



**SURESH
GYAN VIHAR**
UNIVERSITY
Accredited by NAAC with 'A' Grade

INTERNAL ASSIGNMENT - 1

Course	MBA	Training and Development
Semester	4	
Total Marks:	15	

Q.1. Write answers for any two questions from below. (5 marks each – Word limit – 500)

- A. Explain the characteristics of effective training programme.
- B. Write a detailed note on Trainer's Knowledge.
- C. Discuss the Perspectives for designing training and its importance in the organization.

Q.2. Write short notes on all of the following topics (1 mark each - Word limit - 100)

- A. Explain the role of trainer.
- B. Explain quality output.
- C. What is market share?
- D. Explain demographic shift.
- E. Explain conceptual skill.



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INTERNAL ASSIGNMENT - 2

Course	MBA	Training and Development
Semester	4	
Total Marks:	15	

Q.1. Write answers for any two questions from below. (5 marks each – Word limit – 500)

- A.** Design a TNA process and a training workshop for the newly recruited sales force of the XYZ FMCG Company.
- B.** Why there is need of training? Explain.
- C.** Explain the objectives of training in detail.

Q.2. Write short notes on all of the following topics (1 mark each - Word limit - 100)

- A.** Define Human resource.
- B.** Explain failure of policies.
- C.** What is employee-employer?
- D.** Define business risk.
- E.** Define competitive challenge.