

**56045**

**MBA 2 Year (3rd Semester)  
(New Scheme) Batch 2011-2013**

**Examination – December, 2013**

**TRAINING & DEVELOPMENT**

**Paper : MBA-306**

***Time : Three Hours***

***[M.M. : 80***

***Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard, will be entertained after examination.***

***Note : Attempt five questions in all. Question No. 1 of Section - A is compulsory. Section - B selecting one question from each Unit.. All questions carry equal marks.***

**SECTION – A**

**1. Write short notes on :**

- (i) Define Training.**
- (ii) Competency mapping.**
- (iii) Training pedagogy.**

(iv) Attributes of training programme.

(v) Role play.

(vi) Brain storming.

(vii) Principle of evaluation.

(viii) E-learning.

## **SECTION – B**

### **UNIT – I**

2. What do you understand by Training ? Briefly discuss its importance in the organizations.
3. Briefly describe the various training functions in context with a pharmaceutical industry.

### **UNIT – II**

4. If you are a manager in an automobile industry, how would you develop an effective training programme for the new comers ?
5. Write short notes on :
  - (a) Training climate.
  - (b) Training aids.

## **UNIT – III**

- 6. Briefly discuss the training methods for middle level managers in an Organization.**
- 7. What do you mean by Inspiration ? Discuss the mind mapping techniques.**

## **UNIT – IV**

- 8. Describe the term training evaluation and what is the need of evaluation in a training programme ?**
- 9. What is cross culture training ? How it helps in**