

C 6405–C

B.B.A. (Three Year) DEGREE EXAMINATION, MARCH/APRIL 2018.

End Semester Examination

Sixth Semester

(Regular)

TRAINING AND DEVELOPMENT

Time : 3 Hours

Max. Marks : 70

PART — A

Answer any FIVE of the following questions. **(5 × 4 = 20 Marks)**

1. Meaning of training.
2. Trace out the need for training.
3. Principles of learning.
4. Training policy.
5. Retraining.
6. T-Group training.
7. Objectives of development.
8. In-Basket.

PART — B

Answer ALL the questions. **(5 × 10 = 50 Marks)**

UNIT I

9. (a) Define training. Also state its need and importance.

Or

- (b) What are the important and basic objectives of training? How to achieve it?

Turn Over

UNIT II

10. (a) Explain the different steps in a comprehensive training programming.

Or

- (b) What is training policy? Enumerate the objectives of a successful training policy.

UNIT III

11. (a) What is the essence of training methods? Write a note on vestibule training.

Or

- (b) Attempt the following :

- (i) Role playing
- (ii) Off the job.

UNIT IV

12. (a) What is the essence of development? In what way development is useful to employees and employer?

Or

- (b) List out various stages and process in development programme. Explain all of them in brief.

UNIT V

13. (a) What is the central idea of counselling? Also state the relation between counselling, training and development.

Or

- (b) Attempt the following :

- (i) Management syndicate
- (ii) Incident process.