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**MBA/M-18**  
**MANAGEMENT TRAINING AND DEVELOPMENT**  
Paper: MBA-HRM-401

Time: Three Hours

Maximum Marks: 70

Note: Attempt any eight question , each from Unit I carrying 5 marks. Attempt any three questions from Unit II carrying 10 marks each.

Unit-I

1. Future of training and development in India.
2. Write a note on Training Challenges in India.
3. Explain the characteristics of Trainee required for Training programme.
4. Explain the role of various audio visual aids in training programme.
5. Difference between training and development programmes.
6. Kirk Patricks Model for evaluating training programmes effectiveness.
7. Role of Trainers in the evaluation of training programmes.
8. Various classroom training delivery methods.
9. What is TNA? Why it is to be conducted?
10. What are merits and demerits of training and development programmes?

Unit-II

11. Design a TNA process and a training work shop for the newly recruited sales force of the XYZ FMCG Company.
12. Differentiate between on the job training and off the job training. Also describe any 3 on the job and of the job Training techniques with merits and demerits.
13. Explain in detail the conditions of Transfer of Training and facilitation of Transfer with focus on organization Intervention.
14. Explain the logistics arrangements needed for conducting a training programme.
15. Explain different approaches to TNA and what are the problems an HR executive may face while planning and implementation of training programme?