

26-12-2015



DOON UNIVERSITY, DEHRADUN

Final Examination, Third Semester, 2015-16

School of Management

Course: MMS-530, Training & Development

Time Allowed: 3 Hours

Maximum Marks: 50

SECTION: A

Attempt any five questions in brief.

(Marks: 5\*4=20)

1. Differentiate between training and development.
2. Why is meant by transfer of training.
3. What is adult learning?
4. What are the qualities of a good trainer?
5. State two advantages of Simulation method of training.
6. What are the challenges & opportunities in training?
7. How can you measure effectiveness of training?

SECTION: B

Attempt any three questions.

(Marks: 10\*3= 30)

1. Mahindra Farm Equipments plans to carry out a need analysis for the training program of territory managers of the company. The job involves ensuring adherence to the scheduled maintenance services through service dealerships to meet service revenue targets & timely service payment collections and establish service dealer network, send timely market intelligence and MIS reports to Head Quarters. Suggest any two techniques that can be used by the training manager to conduct a training need analysis.
2. What is meant by Training Need Analysis? What are the steps involved in analyzing the training needs in any organization?
3. Write short notes on any two:
  - a. Role Play
  - b. Case Study
  - c. Management Games
  - d. In-basket exercises
4. Explain any one method of your choice used for evaluating training programmes in organisations.