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School of Finance and Commerce**Bachelor of Business Administration in Financial Investment Analysis
Semester End Examination - May 2024****Duration : 180 Minutes
Max Marks : 100****Sem VI - H1UA605T - Training and Development**General Instructions*Answer to the specific question asked**Draw neat, labelled diagrams wherever necessary**Approved data hand books are allowed subject to verification by the Invigilator*

- 1) Two types of training are ____ & ____ . K1 (2)
- 2) What are the benefits of a systematic training? K2 (4)
- 3) Write a short note on role play method. K2 (6)
- 4) Highlight the two approaches of training and development- traditional and modern K3 (9)
- 5) Describe the methods of on-the-job training in detail with advantages and disadvantages. K3 (9)
- 6) Discuss the social learning theory of learning. K5 (10)
- 7) Discuss how would you identify the training needs of a group of sales employee of a large private sector insurance company during the existing times of recession? K4 (12)
- 8) "Organisations impart education to their employees for grooming them for future unidentified positions. This is because today's organisations are environment-sensitive. Elucidate the statement. K5 (15)
- 9) Describe the three techniques that can be used to evaluate the outcomes of training. K5 (15)
- 10) Critically analyse the importance of succession planning. Enumerate the steps involved in succession planning. K6 (18)