of HR board structures is that effectively implemented HR practises can lead to favourable workplace outcomes. Best practises and strategies include company protection, incentives centred on high salaries, planning, lowering status disparities, and information exchange have been discovered in a number of research. The need of a solid HR framework with high levels of originality, consistency, and comprehension was emphasised by Bowen and Ostroff (2004). According to Nishii, Lepak, and Schneider (2008), the suitability of delegates depends on their perspective on the goals that drive HR practises. In light of the effect of HR practises on professional happiness, Guest et al. (2012) discovered a moderate correlation between HRM practises and progressive execution. Boselie, Dietz, and Help (2005) investigated the direct relationship between HRM inputs and advancement outcomes, referring to various components and outside variables that can influence lawful execution. Armstrong (2012) defined the causative weakness as the "black box quirk," which refers to the fact that it is still unknown how HR practises translate into actual execution outcomes. To fully comprehend the complexity and nuanced aspects of this interaction, more study is required.

### ***Performance management and Performance appraisal :***

According to Leonard, Lussier, and Hendon (2015), achieving successful performance requires a combination of approach to action and results, and factors such as HR,

skills, data, experience, demeanor, and potential are essential. Studies by Rao (2004), Paauwe (1994), Kamoche (1996), and Boxall (1996) have highlighted the importance of individuals with exceptional abilities who fulfill the standards of critical worth, uniqueness, superiority, and non-substitution proposed by Barney (1991). Effective performance management systems are crucial to ensure that employees meet organizational goals and to evaluate their performance, as stated by Cardy and Leonard (2011).

Performance management is a critical process for achieving goals and managing people to increase the likelihood of success. It provides a framework for managing HR responsibilities and transforming potential into performance. HR plays a vital role in achieving different levels of performance, according to various studies that have identified critical limits. Managing HR performance is essential for organizations to achieve real results.

Performance management is a strategy used by organizations to manage their HR to achieve desired outcomes. It involves setting up systems and structures that promote the best quality and level of performance. According to Cardy and Leonard (2011), successful growth in performance requires a thorough evaluation and assessment from leaders. Weiss (1997) describes performance management as a process for establishing a shared perspective on what needs to be achieved and how to achieve it and a method for managing people that increases the likelihood of success.

Pulakos (2009) suggests that managers are a critical HR communication channel that conveys the organization's objectives to employees and drives their behavior towards achieving goals. Kandula (2006) defines performance management as a comprehensive process that includes planning, monitoring, developing, and improving performance and related skills. Rao (2004) identifies several performance elements, such as results or outcomes, feedback, time, focus, quality, and cost perspectives.

They present the Chiefs Cycle, consisting of four steps: HR decision-making, goal setting, behavioral expectations and standards, formal review, performance appraisal, and performance appraisal by the manager. Sahu (2009) presents a goal-oriented display board system (PMS) cycle that provides employees with clear and practical targets to work towards. SHRM and PDI (2000) conducted a survey of 480 HR professionals across various organizations to gain insights into performance management practices and their concepts in contemporary organizational settings. This survey data provides a comprehensive understanding of performance management practices and their ideas. Performance assessment is a crucial aspect of managing employee performance, and it has evolved over time to incorporate various theories and practices to improve the process. The concept of performance assessment has been around for over a century, and it

draws from various theories of motivation, such as Maslow's hierarchy of needs, Herzberg's two-factor theory, and Vroom's expectancy theory, among others.

Performance assessment involves several tasks, including identifying employee training needs, objectively evaluating employee performance, identifying employees with improvement potential, and providing coordination and guidance. The results of performance assessments are used for various purposes, such as making workforce decisions, including pay, promotions, transfers, and support systems, and planning for improvement.

Research has shown that performance evaluations can significantly impact the evaluation framework and results, and studies have demonstrated that the development of performance assessment leads to improved performance. However, Ferris et al. argue that further assessment is necessary to understand the effect of social, situational, deep, and mental factors on performance evaluation coordinated by managers. They emphasize the importance of understanding the context in which performance assessment occurs to interpret the approach to acting of raters accurately. Overall, performance assessment is a vital tool for managing people and organizations and can help facilitate continuous improvement and development of employees in the workplace.

### ***Infojini: A Brief Presentation :***

Infojini is an association that has been seen as maybe of the fastest creating association on the INC 5000 overview for the past five years. With more than 13 years of inclusion, Infojini offers various organizations including staff development, programming headway, site and adaptable application plan and improvement, application sponsorship and backing, cloud organizations, and organization insurance deals with clients. The association has worked with Fortune 500 associations and government clients like the Region of Maryland, Domain of Texas, Area of Washington, Territory of California, among others.

Infojini exceptionally regards working at the intersection point of business and advancement to chip away at clients' presentation and make sensible motivation for accomplices. The association's thriving is credited to its phenomenal people, cycles, and advancement, all dedicated to putting everything in order appropriately. Infojini understands that development needs to serve authentic business needs and that IT organizations should be completed by people. Subsequently, the association revolves around understanding clients' industry-express necessities and meeting them with extraordinary people who have both particular capacities and dedicated disposition and social capacities.

At Infojini, the goal is to help individuals with quickly seeing and explore the full degree of large business and online information open to seek after better-instructed decisions. The association's open, electronic plans help to gather, look at, and coordinate coordinated and unstructured mechanized information, presenting it in a lone, bound together course view that effectively shows content in setting.

Infojini's vision is to achieve overall IT organizations authority by offering some advantage added, fantastic IT deals with any consequences regarding clients in picked level and vertical parts. This goal is achieved by joining development capacities, space expertise, process focus, and an assurance to long stretch client associations. Fascinated individuals can examine the association's relevant investigations to fathom how they have planned their clients' success.

### ***Research methodology:***

This study uses both fundamental and helper investigation techniques to address the assessment questions. Discretionary assessment is an examination and interpretation of existing fundamental investigation revelations, while fundamental investigation incorporates interesting consistent assessment of a subject or eccentricity. A logical examination approach has been taken on, utilizing various wellsprings of data, including inside sources from the association under study, sources from the Part of Private Undertaking (DPE), and other secret region associations.

Both emotional and quantitative methods are used for data assessment. Abstract procedures were used to see the value in the impression of Infojini bosses concerning the ensnarements of the display assessment process and its impact on confirmation and motivation. Quantitative procedures were used to endorse these experiences.

### ***Qualitative analysis on appraisal system:***

The emotional investigation finished for this proposition means to appreciate the perceptions and experiences of overseers in Infojini concerning the show assessment process and its impact on execution results. In spite of the way that there are different kinds of abstract assessment methods, for instance, part discernment, which have been fought to be unmatched sometimes, Trow (1957) suggests that talking is more appropriate for explicit purposes.

Emotional talking thinks about the examination of various experiences, suggestions, ends, attitudes, and feelings that people generally have (Gubrium and Holstein, 2001). This methodology is huge for translating and getting a handle on the how and why of a given characteristic, rather than basically gathering evident information on how much or the quantity of (Warren, 1988). As needs be, it is an ideal

technique for exploring the appreciation and perspective on directors at Infojini about the control system in their show assessment.

Given the constraints of driving part discernment in Infojini, the gathering method is picked as the fundamental investigation technique for this audit. By using this procedure, the expert can secure a significant perception of the chiefs' experiences and bits of knowledge, and translate their responses to the investigation questions. The gathering strategy is thusly basic for achieving the investigation focuses of this survey.

### ***Interview data analysis:***

Following driving gatherings with an illustration of Infojini's regulatory laborers, the responses were penniless down to conclude their points of view on the assessment cycle. Of the seven interviewees, five (71%) acknowledged that the collaboration up to the period of control through obliged flow was overall around coordinated and met its objectives. Regardless, 29% of the interviewees felt that the goal setting cycle should be standardized. All respondents (100%) agreed that the equilibrium cycle to achieve a common ringer twist formed scattering was done in a flighty manner. A bigger piece of the respondents (86%) acknowledged that including itemizing/assessing authorities yet to be determined cycle to get right analysis would chip away at the value of the coordinated rating. In addition, 71% of the interviewees imparted that the reasoning behind the change of assessments was addressed by overseers due to the shortfall of consistency in the guided examinations year to year. Two respondents (29%) felt that the system was inappropriate because the equilibrium was finished considering the 'closeness' of significantly assessed chiefs to senior organization.

Four (57%) of the respondents agreed that compelled apportionment is normal for seeing capacity, yet suggested that recording the diversion for cutting down or raising examinations during the control collaboration would additionally foster sensibility and straightforwardness. Also, 57% of the interviewees felt that there should be most outrageous update limits, say 10-15%, during balance. One respondent (14%) prescribed that there should be a story level of around 70-75 in hard and fast by and large assessing score to avoid managers feeling horrendous. Three (43%) respondents recommended that the coordinated authenticity scores should only be used for execution pay (requested by DPE) and the main evaluations should be considered for progressions. Most of the interviewees (71%) felt that the soul and motivation of chiefs isn't generally affected by the coordinated examinations since there are various useful things in Infojini. Figure 8 gives a graphical depiction of the above examination.

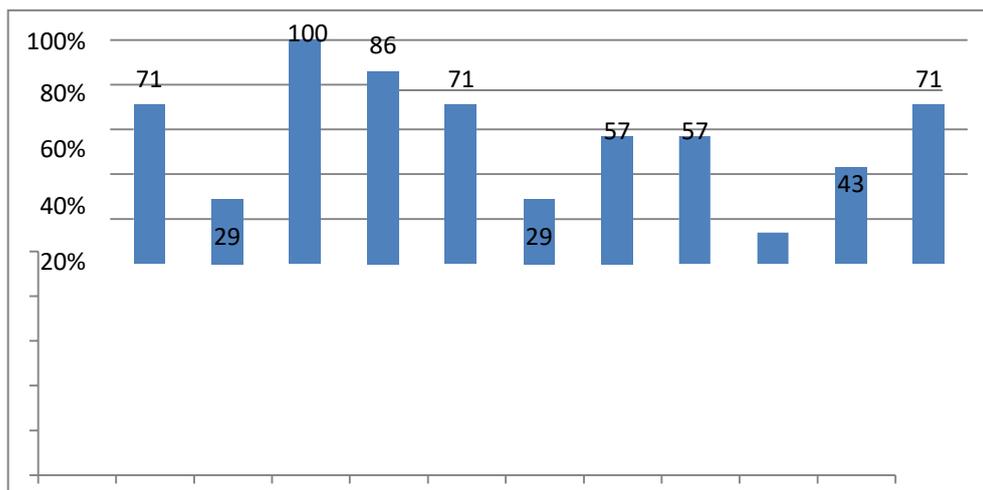


Figure : Qualitative rating (in %) of appraisal process in Infojini by interviewed manager

The outline results show the prerequisite for redesigns in the system to work on its goodness, standardization, and straightforwardness, as well as the presence of intervention. Yet the control cycle is viewed as uneven and unique, the survey suggests that other convincing variables in the association's HR systems could direct any impact on the soul and motivation of bosses. More assessment is essential to conclude the relationship or impact of the assessment and obliged spread set up offset process as for the presentation, soul, and motivation of the association's chiefs.

### ***Findings and discussion:***

The recurring pattern segment summarizes the revelations of both abstract and quantitative investigation presented in the past part and analyzes their significance and importance thinking about the reviewed composition. Besides, it explores the implications of the revelations for Infojini and suggests express measures for the association's organization to consider. The part furthermore perceives the limitations of the survey to make future investigators aware of expected inadequacies and objectives of investigation in regards to this.

The composing overview coordinated in this study uncovered that the insightful assessment on the display assessment process with an accentuation on the obliged scattering process has a couple of openings. This focus on Infojini, an Indian CPSE, hopes to address the black-box issue highlighted in the composing concerning the connection between's laborer impression of HR processes in affiliations and their effect on delegate social outcomes. The going with fragment summarizes the disclosures of the audit.

**Appraisal process:** The composing study, discretionary data assessment, and interview disclosures in the abstract investigation have uncovered that the show assessment plan of Infojini relies upon speculative pieces of execution the leaders and is for the most part impacted by government rules and classified region practices. Anyway, contrasts have been found in the execution of these standards, particularly in the control cycle. The balance scorecard approach recommended by the DPE isn't used there of psyche, there is moreover a qualification in the method for managing the usage of assessment assessments diverged from other classified region associations. The quantitative investigation has shown that the directors of Infojini see the assessment cycle unfavorably, with the most raised negative acumen found among bosses in the E6-E7 level band.

**Employee behavior:** The composing study recommends that specialist perspective on a presentation assessment cycle could altogether influence working climate direct. Regardless, the emotional investigation coordinated through interviews didn't clearly show an enormous impact of the assessment cycle on specialist resolve, motivation, and obligation. Strangely, the last quantitative examination coordinated through hypothesis testing exhibited that the level of certainty, motivation, obligation, and other definitive approaches to acting of chiefs at Infojini can't be considered perfect and are unequivocally related with their impression of the assessment system.

The examination found that the most diminished levels of these social pointers were among bosses in the E6-E7 level band. Despite these disclosures, the survey saw that Infojini's turnover speed of under 1% isn't an excuse to be stressing out.

### ***Recommendations:***

Considering the survey summarized in the previous section, the going with proposition are proposed to additionally foster the show assessment process at Infojini:

- The show and expected pieces of the assessment collaboration should be disengaged from each other.
- The balance scorecard approach should be executed for all levels of chiefs.
- The show part may be coordinated by the Part of Public Endeavors (DPE) rule, reducing the case of dispersal to a furthest reaches of five levels.
- The potential assessment part may not exactly be scattered in the model urged by DPE, but an extent of compelling a spread could help in standardization and taking out circumspection.
- Any compelled flow causing a more than 10% change in rating should be maintained by a formed help approved with real factors.

- Progressions to higher positions should be established essentially on potential for future positions, with a high inclination for conceivable outcomes.
- The entire assessment cycle should be made absolutely direct to the evaluate through on-line access.
- The discussion and info gatherings should be truly finished to increase trust between the rater and the ratee.

Regardless, it is recommended that a point by point examination of the show assessment process be finished in Infojini and other public region associations in the metal and power region in India and elsewhere preceding executing the proposed changes.

## ***CONCLUSION:***

The black-box idiosyncrasy analyzed in the composition (Alvesson, 2009 in Armstrong, 2012; Boxall and Purcell, 2011) mists the association between various HR processes, laborer direct, and legitimate execution. Associating various leveled results with unequivocal HR processes isn't reachable since these cycles don't occur in disengagement, and external factors can affect the results. This investigation revolves around the variability of human direct in relationship considering contribution in a HR cycle planned to manage execution.

The fundamental and assistant assessment drove in this study suggests that the show assessment process for managers in Infojini doesn't meet the systems and practices of other critical public region associations in the USA or the contemporary overall example, which is pervasively against the compelled allotment in examinations. Contrasts found in the execution of DPE rules and the ringer shaped spread of assessments exhibit that there is a necessity for a review of the preparation in Infojini.

Infojini, a central public region association of the USA with Fortune 500 status, has achieved overall mind boggling execution due to its significantly qualified and gifted regulatory work force. In any case, the assessment reveals a not so great level of progressive obligation, positive work space disposition, and lead among Infojini's chiefs at this point, which includes concern. The revelations propose a positive connection between's bosses' impression of the show assessment process and their points of view. Subsequently, positive undertakings of the leaders to chip away at the goodness, straightforwardness, objectivity, and standardization of the assessment cycle will determinedly influence the bosses. Regardless, since the continuous presentation assessment process isn't seen well by bosses across levels and regions, there is a necessity for a study of the cycle.

Despite low levels of progressive obligation, the association has a low turnover rate in light of occupation market conditions in the USA and expert steadiness needs of the greater part of chiefs at the mid-business level. The expert acknowledges that turnover assumptions may not commonly be reflected in certifiable turnover rates and that other good progressive components, social and family effects and needs, security needs, sensation of fear toward leaving an undertaking where one is gifted and certain, and tension toward character crisis in another affiliation may be expecting a critical part in genuine turnover rates. In any case, further investigation is supposed to spread out these speculations.

Further assessment is supposed to conclude the opportunity and level of impact of other HR systems of Infojini on specific work space direct of the overseers. Additional audit is moreover expected to conclude how much the negative or constructive outcome of various pieces of the show assessment process is overshadowed by other HR structures of the association, for instance, pay and benefits, occupation orchestrating and headway methodologies, government retirement assistant measures, manager steadiness necessities of executives, work culture, and definitive discipline.

## References:

- Armstrong, M. (2012). *Armstrong's Handbook of Management and Leadership: Developing Effective People Skills for Better Leadership and Management*. s.l.: Kogan Page.
- Baron, A., & Armstrong, M. (2007). *Human Capital Management: Achieving Added Value Through People*. s.l.: Kogan Page Publishers.
- Baron, A., & Armstrong, M. (2007). *Human Capital Management: Achieving Added Value Through People*. s.l.: Kogan Page Publishers.
- Bhattacharyya, D. K. (2011). *Performance Management Systems and Strategies*. New Delhi: Pearson Education India.
- Jawahar, I. M., & Williams, C. R. (1997). Where All the Children Are Above Average: the Performance Appraisal Purpose Effect. *Personnel Psychology*, 50(4), 905–925.
- Kirkpatrick, D. L. (2006). *Improving Employee Performance Through Appraisal and Coaching*. New York: AMACOM.
- Leopold, J. (2002). *Human Resources in Organisations*. Harlow: Pearson Education
- Miller, R. L., & Brewer, J. D. (Eds.). (2003). *The A-Z of Social Research: A Dictionary of Key Social Science Research Concepts*. London: SAGE Publications.
- DPE. (2014a). *List of Maharatna, Navratna and Miniratna CPSEs*. Retrieved September 2, 2015, from [http://dpe.nic.in/publications/list\\_of\\_maharatna\\_navratna\\_and\\_miniratna](http://dpe.nic.in/publications/list_of_maharatna_navratna_and_miniratna)
- Davis, B. P., & Rogers, B. (2000). Managing the “C” Performer: An Alternative to Forced Ranking. *Development Dimensions International*, 1–5.
- Armstrong, M., & Taylor, S. (2014). *Armstrong's Handbook of Human Resource Management Practice* (13<sup>th</sup> ed.). s.l.: Kogan Page.