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St Aloysius College (Autonomous), Mangaluru

Semester II – P.G. Examination – M.Sc. Corporate Psychology

May - 2024

Training and Development

Time: 3 hrs.

Max Marks: 70

I. Answer any FIVE of the following.

(5×2=10)

1. What is assignment flow and supply flow?
2. Define the term training.
3. Mention the steps of competency model Development process
4. Distinguish between training needs and non training needs.
5. What are reaction outcomes and learning outcomes as per Kirkpatrick?
6. What is performance appraisal?
7. What do you mean by digital literacy?

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II. Answer any FOUR of the following.

(4×5=20)

8. State the reasons for resistance to training.
9. What are the things to be considered while preparing the training site?
10. What are training aids? Explain various training aids used in the training programme.
11. Write a note on outsourcing training.
12. Briefly explain the different strategies used for development of executives and future executives
13. What are the advantages and disadvantages of organizing the training function according to the customer model?

III. Answer any FOUR of the following.

(4×10=40)

14. Does external agency play any role in Training and Development?
15. Elaborate the meaning of term 'Training and development'. Discuss the differences between them.
16. Explain the various traditional training methods?
17. Evaluate the various training evaluation designs that can be used in the training evaluation process
18. Discuss the various future trends in training and development
19. Discuss the different models of organizing the training department.

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St Aloysius College (Autonomous)

Mangaluru

Semester II – P.G. Examination – M. Sc. Corporate Psychology

May-2024

CORPORATE CULTURE AND DIVERSITY

Time: 3 hrs.

Max Marks: 70

I. Answer any **FIVE** of the following.

(5×2=10)

1. What do you understand by the term Power Distance?
2. What is meant by first impression?
3. Who is a Self-Protective Leader?
4. State the meaning of the word repatriation.
5. State any four competencies of global leaders.
6. Explain the negotiation style of Canada.
7. What is meant by merging organisational culture?

II. Answer any **FOUR** of the following.

(4×5=20)

8. How do cultural factors influence the success or failure of new competitors in international markets?
9. Explain the barriers to cross-cultural understanding in communication.
10. Define ethical dilemmas? Explain the ethical issues in business.
11. Explain the key components of evaluating the expatriates.
12. What are the factors influencing foreign assignments? Explain.
13. Give the benefits of Strong Corporate Cultures?

III. Answer any **FOUR** of the following.

(4×10=40)

14. Describe culture using Hofstede's Model
15. Explain the principles of negotiation.
16. What are the different ways to manage a multicultural team? Explain.
17. Explain the process of preparing employees for successful foreign assignment in brief.
18. Explain the key ethical consideration for global leaders.
19. Explain the measures to create a culture of motivation in a multicultural workplace.

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Semester II – P.G. Examination – M.Sc. Corporate Psychology

May - 2024

STATISTICS AND RESEARCH METHODOLOGY

Time: 3 hrs.

Max Marks: 70

I. Answer any FIVE of the following.

(5×2=10)

1. What is snow ball sampling?
2. What are hypotheses?
3. Mention the different measures of dispersions
4. Mention the different types of charts.
5. Distinguish between the participant and non-participant observation
6. What is oral history?
7. What is open coding?

II. Answer any FOUR of the following.

(4×5=20)

8. Discuss the importance of research design.
9. Describe the uses of qualitative research methods in organisational set up
10. Describe the visual methods used for collecting data as part of qualitative research
11. Discuss the guidelines to write a research report.
12. Research design is a blueprint for the researcher. Justify your answer
13. Discuss measures of central tendency with their limitations.

III. Answer any FOUR of the following.

(4×10=40)

14. What is plagiarism? Discuss the different types.
15. Evaluate the non -probability sampling methods.
16. Write a note on the Qualitative content Analysis
17. Elucidate the various types of research.
18. The responses are given on 5 points i.e. Strongly Agree (SA), Agree (A), Undecided (U), Disagree (D) and Strongly Disagree (SD). Using the Chi square find out if there is significant difference in the responses given from the expected preferences? (critical value 0.05 is 9.49)

	SA	A	U	D	SD	TOTAL
Observed frequency	22	16	24	21	17	100

19. What are documents? Elaborate on documents as research data

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Semester II – P.G. Examination – M. Sc. Corporate Psychology

May - 2024

MANAGERIAL ECONOMICS

Time: 3 hrs.

Max Marks: 70

I. Answer any FIVE of the following.

(5×2=10)

1. What do you mean by economics?
2. List out the activities of economics?
3. What is margin of safety?
4. What is utility?
5. How do you explain increase in demand?
6. What is economic progress?
7. Briefly explain HDI.

II. Answer any FOUR of the following.

(4×5=20)

8. "Economics is science as well as art". Explain.
9. Write a note on circular flow of income.
10. Why demand curve slopes downwards? Explain.
11. What is market equilibrium? Explain.
12. Briefly explain Break -Even Analysis with a diagram.
13. Briefly explain the features of perfect competition.

III. Answer any FOUR of the following.

(4×10=40)

14. Briefly explain the fundamental concepts in economics.
15. Distinguish between micro and macro economics.
16. What is demand? Explain the factors influencing demand.
17. Explain the methods of measuring Law of Demand.
18. Explain price -output determination under monopoly in short run.
19. Explain the law of variable proportions.
