

**R15****Code No: 723AM****JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD****MBA III Semester Examinations, April/May-2019****TRAINING AND DEVELOPMENT****Time: 3hours****Max.Marks:75**

**Note:** This question paper contains two parts A and B.  
Part A is compulsory which carries 25 marks. Answer all questions in Part A. Part B consists of 5 Units. Answer any one full question from each unit. Each question carries 10 marks and may have a, b, c as sub questions.

**PART - A****5 × 5 marks=25**

- 1.a) What are the different trends in training? [5]
- b) Explain the need for training need analysis. [5]
- c) Describe briefly the outcomes of demonstration as a training method. [5]
- d) Mention briefly the rational approach for training evaluation. [5]
- e) Explain the importance of cross functional team in an organization. [5]

**PART - B****5 × 10 marks = 50**

2. How do you design a training programme for newly recruited sales team? [10]
- OR**
3. Explain the concept of training design with learning process. [10]
4. Discuss the importance of developing training objectives. [10]
- OR**
5. Explain organizational constraints in the designing process of a training programme. [10]
6. What are the different types of training methods and explain in detail. [10]
- OR**
7. Explain the training through games and simulation method. [10]
8. What is development of training? Explain the concept of 'transfer of training'. [10]
- OR**
9. What is resistance to training evaluation Explain the various types of training evaluation. [10]
10. What is sexual harassment training and how do you prevent sexual harassment at workplace. [10]
- OR**
11. What is competency mapping? Explain the importance of cross cultural training. [10]

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