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MBAS 510

Third Semester M.B.A. Degree Examination, December 2018
BUSINESS ADMINISTRATION
Training and Development

Time : 3 Hours

Max. Marks : 70

SECTION – A
(Compulsory)

Note : Answer to the question should **not** exceed **six** pages. **(1×15 = 15)**

1. Using a Need Assessment model, explain the various steps in identifying the training needs of an organization. Also list out the various tools and techniques involved in the process.

SECTION – B

Note : Answer **any five** questions. **Each** question carries **eight** marks and answer for **each** question should **not** exceed **five** pages. **(5×8 = 40)**

2. Explain the various methods of Training and Development.
3. Explain how the Indian corporate sector being affected by the current trends of issues related to training and development.
4. Explain the barriers to an effective training process. Suggest ways to make training better.
5. What are the approaches to management development ? Describe the various methods of Development.
6. What is evaluation of training programme ? What are the various problems in training evaluation ?

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7. What aspects will you consider while designing a training programme for newly recruits for pharmaceutical company ?
8. Discuss the various elements of HRD systems with example.
9. Explain the methods of evaluating the training programme.

SECTION – C
(Compulsory)

(1×15 = 15)

10. Design a TNA process and a training workshop for the newly recruited sales force of the Patanjali FMCG company.
