

**NEW**

**2017**

**M B A**

**4th Semester Examination**

**Subject : MANAGERIAL SKILL DEVELOPMENT**

**(PRACTICAL)**

**PAPER—406**

*Full Marks : 50*

*Time : 1.5 Hours*

*The figures in the right-hand margin indicate full marks.*

*Candidates are required to give their answers in their own words as far as practicable.*

*Illustrate the answers wherever necessary.*

**Set — I**

1. Martin Burn Infotech Pvt. Ltd., HQ at Singapore established its operation in Mumbai in 1994 and is planning to expand its operations to Kolkata. The company develops various softwares that help manufacturing companies to take care of their warehousing and logistics issues. As a part of its expansion programme, the company has recruited five candidates with B.Tech. (Computer Science) background.

*(Turn Over)*

These recruits have to undergo a one-month training on various aspects of their job operations and its responsibilities. At the end of their training period, they will be assessed on their product knowledge, client support process, communication skills and the techniques of various tools and their applications. On being found competent they will be positioned in their respective location for a probation period of 6 months.

At the end of the probation period they will be evaluated on the basis of their managerial effectiveness, coaching acumen, and leadership skills. On successful completion of their probation period they will be absorbed and placed in their respective positions in the organization.

If you were the project coordinator of this training and placement programme,

- (a) How will you prepare the one-month training programme ? 20
- (b) On what parameters would you assess the recruits at the end of the one-month training programme and evaluate the recruits at the end of their probation period. 20

**[ Viva Voce : 10 Marks ]**

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