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Total Pages : 3

Roll No.

MS-309

**MANAGEMENT OF TRAINING AND
DEVELOPMENT**

Master of Business Administration (MBA)

4th Semester Examination, 2023 (Dec.)

Time : 2 Hours]

Max. Marks : 70

Note : This paper is of Seventy (70) marks divided into two (02) Sections A and B. Attempt the questions contained in these sections according to the detailed instructions given therein. Candidates should limit their answers to the questions on the given answer sheet. No additional (B) answer sheet will be issued.

SECTION–A

(Long Answer Type Questions)

Note : Section 'A' contains Five (05) long answer type questions of Nineteen (19) marks each. Learners are required to answer any Two (02) questions only.

(2×19=38)

1. Define Training. Explain in detail the methods and techniques of training.
2. Explain the Kirk Patrick Model of Training evaluation. Give a suitable example.
3. Explain Information Processing Model of learning. What makes it important and relevant in this time and era?
4. Explain in detail Programmed Instruction. Mention its features and benefits.
5. Design a training module for the marketing professionals of an e-commerce company.

SECTION-B

(Short Answer Type Questions)

Note : Section 'B' contains Eight (08) short answer type questions of Eight (08) marks each. Learners are required to answer any Four (04) questions only. (4×8=32)

1. What is meant by Interpersonal skills and why is it an important tool for an individual to grow in an Organization?
2. Describe On the Job / Off the job methods of training.

3. Write a short note on Competency Job Analysis.
 4. What can be the consequences of the absence of training needs?
 5. Explain Benchmarking and its types.
 6. Briefly describe :
 - (a) Performance Management.
 - (b) Team Building.
 7. What do you understand by Process Re-engineering?
 8. Briefly describe :
 - (a) Vestibule training.
 - (b) Role Play Method.
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