

S.D.E.

B.B.A. (2006 COURSE) SEM-VI : WINTER - 2017

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

Day : **Saturday**
Date : **16/12/2017**

Time : **02.00 PM TO 05.00 PM**
Max. Marks : 80.

W-2017-4137

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 **SECTION** should be written in **SEPARATE** answer books.

SECTION-I

- Q.1** Define Training. Explain the scope of training in the present competitive environment. (10)
- Q.2** How one can determine training needs in an organization? (10)
- Q.3** What is the training evaluation, when and why it is a must now a days. (10)
- Q.4** Explain the meaning as well as significance of training design. (10)
- Q.5** State various facilities and training aids you would need for equipping your new Training Department for a midsized IT unit. (10)
- Q.6** What is a Training Calendar? How it is prepared?
- Q.7** Write short note on any **TWO** of the following: (10)
- a) On the job training
 - b) Budget for training
 - c) Audio-visual aids.

SECTION-II

- Q.8** You have been asked to train new employees on how to use personal computers. What factors would you consider to design this training program? (15)
- Q.9** Discuss the various types of audio-visual aids and the learning material required for team building programmes in your organization. (15)
- Q.10** Prepare a detailed layout for a one week training programme for sales executives on launching a new product in the market. (15)

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