



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 : 18-07-22

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) Discuss about importance of Training.
- e) Discuss about significance of Training.
- f) Differentiate between On the Job and Off the Job Training Techniques.
- g) Define Brain Storming.
- h) Discuss Transactional Analysis.
- i) What do you mean by Developing Effective Trainers?
- j) Explain the 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. How are Training Needs identified? Explain the process of TNA and the steps involved in it.
5. What are the 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. Discuss the various off the job training methods with their advantages and disadvantages.

UNIT-IV

8. Differentiate between training and development. Explain the training and development process in detail.
9. Highlight the emerging issues in Training and Development in India.

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.