

Roll No.

Total No. of Pages :02

Total No. of Questions : 09

BBA (Sem.-6)
TRAINING & DEVELOPMENT

Subject Code : BBA-631

M.Code : 79353

Date of Examination : 09-01-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY** consisting of **TEN** questions carrying **TWO** marks each.
2. **SECTIONS-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains **TWO** questions each, carrying **TEN** marks each.
4. Student has to attempt any **ONE** question from each Sub-section.

SECTION-A

1. Write briefly :

- a) Outline the importance of Learning.
- b) Explain the term Instruction Technology.
- c) Define Instructor Behavior.
- d) Write a detailed note on conceptual framework of training
- e) Discuss meaning and nature of training.
- f) Write a note on Simulation Method.
- g) Discuss Role playing method.
- h) Discuss the meaning and relevancy of training evaluation.
- i) What do you mean by Developing Effective Trainers?
- j) Explain various objectives of Training & Development.

SECTION-B

UNIT-I

2. Discuss ten simple rules of learning and give ten major conditions for learning in organisational setting.
3. Explain in detail the four basic reinforcement strategies employed in encouraging desirable behaviour and discouraging undesirable behaviour.

UNIT-II

4. Explain the emerging trends of training evaluation in modern computer savvy world.
5. What are various levels of training evaluation? Explain how the effectiveness of training programmes can be evaluated?

UNIT-III

6. What training methods are useful in technical training? Select one of the training methods and illustrate your answer with examples.
7. Define Sensitivity Training. Discuss its merits and demerits.

UNIT-IV

8. Why are the types of training used for the development of employees? Explain one type of training with examples.
9. Describe the pros and cons of five management development methods.

NOTE : Disclosure of Identity by writing Mobile No. or Marking of passing request on any paper of Answer Sheet will lead to UMC against the Student.