

MASTER OF BUSINESS ADMINISTRATION (C.B.C.S.) (2016 COURSE)

M.B.A. Sem - III : WINTER : 2021

SUBJECT: TRAINING & DEVELOPMENT

Day : Wednesday

Date : 02-02-2022

W-15422-2021

Time : 10:00 AM-01:00 PM

Max. Marks: 60

N.B.

- 1) Attempt any **THREE** questions from Section – I and any **TWO** questions from Section – II.
- 2) Figures to the right indicate **FULL** marks.
- 3) Answers to both the sections should be written in **SEPARATE** answer book.

SECTION – I

- Q.1** Enumerate and discuss the requisites of effective Training. **(10)**
- Q.2** Define Training Need Assessment (TNA). Elaborate on the methods used in conducting TNA. **(10)**
- Q.3** Compare and contrast the concept of Orientation and Socialization with regards to Training and Development activities.. **(10)**
- Q.4** Describe in detail the problems faced while evaluating a Training and Development programme. **(10)**
- Q.5** Write short note on any **TWO** of the following: **(10)**
- a) Use of Audio-Visual Aids
 - b) In-basket Exercise
 - c) Six-sigma Training

SECTION – II

- Q.6** You are recently appointed as the head of Training and Development department, prepare a note to your CEO on your proposed training and development activities. **(15)**
- Q.7** Design a one week training programme for middle management personnels of an FMCG large scale unit on how to conduct marketing and sales activities for a newly introduced ready to eat health product (assume details). **(15)**
- Q.8** Prepare a Training Evaluation Form to be filled in by trainees after their one week orientation programme is over. **(15)**

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