

**BBA (H) Semester-VI Examination, 2022-23****Bachelor of Business Administration [Honours]****Course ID : 63217****Course Code : DSE-04  
(HRM:Elective-IV)****Course Title : Training and Development**

Time : 3 Hours

Full Marks : 80

*The figures in the right-hand margin indicate marks.**Candidates are required to give their answers in their own words as far as practicable.**Illustrate the answers wherever necessary.***GROUP—A**

1. Choose the best alternative from the following options for each question (Answer **all**):  $1 \times 10 = 10$

- i) Training refers to the process of imparting \_\_\_\_\_ skills.
- a) Specific
  - b) General
  - c) Important
  - d) Over all
  - e) None of the above

ii) \_\_\_\_\_ is tangible in nature

- a) Development
- b) Training
- c) Recruitment
- d) Both (a) and (b)
- e) None of the above

iii) Which of the following is not a method of group training need identification?

- a) Quality Circle
- b) Work sample
- c) Exit interview
- d) MBO
- e) None of the above

iv) Which of the following is method of off the job training?

- a) Supervision
- b) Job instruction
- c) Role plays
- d) Job rotation
- e) None of the above

- v) Pre-job training is otherwise known as:
- a) Orientation training
  - b) Safety training
  - c) Job training
  - d) Promotional training
  - e) None of the above
- vi) Organization, where employees are provided with the opportunity to learn on continuous basis is known as:
- a) Formal
  - b) Informal
  - c) Bureaucratic
  - d) Learning
  - e) None of the above
- vii) In a \_\_\_\_\_ an employee moves to an equivalent role in an organization for job training and career development
- a) Transfer
  - b) Promotion
  - c) Lateral move
  - d) Job rotation
  - e) None of the above

- viii) \_\_\_\_\_ is related to a decision to place a selected individual in one job rather than another.
- a) Placement
  - b) Selection
  - c) Recruitment
  - d) Induction
  - e) None of the above
- ix) \_\_\_\_\_ Technique of training helps to improve attitude and behavior.
- a) Sensitivity training
  - b) Conference
  - c) Management games
  - d) Lecturing
  - e) None of the above
- x) The following is (are) the benefit(s) of training.
- a) Increased productivity
  - b) Reduced accidents
  - c) Reduced supervision
  - d) Any of the above
  - e) None of the above

### GROUP-B

2. Answer the following questions (any **ten**):  $2 \times 10 = 20$
- a) What do you mean by employee training?
  - b) What is on the job training method?
  - c) Write the full form of TNA.
  - d) What are the difference between training and development?
  - e) Why is it said that training design is a matter of experience?
  - f) What is feedback?
  - g) What is meant by training implementation?
  - h) Mention two advantages of receiving feedback.
  - i) Who is a trainer?
  - j) State any two problems of training.
  - k) What is the definition of learning?
  - l) Describe one of your preferred training methods.
  - m) What is a Seminar?
  - n) What is a case study?
  - o) What do you understand by a training group?

### GROUP-C

3. Answer the following questions (any **four**):  $5 \times 4 = 20$
- a) What qualities does a company expect in a trainer?
  - b) What are the key criteria for a training program to be affective?
  - c) What are the objectives of a training program in a company?
  - d) Write a short note on role play method.
  - e) Write down the difference between on the job training and off the job training method.
  - f) Mention key factors in designing and development of a training programmer.

### GROUP-D

4. Answer the following questions (any **three**):  
 $10 \times 3 = 30$
- a) Briefly describe the role of a trainer in a company.
  - b) What are the key issues that should be addressed in the design, conduct, and evaluation of training programs?
  - c) What are the advantages and disadvantages of group discussion method?

- d) Explain the importance of listening skills in training program.
  - e) Briefly describe how technology helps in training program.
  - f) Write down the different types of training method used by an organization.
-