

**S.D.E.**

**B.B.A. (2006 COURSE) SEM-VI : SUMMER - 2018**

**SUBJECT : ELECTIVE-III (A) TRAINING AND DEVELOPMENT (HR)**

Day : **Wednesday**

Date : **06/06/2018**

**S-2018-4328**

Time : **10.00 AM TO 1.00 PM**

Max. Marks : 80.

**N.B.:**

- 1) Attempt any **FIVE** questions from Section-I. Each question carries 10 marks.
- 2) Attempt any **TWO** questions from Section-II. Each question carries 15 marks.
- 3) Answers to both the sections should be written in the **SEPARATE** answer books.

**SECTION-I**

- Q.1** State with examples as to how training needs are assessed? (10)
- Q.2** What is training design? Explain process of training design. (10)
- Q.3** When your BPO unit recruits only BBA candidates, why then you need to assess their training needs? (10)
- Q.4** What is training evaluation? State methods of training evaluation and why evaluation is a must. (10)
- Q.5** Elaborate in detail factors to be considered in selection of various training methods in an organization. (10)
- Q.6** Explain as to how one can identify training needs of freshly selected group of 20 BBA candidates to be posted as salesmen, in your organization. (10)
- Q.7** Write short note on any **TWO** of the following: (10)
- a) Off the job training
  - b) Cost of training
  - c) Advantages of training.

**SECTION-II**

- Q.8** What various factors you would consider for developing and implementing a training program for developing successful salesmen of a retail shop? Give an outline of your proposed training program. (15)
- Q.9** 5'S' technique training is being planned in your organization. As a HR Manager, prepare a plan for the said training and state how would you go about. (15)
- Q.10** Design a training evaluation form to be filled in by the participants of a two day in house training program. (Imagine the necessary details) (15)

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