

**SHRIMATHI DEVKUNVAR NANALAL BHATT VAISHNAV COLLEGE FOR WOMEN  
(AUTONOMOUS)**

**(Affiliated to the University of Madras and Re-accredited with 'A+' Grade by NAAC)  
Chromepet, Chennai — 600 044.**

**M.A. END SEMESTER EXAMINATIONS APRIL - 2022**

**SEMESTER - III**

**17PHRCT3009 - Management Training and Development**

**Total Duration : 3 Hrs.**

**Total Marks : 60**

**Section A**

Answer any **SIX** questions ( $6 \times 5 = 30$  Marks)

1. Define training and list out the Importance of Training.
2. Explain the concept of mentoring and distinguish Training & Development.
3. Write a short note on Training Need Analysis.
4. Analyse the challenges in marketing training function.
5. Evaluate the role of training in career development.
6. Bring out the importance of time factor and the role of Prioritizing the work schedule.
7. What is your understanding about time waster? How will you overcome?
8. Define sensitivity training and describe its advantages and disadvantages.

**Section B**

**Part A**

Answer any **TWO** questions ( $2 \times 10 = 20$  Marks)

9. As a trainer how will you use strategy training techniques in the development process of an organization.
10. Define training evaluation and describe the Kirkpatrick evaluation and cost benefit analysis evaluation.
11. Write an essay about the future of training and development.
12. How do you design a training program once you analyze the training need?

**Part B**

Compulsory question ( $1 \times 10 = 10$  Marks)

13. Critically evaluate the training techniques - on the job training and off the job, each three techniques with advantages and disadvantages.

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