

**Third Semester M.B.A. (Distance Mode) Degree Examination,  
June/ July 2009  
(Directorate of Correspondence Course )**

**M.B.A. DP HR : 304 : Management of Training and Development**

Time : 3 Hours

Max. Marks : 75

**Section - A**

**Answer the following sub-questions. Each sub-question carries 2 marks. (5x2=10)**

1. a. What do you mean by Training Cycle?
- b. State the various attributes of learning process in Training.
- c. What do you mean by Brain Storming Method?
- d. Mention any Three developing materials for the exercise.
- e. What is an Affirmation or Endorsement?

**Section - B**

**Answer any FIVE of the following. Each question carries SIX marks (5x6=30)**

2. What is the need for training in business organization?
3. What are the objectives and conditions for effective learning?
4. Explain the steps in the instructional design process.
5. What are the elements of programme design?
6. Describe the role of attention and retention in social learning.
7. 'A non- experiments is the weakest of the three design overall'. Comment

**Section - C**

**Answer the following questions. Q.No. 8 and 9 carry 10 marks each and Q.No. 10 carries 15 marks. (10+10+15=35 marks)**

8. a) Relate motivation and training, what is the effect of motivation on learning?

**OR**

- b) Elaborate on the outcomes of TNA.

9. a) What are the advantages and dis-advantages of self directed learning?

**OR**

- b) Describe a pretest and posttest for managers who are learning marketing.

10. What are the Gagne's nine events of instruction? Elaborate the learning strategies we can use to reduce resistance to learning.

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