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**MBA**  
**(SEMESTER III) ODD SEMESTER EXAMINATION 2015 – 16**  
**PERSONAL GROWTH TRAINING AND DEVELOPMENT**

[TIME: 3hrs]

[Max. Marks: 100]

**Note – Attempt all Questions. All Questions carry equal marks:-**

**Q.1. Attempt any four parts of the following:**

[5 X 4 = 20]

- (a) What do you understand by Self Concept?
- (b) Explain the effect of hereditary endowment on Personality.
- (c) Describe the theory of Planned behaviour?
- (d) Why do organisations need training?
- (e) What are the approaches to Learning.
- (f) Explain the difference between training and development?

**Q.2. Attempt any two parts of the following:**

[10 X 2 = 20]

- (a) Define Personality. Explain the various dimensions of Personality pattern in detail.
- (b) What do you understand by the term Self. Briefly describe various symbols of self.
- (c) Briefly describe the various Personality moulding techniques. Also, explain the role of environment in moulding the Personality Pattern?

**Q.3. Attempt any two parts of the following:**

[10 X 2 = 20]

- (a) Discuss the Erickson's Stages of Personality Development in contrast to Freud's stages of personality development?
- (b) What do you understand by Personal Effectiveness. Explain the various determinants of personality in detail.
- (c) Why is it important to evaluate a Personality? Explain the concept of healthy and sick personality in detail.

**Q.4. Attempt any two parts of the following:**

[10 X 2 = 20]

- (a) Describe the process of training.
- (b) Explain various types of On-the-job training methods
- (c) What are the various Learning styles?

**Q.5. Attempt any two parts of the following:**

[10 X 2 = 20]

- (a) Explain the process of Training Need Assessment?
- (b) How are training programs designed?
- (c) Describe the cycle of events in Training Need Assessment.