PH 551.2   Reg. No. ☐☐☐☐☐☐

St Aloysius College (Autonomous)
Mangaluru
Semester II – P.G. Examination – M.Sc. Corporate Psychology
MAY – 2023
TRAINING AND DEVELOPMENT

Time: 3 hrs.   Max Marks: 70

I.   Answer any FIVE of the following.   (5×2=10)

1. What is ROI in the context of training and development?
2. What is learning organization?
3. How to reduce resistance in training?
4. What is the key difference between training and development?
5. What is role play?
6. Mention any two trends that will affect training.
7. What are training aids? Give example.

II.   Answer any FOUR of the following.   (4×5=20)

8. Explain how training relates to attracting new employees, retaining employees, and motivating employees.
9. What are the strengths and weaknesses of each of the following designs: post-test only, pretest/post-test with comparison group?
10. Suggest what managers can do before, during, and after training to facilitate learning and transfer.
11. Explain why training evaluation is important.
12. What are the implications of business strategy for training?
13. Discuss the relevance of outsourcing training function?

III.   Answer any FOUR of the following.   (4x10=40)

14. Describe in detail the most important organizational characteristic that influences training?
15. Explain the process of training need analysis and its importance.
16. Critically analyze Kirk Patrick's model for evaluating training programs effectiveness.
17. Delineate various approaches to management development.
18. Discuss the various models of organizing training department.
19. Examine methods of training suitable for managers.

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St Aloysius College (Autonomous)
Mangaluru
Semester II – P.G. Examination – M. Sc Corporate Psychology
MAY/JUNE - 2023
CORPORATE CULTURE AND DIVERSITY

Time: 3 hrs.   Max Marks: 70

I.   **Answer any FIVE of the following.**   (5×2=10)

1. What is meant by Business Environment?
2. Explain Intercultural Communication?
3. Review the concept of Cultural Diversity?
4. Define Global Team?
5. Who is an expatriate?
6. Define Organisational Socialization?
7. What is ethical dilemma?

II.   **Answer any FOUR of the following.**   (4×5=20)

8. Mention the distinctive features of Globalised Economy?
9. Enumerate the key barriers to cross cultural understanding?
10. Elucidate the important aspects of effective leadership in a multicultural Business Environment?
11. Describe the challenges in Repatriation?
12. Explain the obstacles faced by women as International Managers?
13. Review the measures to motivate employees in multi-cultural environment?

III.   **Answer any FOUR of the following.**   (4x10=40)

14. Discuss the factors that influence International Business Environment?
15. Describe the negotiation process in corporate organization?
16. Elaborate the major concerns in managing cultural teams and International Partnerships?
17. Examine the processes in preparing employees for successful foreign assignments
18. Analyze the relevant competencies of Global Managers in today's challenging business environment?
19. Explain different types and levels of cultures?

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St Aloysius College (Autonomous)
Mangaluru
Semester II – P.G. Examination – M. Sc Corporate Psychology
MAY /JUNE - 2023
STATISTICS & RESEARCH METHODOLOGY

Time: 3 hrs.

Max Marks: 70

I.   Answer any **FIVE** of the following.   (5×2=10)

1.   What is expost facto research?
2.   Mention the types of variables?
3.   Define a Sample?
4.   What is plagiarism?
5.   Differentiate between parametric and non parametric tests
6.   What is discourse analysis?
7.   Enumerate the uses of qualitative research methods?

II.   **Answer any FOUR of the following.**   (4×5=20)

8.   Elaborate on non probability sampling techniques.
9.   Discuss the steps in research process.
10. Explain the visual data collection techniques in qualitative research.
11. Discuss the ethical issues in behavioral research.
12. What are the measures of central tendency? Using the following data find median and mode.

   Data:18, 12, 10, 16, 19, 21, 23, 16, 15, 19, 13, 11, 18, 17, 16

13. Explain participant observation and focus group in qualitative research.

III.   **Answer any FOUR of the following.**   (4x10=40)

14. Elaborate on experimental research design.
15. What is hypothesis? Discuss the types of hypotheses with examples.
16. Elaborate on the non – parametric tests and its types.
17. Explain the differences between qualitative and qualitative research.
18. Write a note on qualitative content analysis.
19. Discuss the guidelines to write a research report.

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Mangaluru
Semester II – P.G. Examination – M. Sc Corporate Psychology
MAY - 2023
MANAGERIAL ECONOMICS

Time: 3 hrs. Max Marks: 70

I.   Answer any **FIVE** of the following.   (5×2=10)

1. State Law of Demand
2. What do you mean by shutdown point?
3. Describe market equilibrium.
4. Differentiate between economic cost and accounting cost
5. List out the sources of monopoly power
6. What is Human Development Index?
7. Explain nominal income

II. Answer any **FOUR** of the following.   (4×5=20)

8. Explain the Production Possibility Curve with a suitable example
9. Why the demand curve slopes downwards? Explain.
10. Analyze the concept of market equilibrium and how it is achieved.
11. Examine the problem of GDP as an indicator of economic development
12. Explain any three effects of scarcity
13. What is strategic interdependence in the context of oligopoly, and how does it affect the behavior and decision-making of firms within this market structure?

III. Answer any **FOUR** of the following.   (4x10=40)

14. Analyze the concepts of economies and diseconomies of scale and discuss their implications for long-run cost functions
15. Evaluate the relevance of the discounting principle in making investment decisions.
16. Examine the concept of market equilibrium and its impact on prices and quantities exchanged in a market economy
17. Analyze the features of perfect competition and explain how price and output are determined
18. Explain the concepts of break-even point and margin of safety, and discuss their relevance for firms in making pricing and production decisions.
19. Demonstrate the law of variable proportions and explain their relevance in production function analysis.

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