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**LA—45—2023**

**FACULTY OF COMMERCE**

**B.Com. (Second Semester) EXAMINATION**

**NOVEMBER/DECEMBER, 2023**

**(New Course)**

**FOREIGN TRADE-III**

**Paper-UGCVC-FT-III**

**(International Human Resource Development)**

**(Saturday, 2-12-2023)**

**Time : 10.00 a.m. to 1.00 p.m.**

*Time—3 Hours*

*Maximum Marks—75*

*N.B. :— (i) Solve All questions.*

*(ii) Question No. 1 is compulsory.*

1. What is training ? Discuss in brief the methods of training. 20

2. Explain in detail what is management development programme and why is it needed ? 15

*Or*

Write a detailed note on Human Relations Training.

3. What is Brainstorming ? Write the advantages and disadvantages of Brainstorming. 15

*Or*

Explain in brief the importance of training.

4. Write in detail Transactional analysis and Berne's 3 ego states 15

*Or*

Discuss in brief about employee performance.

P.T.O.

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5. Write short notes on (any *two*) :

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- (a) Leader and its qualities
- (b) Upgrading employee skills
- (c) High-performing team
- (d) Concept of Learning.

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