**MCOSC-1.2B/C**

**Sl. No.**

# I Semester M.Com. Degree Examination, October/November - 2025

## COMMERCE

## Training and Development

## Course - VII

## (CBCS, SLM Semester Scheme)

**Time : 3 Hours** **Maximum Marks : 80**

### SECTION - A

**Answer any Four questions. Each question carries 5 marks.** **(4×5=20)**

**1.** Define training and development.

**2.** What is the Learning Curve?

**3.** List any two objectives of training.

**4.** Mention two types of Training Need Analysis (TNA).

**5.** Define Vestiblue Training.

**6.** What is meant by Job Instruction Training?

### SECTION - B

**Answer any Three questions. Each question carries 10 marks.** **(3×10=30)**

**7.** Explain the process of organisation development.

**8.** List two commonly used evaluation methods of training.

**9.** Explain the principles of learning.

**10.** Describe the types of training methods used in organizations.

**11.** Discuss the importance and methods of Training Need Analysis (TNA).

**[P.T.O.**

## SECTION - C

**Answer any Two questions. Each question carries 15 marks. (2×15=30)**

**12.** Explain the role of a supervisor in job instruction training.

**13.** Compare and contrast Lecture Method and Audio-Visual Methods in Off-the-Job Training.

**14.** Discuss the concept and stages involved in Career Planning.

**15.** Elaborate on the organizational climate for training and how it impacts learning.

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