

**S.D.E.**  
**B.B.A. (2006 Course) Sem-VI : WINTER - 2018**  
**SUBJECT: ELECTIVE – III: a) TRAINING AND DEVELOPMENT (HR)**

Day : Monday  
Date : 03/12/2018

Time 10.00 AM TO 1.00 PM  
Max. Marks : 80

**W-2018-4485**

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**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) Answer to both the sections should be written in the **SAPARATE** answer book.
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**SECTION -I**

- Q.1** Briefly discuss the importance of Training. Explain the scope of Training. (10)
- Q.2** What are the various methods of determining training needs? (10)
- Q.3** Describe teaching aids for Training. (10)
- Q.4** Explain the essentials to be followed in designing a training program. (10)
- Q.5** Discuss the usefulness of different On-the job and Off-the job training techniques with appropriate examples. (10)
- Q.6** Write short note on: **ANY TWO:** (10)
- a) Budget for training
  - b) Choosing Venue and location for training
  - c) Tools for Evaluation

**SECTION -II**

- Q.7** If training adds value to the employee, by enhancing their performance and skills, then why are the employees reluctant to undergo training? Analyze the recent trends on this behavior, Justify. (15)
- Q.8** Prepare a training policy for training and development of the management executives. (15)
- Q.9** Explain how training is useful in attracting employees, employee retention and motivation? (15)

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