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BACHELOR OF BUSINESS ADMINISTRATION (CBCS - 2018 COURSE)

B.B.A. Sem-V : WINTER- 2022

SUBJECT : TRAINING & DEVELOPMENT

Day : Monday

Time : 10:00 AM-01:00 PM

Date : 19-12-2022

W-18846-2022

Max. Marks : 60

N.B.:

- 1) Attempt **ANY THREE** questions from **SECTION-I**
 - 2) Attempt **ANY TWO** questions from **SECTION-II**
 - 3) Figures to the **RIGHT** indicate **FULL** marks.
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SECTION-I

- Q.1** What do you mean by training and development? Why it is essential to spend on employee training? (10)
- Q.2** Outline the steps involved in conducting training needs analysis. (10)
- Q.3** Why is vestibule training used? How does it differ than on-the-job training? What are its benefits? (10)
- Q.4** Explain the process of designing training programme using ADDIE model. (10)
- Q.5** Write Short notes on ANY TWO of the following: (10)
- a) Learning reinforcement
 - b) Selection of trainer
 - c) Characteristics of case study method

SECTION-II

- Q.6** Explain the evaluation criteria you will use for judging the outcome of training programme? Why? (15)
- Q.7** You are asked to develop a training programme to improve customer sales skills of your sales personnel. What training methods would you use? Why? (15)
- Q.8** "E-Learning has many advantages over traditional methods of learning"- Critically appraise. (15)

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