

Printed Pages : 4

MBAHR-01

(Following Paper ID and Roll No. to be filled in your Answer Book)

PAPER ID : 7121

Roll No.

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M.B.A.

(Semester-III) Theory Examination, 2011-12

PERSONAL GROWTH AND TRAINING & DEVELOPMENT

Time : 3 Hours]

[Total Marks : 100

Note : Attempt questions from all Sections as per directions.

Section-A

Attempt *all* parts of this questions.

2×10=20

1. (a) Define Personality.
- (b) What do you mean by personal effectiveness ?
- (c) What do you understand by sick personality ?
- (d) Distinguish between training and development.
- (e) What do you understand by Johari window ?

- (f) Define personality patterns.
- (g) Define learning.
- (h) Name the different kinds of training methods.
- (i) What do you mean by MBTI?
- (j) Distinguish between Cattle and Big five.

Section-B

Attempt any *three* parts of this question. $10 \times 3 = 30$

2. (a) What are the various media available to trainers ?

What are the criteria for selection of media ?

- (b) Importance of training and development to an organization.

- (c) Define different Psychometric theories.

- (d) Discuss the symbols of self.

- (e) How can personal effectiveness help in personal growth and development ?

Section-C

Attempt *all* questions of this Section. 10×5=50

3. What is training and how is it different from development? What is the basic purpose of training? What do you feel about the role of training in the 21st Century.

Or

"Planning the training programme without identifying training needs is useless." Comment.

4. Prepare a training design for new sales representatives in FMCG (Fast Moving Consumer Goods) organization.

Or

Discuss the various methods of evaluation of training effectiveness.

5. Explain the objectives and scope of training and development programme.

Or

Explain the different methods of training programme.

6. Discuss the various determinants of personality.

Or

Discuss the main approaches of learning in training programme.

7. Discuss the transactional analysis.

Or

Discuss the following :

(a) Persistence and Change

(b) TNA Cycle of Events

(c) Role of a Trainer.

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