

Total No. of Printed Pages : 3

Roll No.....

**MS-309/HR-2309**  
**MANAGEMENT OF TRAINING AND**  
**DEVELOPMENT**

Master of Business Administration

P.G. Diploma in Human Resource Management

(MBA-10/12/13/16/17/PGDHRM-10/16/17/MBAH-11)

4<sup>th</sup>/2<sup>nd</sup> Semester, Examination-2020

Time Allowed : 2 Hours

Maximum Marks : 80

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**Note :** This paper is of Eighty (80) marks divided into Two (02) sections A and B. Attempt the question contained in these sections according to the detailed instructions given therein.

**Section-A**

(Long Answer type questions)

**Note :** Section-'A' contains Five (05) Long answer type questions of Twenty (20) marks each. Learners are required to answer any two (02) questions only. (2×20=40)

1. Design a training module for the marketing professionals of an Insurance company.
2. Elaborate the process of Analysis of Organizational Training Need.
3. Define off-the-job training. What are the various methods of off-the-job training?
4. Explain the following ways through which people learn :
  - (a) Trial and error
  - (b) Being told
  - (c) Imitation
  - (d) Thinking
5. 'Evaluation of a training programme is not the last step of a training programme, however, it is a continuous process from starting to the end of any training programme'. Support the statement by explaining theory process.

## **Section-B**

(Short answer type questions)

Note: Section-B Contains Eight (08) short answer type questions of Ten (10) marks each. Learners are required to answer any four (04) questions only. (4×10=40)

1. Nature of training and Development.
2. Identifying competency gap.
3. Benefits of assessment.
4. Vestibule Training.
5. Long's spectrum.
6. 'Training to an employee is an investment not an expense'. Support the statement with examples.
7. Various arrangements of learning rooms.
8. Sensitivity Training.

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