

Please write your Exam Roll No.)

Exam Roll No.....

# END TERM EXAMINATION

FOURTH SEMESTER [BBA] June 2024

Paper Code: BBA 212

Subject: Training and development

Time: 3 Hours

Maximum Marks: 75

Note: Attempt all questions as directed. Internal choice is indicated.

Q1. Attempt **any five** of the following questions:

(5x5=25)

- (a) Define training. Why training is important for the employees?
- (b) How training and development is different from each other?
- (c) What do you understand by TNA? What is the significance of TNA?
- (d) Summarize the role and responsibilities of training department.
- (e) Briefly define term learning. What are those factors which affect learning? Discuss any two factors in detail.
- (F) How individual's differences hampers learning process? List any four principle of learning.
- (g) How trainer and trainee play key role in designing effective training program?
- (h) What is competency based training? Discuss any four fundamental objectives of competency based training.

Q2- Throw a light on the role of external agencies play in training and development. (12.5)

OR

Q3- Discuss the Instructional Systems Design (ISD) model of training. Elaborate all the steps of ISD model. (12.5)

Q4- What are the different levels of TNA; discuss in detail? What are the pros and cons related to TNA? (12.5)

OR

Q5- Discuss the various tools and techniques used for training need analysis. (12.5)

Q6 - Enlist the various skills of trainer in detail which make him more efficient. (12.5)

OR

Q7- What are the various methods of training, enlist them. Discuss any four methods of training in detail along with their advantages and disadvantages. (12.5)

Q8 - Enlist the major challenges encounter by the organization while conducting training program. (12.5)

OR

Q9- "One of the hardest things about training is to evaluating it." Enlighten the statement by telling the importance and the complexity of evaluation of training programs. (12.5)

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