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School of Management and Business Studies
Department of Management
Odd Semester Examination - January 2024
MBA-III Semester
Training and Development
MBA-GE-HR-03

Roll No...

Duration: 3 Hour

Max.Marks -60

(12X5=60)

Note: Attempt any Five Questions, All questions carry equal marks

- Q1: Explain how training relates to attracting new employees, employee retention and motivation.
- Q2: If you had to conduct a needs assessment for a new job at a new plant, describe the method you would use.
- Q3: Design a (one-day) training programme for newly inducted employees in the sales and marketing department of a Pharmaceutical Organisation.
- Q4: What metrics might be useful for evaluating the effectiveness of a company's training Programme ROI?
- Q5: Why would a company use a combination of face-to- face instruction and Web based training?
- Q6: Explain why simulation and behaviour modelling receive high ratings for transfer of Training.
- Q7: Why content and delivery processes are at the heart of the training function? Discuss them briefly.
- Q8: Briefly discuss Donald L. Kirkpatrick's four steps to measuring training effectiveness.