

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.

**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. 10×3=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.