STELLA MARIS COLLEGE (AUTONOMOUS) CHENNAI – 86
(For candidates admitted from the academic year 2023 – 2024)

M.COM DEGREE EXAMINATION, NOVEMBER 2023
COMMERCE DEPARTMENT
FIRST SEMESTER

COURSE   :   **ELECTIVE**
PAPER   :   **TRAINING AND DEVELOPMENT**
SUBJECT CODE   :   **23CM/PE/TD15**
TIME   :   **3 HOURS**   **MAX. MARKS: 100**

Q. No.	**SECTION A** **(4 x 5 = 20)** **Answer ALL the Questions with Maximum of 300 Words**	CO	KL
1	Define Training. What are its objectives?	1	K1
2	Explain the various types of On the Job Training.	2	K2
3	Elaborate the Learning Styles of Training.	1	K1
4	State the term Training implementation.	2	K2
Q. No.	**SECTION B** **(4 x 10 = 40)** **Answer ALL the Questions with Maximum of 600 Words**	**CO**	**KL**
5	A) Explain the needs for Training and Development. (OR)	3	K3
	B) Elucidate the Component of Training need Analysis.	4	K4
6	A) Differentiate between Training and Development. (OR)	3	K3
	B) Discuss the Resistance to Training and explain the steps to overcome.	4	K4
7	A) Explain the importance of creating a climate for training. (OR)	3	K3
	B) Elucidate the significance of Need Analysis.	4	K4
8	A) Discuss the approaches for Training implementation. (OR)	3	K3
	B) Elaborate the various Learning Styles of the Trainees.	4	K4
Q. No.	**SECTION C** **(2 x 20 = 40)** **Answer TWO Questions with Maximum of 1200 Words**	**CO**	**KL**
9	Describe the various types of Training Aids.	5	K5
10	Explain Donald Kirk Patricks Evaluation Model.	5	K5
11	Discuss the design and development of a Training Program.	5	K5

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