

[Total No. of Questions - 11] [Total No. of Printed Pages - 2]  
(2064)

14950

**MBA 4th Semester Examination**  
**Training and Development (N.S.)**  
**HR-06**

**Time : 3 Hours**

**Max. Marks : 60**

*The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.*

**Note :** Question paper consist of three sections A, B and C.

**SECTION - A (Compulsory)**

1. Define:

- (i) Personality
- (ii) Extraversion
- (iii) Locus of control
- (iv) Learning
- (v) Vestibule Training
- (vi) TNA phase of Training
- (vii) Social Learning
- (viii) Classical Conditioning
- (ix) Type A Personality
- (x) Retraining. (10×2=20)

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[P.T.O.]

**SECTION - B (any four)**

1. Explain the MBTI personality framework.
2. Is it possible to mould the personality of an individual? If yes, How?
3. Differentiate between sick personalities and healthy personalities.
4. State the importance of 'On-the-job' training methods.
5. Describe the methods by which training needs can be assessed.
6. Explain the importance of learning in training. (4×5=20)

**SECTION - C (Any two)**

1. "An adult's personality is generally considered to be made up of both hereditary environmental factors, moderated by situational conditions." Explain.
2. Explain the Big Five theory. Why is this theory included in psychometric theories category?
3. Describe the process of designing a training program.
4. Explain the different models of evaluating a training program. (2×10=20)