

Code No: 763AM**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD****MBA III Semester Examinations, February - 2021****LEARNING AND DEVELOPMENT****Time: 2 hours****Max.Marks:75**

**Answer any five questions
All questions carry equal marks**

1. Define need. Discuss the assumptions of Maslow's and McClelland's need theories. Also, explain the criticism of both need theories. [15]
2. What is learning? Explain the following stages of a learning cycle.
 - a) Concrete experience
 - b) Reflective observation
 - c) Abstract conceptualization[5+5+5]
3. Explain in detail the business-embedded learning function. List the advantages of centralized learning. [15]
4. What are the reasons for training evaluation? Describe the process of implementing a good training evaluation. [15]
5. Define team. Explain in detail the stages of an experiential learning training program. [15]
6. Discuss the influence of internet technology on training. How can social media be used for training? Give example. [15]
7. Outline a model for career development. Briefly discuss the four career strategies. [15]
8. Discuss in detail the need, objective, and importance of sexual harassment prevention training. [15]

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