



# CATKing FMS Delhi

## WAT PI Workbook

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**Congrats for Getting an FMS Call!**

**How to use this workbook?**

This is a consolidation of **22 FMS Delhi, WAT PI Experiences**. These are consolidated from various online sources.

IIM WAT and PI is conducted across India at Bangalore / Delhi / Kolkata / Hyderabad / Mumbai.

This Booklet gives you the Candidate Profile also in most cases, for you to understand the Personal Interview and relate to it better.

After reading the entire Document you are required to check on your CATKing IIMWATPI Super 30 Dashboard :

1. Build Your Interview Skills (Videos from IIM and SP Jain Alumni)
2. Functional Dossiers: If you want to pursue an MBA in Marketing, choose that dossier first.
3. SOP / Application Forms (Check out Jagesh Golwala (IIMA), Raj Doshi (IIMA), Jay Gosalia (IIM B))
4. Sample AWT from the dashboard to understand the Structured Approach. WAT / AWT / AWA – All of these are same terms of Writing test assignment conducted across various IIMs.

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## Summary- FMS Delhi looks for?

- Excellent Academic Background
- Work Experience is a Good Asset
- Gender and academic Diversity gives an edge
- Personal Interview Evaluates Candidates on Qualities of – Focus, Clarity of Thought, Learnability, Level of Optimism, Ability to handle pressure, Decision making skills, Discipline

### Prerequisite

Application Form to be Submitted based on Past academics and Work Experience (Interview)  
Resume (not mandate but always good to carry)  
Original Documents along with photocopies

### Insights - Writing Ability Test

Time Allotted is 10-30 minutes

When given an abstract topic time allotted is less

When given a specific topic for in-depth analysis time is given separately for ideation and writing

### Sample WAT Topics -

- 1.Excessive use of digital media.
- 2.People say that money is not important for happiness, but I believe money can buy you things like trips abroad and other things that will make you happy.

### Insights - Interview

**Interview time** - 20-30 Minutes. (Sometimes as low as 10 mints)

**Interview Panel Details** - Only 2 people (One Professor and One Alumni, earlier it used to be 3-4 Panelists)

**Interview Type** - NO Stress Interview (Unlike Bangalore / Calcutta) (Detailed Interviews check your through knowledge of subjects (Companies) / Low on Current Affairs (Online if you say)

**Interview discussion Pointers** – (as per FMS experiences of last five years)

- Be completely prepared with anything and everything on the form.
- They will go into details of everything you speak about in the interview. (level1- what do you know about Indian Economy level2- what do you think about GST, level3- how has GST affected the sector you work in).
- They can ask about how you spent your time while waiting for your turn.
- It is absolutely fine to ask for time before you answer (they often expect you to think about a solution when they ask you about a problem at hand).

- It is fine if you are anxious and you need not portray a brave face being real with your emotions is better.

Be prepared to answer everything about your work experience or about your favorite subjects if you are a fresher.



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## Interview Experience-1

Profile: General Engineering Male, 20 months work-experience.

10th/12th/graduation/CAT: 10/98.5/8.3/99.76

Date: 23rd April, 2021.

Overall experience: This was an online interview. Although it was scheduled between 9 to 11, my turn came at 11 30. It was a rather short interview. The panel was very hurried and looked to finish the interviews quickly. As I was already experienced in giving interviews, I was calm and confident.

Panel: Male prof (M), female prof (F).

M: Good morning Karthik.

Me: Good morning sir.

M: Start with where you did your graduation? Where are you working? Why MBA and why at FMS?

Me: All in a go sir?

M: yes, don't you know we have marks for your SOP?

Me: yes sir, I will start.

\*Gave a brief answer touching all the questions\*.

F: Okay Karthik, let's move on to the extempore. Your topic is "build to last".

Me: \*starting to write something on paper".

F: You are not allowed to write anything down. Look at the camera, think for 20s and speak for a minute.

Me: okay ma'am. The things that came to my mind when I looked at the topic are startups and infrastructure. I'll start with startups. We know that more than 90 percent of the startups fail after few initial successes. There may be multiple reasons for this. The founders may be very young and lack expertise to create sustainable businesses. There may be ill-allocation of capital or ill-planned rapid expansion. Also, there may be foraying to non-core sectors which may result in failure. May be the founders need to gain enough experience before starting a company so that they can build companies that last. Coming to infrastructure....

F: your time is up. Did you read the book "build to last"?

Me: No ma'am.

M: okay Karthik, let's go into your core interview. When did you start working?

Me: July 2019 sir.

M: What are the revenue streams for Adobe?

Me: There are three revenue streams for Adobe, document cloud, creative cloud and experience cloud.

M: So how do you think Adobe fights this free PDF tools available in the market.

Me: Sir, Adobe has a suit of tools rather than just one or two features available for free. After a few times, we need to give credit card details etc, for free sites. So after a few times the process is cumbersome. Also, Adobe doesn't focus on retail customers, it's main focus is enterprise clients.

M: who are the enterprise clients?

Me: Mostly government organisations are our clients. They are moving towards paperless governance.

M: How sustainable are the revenues?

Me: Adobe moved to a SAAS (Software as a service model) so revenues are recurring. i.e., clients pay for the service regularly.

M: what's the third revenue stream you were mentioning?

Me: It's experience cloud sir. Basically, we provide a comprehensive product for companies to run their marketing campaigns. It includes analytics, targeting mechanisms and social media campaign management.

M: Interesting, how do they fight with giants like Google and Facebook.

Me: Our competitor is Salesforce. We have an Open Data initiative with Microsoft and SAP to help us have more data and have better insights. With this we may become the leader in the marketing cloud space.

M: How do you propose to increase the revenues of your company?

Me: In document cloud space, we are more or less a monopoly in the organised space. There isn't much room for growth here. In marketing cloud space there is huge market to capture and we are now at less market share and have room for growth. It's prudent to focus here for more revenues.

F: Nice talking to you Karthik, we can take this for some more time, but there is pressure from next candidates. So this is your interview. All the best.

Me: thank you ma'am.

Note: FMS has marks for SOP, extempore, GD (cancelled this year) and core interview. The core interview has less marks when compared to IIMs.

## Interview Experience-2

Profile: X/XII/Engg - 89.8/84.8/69.1

CAT: 99.93

Panel consisted of 3 members. Let's call them P1(F), P2(F) and P3(M).

\*Entered\*

P2: Naman, tell us something about yourself.

I: This interview was after a month my previous interviews had ended. So I was a bit unprepared with my prepared answer. Told them about my graduation and work ex. Forgot to cover my hobbies.

P2: Do you know of any recent M&A in pharma industry?

I: Not very recent but Ranbaxy was acquired by Sun pharmaceuticals.

P2: Why do you think M&A take place?

I: To capture market share and reduce competition. Explained with an example of Flipkart acquiring Ebay India (Happened a day or two before the interview).

P2: Okay, now P1 will give you your extempore topic.

\*Butterflies in my stomach. What's the topic gonna be. Zada mushkil na ho bas\*

P1: You have to speak on the topic 'Namaste' for a minute.

I: Yesssss! Spoke of whatever points came up in my mind. "It is very closely associated with me as it is the meaning of my name. It is the first word that the foreigners learn when they come to India p. It is used to greet and show respect to others. It is synonymous to hello. That's all I can think of"

P3 spoke for the first time after this and showed his sense of humour.

P3: "Kisi ko bhagana ho toh bhi bolo Namaste"

Lol. All grinned

P1: Tell me 3 women entrepreneurs.

I: Could tell only one. Kiran Majumdar Shaw

P1: Which organisation is she heading?

I: Biocon

P1: Tell me industry experts instead.

I: Indra Nooyi of PepsiCo and Arundhati Bhattacharya of SBI.

P1: How long have they been working in their respective organisations?

I: Don't know, Mam.

P3: Why MBA?

I: Talked about my career plan and family business

P3: What is the turnover of your family business?

I: Told

P3: How to judge a company's performance?

I: Talked about financial statements, mainly income statement and balance sheet and what data each of them presents.

P3: Do you know of any financial ratio?

I: Sir, I don't have that much knowledge of finance. While I was speaking this sentence, it suddenly struck me and I blurted out. PE Ratio Sir. The price per earnings ratio. \*Sigh of relief\*

IIM Calcutta results were announced the day before. Asked me if I converted.

I: Didn't convert sir.

P3: Why?

I: Didn't answer well a couple of questions and cat score weightage is also less.

P3: And you'll get the benefit of weightage here.

I: Yes sir!

**Verdict: Direct Convert!!**

## Interview Experience-3

FMS Delhi 16/04/2019

Venue: FMS Delhi

GD Topic: Can India Dream to host the Olympics.

There were 8 of us in the panel but only 3-4 of us spoke for the whole duration. I spoke about infrastructure and its maintenance, commonwealth games, developing a team, influx of visitors, developing a taste and talent for other sports and how currently we must focus on initiatives like Khelo India. I spoke for around 4 minutes out of 9 but also gave chances to other fellow panelists to speak, it wasn't a fish market but a healthy discussion.

PI: Was second in the panel, the bell rings and they call me in

P1: - Female

P2: - Male

P3: - Male

P3 walks out of the room as soon as I enter.

P2: Moinack tell me us about yourself?

Me: Told the well-prepared answer but with some additions at that moment itself so it was sort of spontaneous.

P1: Both your parents are hotel management graduates, so you must be having a lot of exotic food at home.

Me: I smile and say yes, and also that I am sort of a chef myself.

P1: So Moinack your Extempore topic is my favourite dish (Thanked god for this as my friends had topics like "Core "and marketing techniques in elections)

Me: comfortably spoke about my favourite dish, how it's made, the special ingredients (it is poppy seeds here). One minute was over and mam asked me to stop.

P3 enters the room now

P2: Isn't poppy seed made from a drug so you don't have any side effects.

Me: I explained how the industrially processed ones have no such side effects but one can feel hallucinations or extended sleep if they directly get it from the fields and make it at home.

P2 : Why the shift to finance, I mean what was the start point?

Me: spoke about the association with a finance professor at VIT Vellore as we had 5 compulsory management subjects, influence of Benjamin Graham and stock investing.

P2: Tell me the 3 most important ratios according to you

Me: Spoke about return on equity and the 5 step Du Pont analysis, Debt Service Coverage Ratio to check the solvency status and Defensive interval ratio (was in leather goods sector at the moment hence this).

P2: Okay Moinack we are done.

I am shocked for 2 seconds, like what happened, others had such long PI's at least 10–13 mins and I am being sent out in 6 minutes. Also P3 didn't ask me a single question while he was the one who asked everyone else.

Me: I thank them and was about to leave when P1 asks me my calls and results. I mention them, thank them and leave.

Was very nervous about the small PI and a small goof up in the extempore but 24 April 11:30 pm made it vanish.

**Verdict: CONVERTED In First List.**

## Interview Experience-4

Interview Date - 20th April 2019 | 11 am Slot

Profile- GEM

CAT 18: 99.70

10th: 93.50

12th: 84.00

Grad: 8.68 (Electronics Engineer from Aligarh Muslim University)

Work Experience: 25 months - Electronics R&D Engineer at Maruti Suzuki (10 months) | QA Engineer at Tata Consultancy Services (15 months)

Category: General

GD Topic: Knowledge-based economy is necessary for the economic development of India.

There were seven people in the group. It was a cordial GD. No fish market. Since the topic was easy, everyone was able to pitch in and give new points. I started the GD, explained the historical significance of the knowledge-based economies and moved onto India's necessity to become one in the 21st century. Later intervened with the advantages that India have and the challenges it might face in achieving this goal. Overall, a good discussion.

Extempore Topic: What's in a name?

Started with William Shakespeare and where he quoted this. Brought in an Indian context about how a person's name is a social issue in India, the caste system in India and how people start finding caste in people's name. Concluded with the latest use of the quote in promotion of IPL season 12.

#Gamebanayeganame

Interview Experience

There was 1 lady professor(L1) and 2 male professors (M1 and M2). All looked like senior professors.

M1: Tell us something about yourself.

Me: Gave a prepared answer. Started with my introduction, took it to my workex, education, background and hobbies.

L1: What is Aligarh (my hometown) famous for.

Me: Ma'am, Aligarh is generally famous for 2 things. First, the Aligarh Muslim University established by Sir Syed Ahmed Khan in 1875. Second, the lock industry of Aligarh. 70% of locks used in India are still manufactured in Aligarh only.

M1: Why? Why did the lock industry setup in Aligarh only?

Me: I researched a lot for this answer. This was asked in my IIFT interview and I couldn't answer there, so I was prepared this time. Told about the history, how Britishers setup a mail carriage manufacturing workshop in 1852 and how the availability of skilled labor gradually led to the development of this industry. In 150 years, it became a 4000 Cr industry.

M2: What do you do in Maruti Suzuki.

Me: Sir, I work on the development of IPC Software for upcoming models. L1: The what? Ma'am the speedometer software. The speedometer is known as instrument panel cluster (IPC).

M1: But what is there to develop in speedometer? Isn't it the same?

Me: No sir, I lot of development efforts and time goes into speedometer development. It is the monitor of the car. Any new feature, any system failure or any safety/warning feature needs to be displayed on

the speedometer. So, designing the signal, its byte size, telltale design, and functioning, all need to be worked out during the development process. That is what my team works on.

M2: (abruptly) What happened in IIM Calcutta interview? I don't know where this question was a calculated guess or he knew beforehand. I was waitlisted 39 at this moment in IIM Calcutta.

Me: A bit perplexed. Sir, I got extremely nervous before the interview and it somehow came out in the interview. I wasn't able to portray my best image and given the extremely difficult selection ratio, even a small mistake has large repercussions. M2: Is it happening here? Are you nervous here? Me: A little bit sir. But I guess that's natural. M2: Why? Me: Sir because of no matter how much I practiced and prepared for this interview, yet, the thought about the importance of this interview somehow crept in and unfortunately that is making me nervous.

L1: Tell us about your hobbies again.

Me: Ma'am I like reading books, graphic designing and solving Rubik's cube.

L1: Which genre. Current book you are reading. Why?

Me: I started with fictional but now I prefer historical/truth based non-fictional books. I am currently reading 'A Little History of the World' by Ernst Gombrich. I like reading these books because I get to learn a lot about the world and people in it, just by reading.

M1: Tell me something about ancient Greece.

Me: Told about Socrates, Plato, Aristotle. Philosophy and science. Birth of democracy and Olympics.

M1: Ancient India?

Me: Told about Indus-valley civilization and its uniqueness.

M2: If you have 4 hours to waste, what will you do.

Me: Sir, I will read something. M2: That's a hobby. You have to waste them. Me: Sir, I will travel and explore around. M2: That's again a hobby. Suppose you were called on a date in the cyber hub and the girl didn't show up. What will you do? Me: Sir I will have a good dinner by myself and later spend the time roaming around the cyber hub. M2: (A bit frustrated) Why are you such a boring person? You can't even waste 4 hours! Waste them!! Me: Sir but this is wasting time. Even if I read a bad book or I roam around without any purpose, I am wasting time. Even if I am pursuing my hobbies, for someone, it will be a waste of time.

L1: That's it. We are done. Thank you Tushar, you can leave now.

Me: Thank you, ma'am.

**Result: Converted**

## Interview Experience-5

FMS, Delhi: -

PG Handle: Madscorer

Date: 15 April 2019

10th/12th/Graduation: 9 CGPA/93.8%/77.05%

CAT: 99.73%ile

Profile: Mechanical and Automation Engineer (2018 Pass out)

Work Ex: Maruti Suzuki as a Graduate Engineer Trainee (10 Months)

Out of the 13 people in the panel, 11 were present hence 11+1 minute for the GD.

GD: Voting should be made mandatory

I was the second person to speak and started off with how big the country is and ensuring or mandating voting with ensue huge logistical cost and additional manpower. Also talked about how we first need to facilitate access to voting to every Indian citizen. Then I started concluding the topic but was cut in between. Spoke a total of 3 times.

Expected marks - 6/10

Actual Marks - 5/10

There were 3 panelists and each asked questions one by one and hence their questions have been clubbed together.

I was the first person to go in.

Interview and Extempore:

1. Tell me about yourself.

M: Gave the age-old mugged up answer.

1a. How did you decide this the right time to do an MBA?

M: Sir, I gave the exam last year as well and converted a few calls but decided that not having any work experience put me at a certain disadvantage as it would have somewhat hindered my learning from the case-based approach of teaching that they have at FMS. Hence, I decided to get a year of experience before pursuing an MBA and have the understanding of working in a corporate while still being used to academic rigour that the engineering entailed.

2. Extempore: Corruption in India

Took 10 seconds to think and started off,

“There have been allegations of corruptions against one of the biggest defense deals in the country and have been other scams and cases of corruption. There has been a reduction in corruption during the past few years but for India to develop and grow we need to eradicate corruption at the root level, the bribe that is given to the policeman, traffic police need to be eliminated. For that, we need a change in the mindset of people and make them aware of the negatives aspects of the same on their own lives and the country and economy.”

I stopped sensing that the time was about to end.

Expected marks: 3/5

Actual Marks: 3/5

3. Give the consequences of corruption.

M: Started to speak something about the effects of corruption.

4. No, not affects, consequences.

M: Oh, ok sir. So corruption leads to the development of a Black or underground economy in the country. The government loses out on tax revenue. This leads to a rise in our revenue deficit and ultimately, we are forced to borrow money to fund our capital expenditure as most of the capital revenue goes to revenue expenditure. This rising revenue deficit is a big problem for the country.

5. What is capital expenditure?

M: The expenditure for introducing new process and material that adds value and not just for day to day functioning of processes which is the revenue expenditure. For example, procuring a new machine to

make something new or add additional value to the product is capital expenditure while replacing an old machine with a new one with no new value added to the process, then it is revenue expenditure.

6. What is flexible manufacturing?

M: Sir, as far as my knowledge goes, when we can make multiple products on a single line then it is termed as flexible manufacturing. For example, at Maruti, we make multiple cars on the very same lines so i believe that can be termed as Flexible manufacturing.

6.a. What is just in time?

M: It's a Japanese philosophy where the requirement of parts is fulfilled as and when required and hence reduce inventory. Usually, the aim is to keep the inventory low around 2–3 days of inventory. It prevents the capital from getting stuck in the inventory and in any case of mishaps, minimal damage to the inventory.

7. Main competitors of Maruti?

M: The main competitors of Maruti are Hyundai, Mahindra and Mahindra and Tata has been gaining ground quickly over the past few years acquiring 7% of the market share. But Maruti having 50% of the market share, only Hyundai comes close at around 25% market share.

8. Is Toyota a competitor?

M: Yes, in the market place, Toyota is surely a competitor but they also have a partnership wherein Maruti will provide cars to Toyota, like Baleno, Ertiga, Brezza. They will make minor changes to the cars before selling them...

\*Cuts in between\*

9. Will they modify cars before selling?

M: Yes Ma'am, Toyota will make minor changes to these cars before selling them in India as selling the same exact cars won't serve any purpose and they will sell them under their own brand.

9.a Are you sure they will modify the cars?

M: Yes Ma'am, I am sure.

She replies "Read about it, there's more to it"

I said "Ok ma'am"

9.b. What is rollback?

M: sorry Ma'am, I don't know.

10. What is a recession?

M: Going by the definition, a recession is when a country doesn't grow for 2 quarters in a row.

10.a. what do you mean by growing!?

M: Oh, Sorry Ma'am, I meant that when the economy or the GDP of a country contracts for 2 straight quarters, then it is termed a recession.

11. What is Bloomberg?

M: Honestly the reason I know of Bloomberg is that it is my go-to business news source and I have subscribed to their WhatsApp news update service.

12. Tell me a piece of recent business news.

M: (don't know why I started blabbering these words) Umm, ok, no but that won't count as a piece of business news. Ok, so the Jet airways crisis and their fate will be decided today by the consortium of banks led by SBI for the Rs 1500 crore assistance they have proposed to keep the company afloat.

Ok, Ashish that will be all. I thanked them and left the room.

PI Expected Score: 13/15

Actual Score: 9/15

Not sure what went so wrong here that I feel 4 marks below my prediction.

OVERALL expect Score: 22/30

OVERALL actual score: 17/30

Expected Verdict: Reject

**VERDICT: REJECTED**

## Interview Experience-6

The batch 2021–23 due to the prevailing COVID-19 situation all interviews were held online. Thus, I had a Zoom interview for FMS

Date: 22/04/2021

Panel: 1 Male & 1 Female (Duration ~11 mins)

Profile: I did my undergrad from IIT Kanpur in Economics (M. Sc. Intg. 5-year course) graduating in 2013.

I then proceeded to pursue M. Phil. & Ph.D. in Economics from Tilburg University (2013–19)

CAT Percentile: VARC (99.95)/DILR (96.59)/QA (99.08)/OA (99.84)

Work Ex: I taught UG & Masters level courses as a part of my doctorate and also had an opportunity to run a Randomized Control Trial (RCT) in Nairobi in 2015. Duration of my work ex was 45 months (Sep 2015-June 2019)

Extempore Topic: Atmanirbhar Bharat (Pretty straightforward topic with loads to say)

Q1> Introduce yourself?

A> Talked about my educational journey from undergrad in IITK to M.Phil. and then research work in Tilburg University. Mentioned my hobbies and places I have stayed/visited.

Q2> Why didn't you finish your PhD?

A> Explained that my research work was not going so well in the last leg. Although, I had finished two papers the second paper still needed more refinement and I had not started on the third paper. Additionally, my teaching experience gave me an insight that this was not something I enjoyed doing so much and would like to stop. All this motivated me not to further extend my contract beyond June 2019, and thus I came back home.

Q3> What is work experience in?

A> I have experience in teaching both undergraduate & Masters students in Economics/Finance subjects, guiding Bachelor students in their theses, running a RCT in Nairobi and presentation in conferences apart from my primary job of academic research.

Q4> Will India be 5 trillion USD economy?

A> I believe it's an achievable target but not in the timeframe mentioned, 2025 if I am correct. We will need serious steps in improving our supply chain logistics, road and rail infrastructure, financial inclusion and policies to motivate moving the labor force from agriculture to manufacture as agriculture currently contributes 15% to GDP while employing almost 2/3rd of the labor force.

Q5> What are your hobbies?

A> I enjoy quizzing, debating and reading novels with a strong preference towards mythological fiction.

Q6> What mythological fiction books have you read?

A> I have finished the Shiva trilogy by Amish and am currently reading Ra Chandra series by the same author. I also like books by Ashwin Sanghi like Krishna's Key, Chanakya's Chant and Rozabal Line

Q7> What did you learn from Chanakya's Chant?

A> The book explores two parallel timelines with Chanakya's story of placing Chandragupta Maurya to the throne and a modern day Chanakya -Pandit Gangasagar Mishra doing the same for her female prodigy. The message that I got that in politics ethical & moral rules can be broken as long as the ultimate goal is helping others once you have acquired power. To summarize, "All is fair in love & war"

Q8> What's the difference between Chanakya & Pandit Gangasagar Mishra?

A> IMO there is not much difference between the two as both apply techniques which are morally/ethically wrong but for the right reasons.

Q9> Pandit Mishra allowed for the killing of spouse of his prodigy, Chanakya will never allow that?

A> True, but Chanakya arranged for one of his primary enemies, a Macedonian general to get involved with Saka queen which led to the death of the general and withdrawal of Saka support to his enemies. He also used vishkanyas to assassinate kings and arranged for killing of a surrendered king by proxy. In the end, each used every trick in the book to promote their protege and didn't care about collateral damage. Killing of a spouse might seem distasteful but its no different from any other killings.

(I have read Chanakya's Chant multiple times, so I knew the book inside out. Lucked out in this case)

Q10> You being 31 years old will have significant problems adjusting to MBA college as most of your co-students will be 6-8 years younger than you?

A>I have spent my entire adult life either studying with or working with or teaching students who were from various age groups as I was taking classes for undergraduate as well as masters students. I also took multiple courses during my UG & M.Phil with Masters/PhD students who were much older than me. I believe at the end of the day all MBA students are thorough professionals who will care about my contribution to the team/class and not focus on cosmetic factors like age, corporate experience etc. (This question was asked in some form or other in may of my PIs. Anyone applying B school with 4+ year of work experinces

Q11> What other calls you have?

A> All IIMs except Indore, and XLRI BM/HRM

All in all, very chilled out panel. No grilling

**Status: Converted in 3rd WL**

## Interview Experience-7

FMS Delhi

Slot- 2:00 PM

20th April'18

CAT Percentile: 98.44 (Score: 32.986/60)

Profile:

10th: 84.67 (RBSE) (Score: 4/5)

12th: 74.77(RBSE) (Score: 3/5)

Graduation: 7.78- Electronics and Communication Engineering-NIT Trichy

Work Exp: 32 Months-Automobile Sector

GD Topic: Law should be an instrument for Social Change.

9 People in my Panel, two were absent. Three Moderators for the GD.

Time: 8 Mins (7(per person a Minute) +1 Min)

(Spoke about the Land Acquisition law, moved from the 1894 law to 2013 Law. Mention the Benefits of LAAR (Land Acquisition, Rehabilitation and Resettlement) 2013. Mention the IBC (Insolvency and Bankruptcy) Code 2016 and its benefits for development. Spoke about the Anti Rape Law 2013 and punishment provision under this law. Concluded with the role of executives in the implementation of the laws.) (Score: 6/10)

Interview Process:

I was 5th in My Panel.

3 Panelists, 2 Male, and 1 Female Professor. Let's call them P1 (Senior Male Professor), P2 (Young Male Professor), P3 (Female Professor).

Interview Coordinator called my name and I entered the room. I stand near the seat to wait for the permission to be seated.

P1: Sit Down, please.

Me: Thank You, Ma'am.

P3: So, X, Introduce yourself.

Me: After the well-rehearsed introduction where I talked about My Strengths, Work Experience. I also talked about the Patent, Marketing Project.

\*Interrupted by P3. \*

Its extempore time now.

P3: X, we will give you a topic and you have 10 Secs to think about it and one minute to speak.

Me: Ok Ma'am.

P3: Your topic is "IPR".

Me: Can I have a rough page, please?

P2: No, you construct your thoughts and speak.

Me: Ok Sir.

After 10 Secs

Me: Full form of IPR is Intellectual Property Right. Intellectual Property (IP) is the product human intellectual. It includes the concepts, Products, Creativity etc. and the rights protected to IP is known as IPR. Patent is one of the form of IPR and it protects the Functional Expression of the product. Like if a company develops a new technology than that company has exclusive rights to use that particular technology, others cannot use that technology without the permission of the company. India follows the IPR Act 1970 and the no of application per year from India is very less compare to China and USA and no of Patents granted to India is also very less compare to China and USA. (Score: 4/5)

P3: Times up.

P2: X, you speak so fast. Did you prepare this for the interview?

Me: Sir It is the natural for me.

P2: In which Quality are you working?

Me: Sir, I am working in Current Quality Department.

P2: What Quality Standards you follow?

Me: Sir we follow the TS Standards.

P2: Which no?

Me: Sir its TS 16949.

P2: It is equivalent to ISO.

Me: Sir ISO 9001.

P2: What is Ford's Quality Standard?

\*Out of the blue question for me\*

\*Blank Face\*

P2: Ford ingeniously developed a Quality Standard. What is it?

Me: Sir, in my company, another department is looking for the standard. I do not know about this.

P2: It's QA101. Just have a look at it. Now Ma'am will ask you the questions.

P3: X, Name any three Social Entrepreneur.

Me: Ma'am in which field?

P3: Any field.

Me: Ma'am I do not know.

P3: Ok X. We are done. All the best. Thank you.

Me (Smiling): Thank you, Ma'am and left the room. (PI Score: 9/15)

And that was it. NO TOFFEES, NO COOKIES.

\*It was the shortest interview, lasted only 5 Mins. \*

Cumulative Score: 58.986

Edit 1: List 1: Waitlist 48

## Interview Experience-8

Profile-

10th: 91.69

12th: 69

Grad: 70 (Computer Engineer from MU)

Work Experience: 21 months - Database Developer at Media.net | One of the largest ad-tech companies worldwide

Category: NC-OBC

I have been interviewed at FMS twice.

Direct reject the first time :(

Direct convert the second time :D

First time-

CAT 2016: 92.83 percentile

For GDPI preparation, visit [courses.catking.in](https://courses.catking.in) | 8999118999 | [www.catking.in](https://www.catking.in)

There were 2 ladies (L1 and L2) and one gentleman(M1)

L2 was the senior most amongst them

L2: X, you're a Computer Engineer. Do you think we have too many Computer Engineers in India?

Me: No ma'am. We're a developing country and we need computer engineers to develop the IT infrastructure of the country. John Adams, a founding father of the US once said, "I need to learn Politics and War so that my son may learn Engineering, Navigation and Architecture and then his son may pursue the nobler aspects of life like Poetry, Music etc." It always happens in stages. We are a developing country and currently we are at a stage where we need engineers. Civil Engineers to build roads and other physical infrastructure. Computer Engineers to build the IT infrastructure and so on.

L2: Okay. What you've just said, draw a graph of that.

Me: (I was befuddled but masked my confusion) Do you mean a tree?

L2: No, a graph with X and Y axis

Me: What do you want me to put on these axes?

L2: Anything that you deem fit.

(I, knowing this wouldn't exactly please them, put investment in education on X-axis and growth on Y-axis)

Me: (Explaining it) Initially when you invest a lot, the growth won't show instantly but it'll start showing over time.

L2: What is this? (Her features conveying that I didn't understand her question)

M1: Shouldn't your graph be an inverted U shape? You start studying Liberal Arts then study engineering and then return to Liberal Arts.

Me: Oh, in that way, yes it can be.

L2: Have we given him his extempore topic yet?

L1: No

(I had my folder on my lap. I believe it is impertinent to place it on the desk without permission)

L2: You can put your folder on the desk. That's what it is there for.

Me: (Placing it there) Thank you ma'am.

L1: Your extempore topic is 'Folder'

Me: Sorry. I didn't get you

L1: (Pointing at my folder) Folder

Me: A folder is used to store documents but with technological advancements, I could just scan my docs and store them in the cloud and access them from anywhere. But for important occasions like this interview, hard copies of important docs are required so a folder is required to encompass these hard copies and also convey professionalism. Also, the word fold means a group of people having similar characteristics or leaning so we could refer to them as a folder of sorts. The verb 'fold' means to give in or warp under pressure so we could refer to a guy who folds, metaphorically speaking, as a folder as in he has folded. He has quit. (I was pretty sure that I had spoken for 1+ minute and was running out of ideas so I just faded and said 'That's all about folder')

M1: Do you know about supercomputers?

Me: Yes, supercomputers are more powerful than your general PCs, possess a large amount of memory and a lot of processing power. They are used in number crunching, weather forecasting, scientific calculations etc.

(M1 grilled me for quite some time about supercomputers)

M1: What's a lot?

Me: Lot is something that transcends what you would deem as normal. It is something that's above average.

M1: Quantify it

Me: Sir, my understanding of supercomputers is limited so I cannot quantify it with authority. I can only guess. Also, nowadays even general-purpose computers are really powerful. We have dual, quad and octa core microprocessors capable of performing parallel processing and thereby processing a large amount of data in a very short time. Data ranging in many TBs.

M1: What comes after TBs? Do you know?

Me: TB stands for Terra Byte. I do not know what comes after that.

M1: How many processors if you were to hook up together would you have a supercomputer?

Me: I am not sure. I could only conjecture if I were to be allowed to do that. And like I said we've come a long way. The first microprocessor Intel 4004 was really weak and today we have powerful 32- and 64-bit octa core processors

M1: Yea try a guess about the number of processors

Me: I suppose 7-8 (This was grossly inaccurate. I looked it up later, the world's most powerful super computer has close to 41,000 processors)

L2: You have an accent when you speak. How did you come to have it? Did you acquire it or something else?

(I have a slightly foreign accent and I always try to mask it in interviews as I don't like to explain it but damn it she caught it :P)

Me: Yes ma'am. I suppose I grew up watching too many Hollywood movies so I might have sub-consciously picked it up. (Nonchalantly) I don't think too much about it though!

L2: Has anybody mentioned it to you?

Me: Yes ma'am, friends have mentioned it. Colleagues have too.

L2: Any converts so far?

Me: No ma'am. I have calls from the new IIMs and they haven't released their lists yet.

L2: So no converts so far?

Me: Yes ma'am. No converts yet.

(The interviewers looked at each other and then told me that the interview was over. I was getting up when M1 interjected)

M1: When you go out, read up about supercomputers

Me: (with a wide smile) Yes sir, I certainly do intend to do so.

(I wore a smile throughout the interview even when I felt I was being put on a spot)

**Verdict: Not converted**

## Interview Experience-9

CAT 2017: 99.31 percentile

There were 2 ladies (L1 and L2) and one gentleman(M1).

L1 didn't ask anything. L2 was really sweet. M1 could be a little rough at times.

L2: We'll be giving you an extempore topic. You have to speak on it for a minute. You'll have 10 seconds to think. We'll tell you when to start.

Me: Yes ma'am, certainly.

L2: Do you know about X Deshmukh?

Me: Not much ma'am.

L2: Okay your extempore topic is 'My favorite heroine'.

Me: Talked about Mila Kunis (Though my favorite is Alexandra Daddario because she's quite bodacious to say the least :P)

L2: You seem to have done quite a lot of research on her.

Me: Yes ma'am, she not only acts but is also involved in social work along with her husband Ashton Kutcher

L2: Who's your favourite from Bollywood?

Me: Kareena Kapoor ma'am

M1: What about Rani Lakshmi Bai, is she not your favourite heroine?

Me: Yes sir, if we were to interpret heroine in that way, she too is an inspiration to many

M1: What do you know about her?

Me: She's known as Jhansi Ki Rani (was going to elaborate, M1 interrupted)

M1: Who's representing her in a movie?

Me: I'm not sure about it but I if I were to be allowed to guess

L2: Yes try (gesturing assent)

Me: I think Kangana Ranaut

L2: Correct. So, you have 91.69 in 10th, a drop in performance 12th: 69 and then 70 in B.E.

Me: Yes ma'am

L2: You've mentioned your father is a newspaper vendor (in the form), so what do you mean? I mean how does it all work. Could you explain? We don't know exactly which layer a newspaper vendor falls in. Like is he in the middle layer or where? How is it all structured?

Me: It begins with manufacturing of newspapers (L2, with a look on her face that betrayed the feeling that that's not what she was asking)

Me: Also, we have wholesalers who'd aggregate it from multiple newspaper companies and then provide it to us. We're retailers. The last leg that meets the customer.

L2: So, you're the company's customer facing unit.

Me: Yes ma'am. Also, in today's technologically advanced world there's disintermediation happening. So, people are reading news online and people like my father are less and less needed and are becoming redundant.

L2: How much do the various people involved make? Wholesalers, manufacturers, retailers?

Me: My father makes 25%. That's what he's told me. I don't know about the others.

L2: What happens when you have more papers than you can sell?

Me: There are some newspaper companies that allow us to return newspapers back to them that have been unsold. This is part of their reverse logistics process. Since we're their partners, they manage us well.

M1: So, for the manufacturer once it goes to the retailer, my job is done?

Me: No sir, market share is only a reflection of what's happened in the past. You also need to think about future and keep customers happy. From that perspective, the manufacturer obviously cares about (M1 interjected)

M1: That's not what I meant. I'm talking from the perspective of money. Will the wholesaler just take all unsold newspapers back?

Me: Sir, there's reverse logistics. TOI i.e. the manufacturer, for instance takes all unsold newspapers back and not the wholesaler.

L2: Is it credit based? Will they not charge you for unsold newspapers? How will the money be remitted to you?

Me: No ma'am. There is no credit. Daily payment has to be made. For unsold newspapers, money will be credited back. Also, the same newspaper company charges different prices at different places sometimes. For instance, Hindu charges Rs. 5 in Chennai and Rs. 10 in Mumbai

L2: So, you've written you write poetry

Me: Yes ma'am, I pen prose and poetry

L2: Could you recite one of your poems for us? A short one. Whichever language it is in

Me: I pen poetry in English, ma'am.

(Recited one poem of mine verbatim. Also, I later found out that L2 herself is a poet :P)

L2: (smiling) Were you expecting that we would ask you to recite a poem?

Me: (smiling) No ma'am, I had not expected, but it's one of my favorite poems that I have penned so I remember it well!

L2: Do you have any siblings or are you the only child?

Me: I have a younger sister ma'am.

L2: What is she doing?

Me: She's pursuing BBA ma'am. She's in her second year.

M1: Do you have any other calls?

Me: IIM L and K, sir

M1: Why not ABC? You have a good percentile.

Me: It's probably as ma'am mentioned because of my low 12th percentage

(M1 reads my percentage 91.69 in 10th. 69 in 12th and 70 in BE)

M1: So, FMS is your best call (I was amazed he didn't consider L to be at par with FMS but didn't show it)

Me: Yes sir, I knew ABC would not call me. The whole year my preparation has been with one goal in mind- converting FMS. That's the institution that I've been aiming for right from the time I started preparing for CAT.

M1: So why do you want to come to FMS?

Me: (gave a prepared answer) FMS was founded in 1954. It has a decades old legacy and an extensive alumni network, with alumni employed in both public as well as private sector. So, it would be a great opportunity to connect with and learn from them.

Being amongst the top B schools in India and also situated in the Delhi-NCR region, both corporate and government luminaries through their guest lectures provide valuable insights to the students at FMS. It also attracts quality students with high aptitude from various disciplines (Science, Commerce, Arts) that would enable me to learn from them, result in peer learning and also pose challenges in front of me to push myself harder to excel.

Also, every permanent faculty member is a PhD with extensive teaching experience and the faculty to student ratio is high.

All the advantages mentioned above and the structured and rigorous program that MBA is would expand my cognitive capabilities and help me develop a holistic approach when analysing and resolving problems

M1: Why do you need reservation (NC-OBC)? You have a good percentile (99.31)

Me: Sir, it is a right bestowed upon me by the Constitution of India so that people like me who are not economically privileged can rise up. A rich person will provide the right kind of resources to his son. He'll get good tuition, go to a good school and so on. But the economically underprivileged don't have access to quality resources, so it is there to help them rise up. Also OBC reservation is provided based on income. It is not intended for the well to do OBCs. I suppose currently there's a cap at Rs. 8 lakhs for providing reservation.

M1: A salary of Rs. 45,000 per month. How are you economically underprivileged? (with a smirk and then he looked at the other interviewers)

Me: I am the first graduate in my family. Reservation is based on my father's income and not mine. For the first 21 years of my life, I did not have access to proper resources and had to work very hard to rise up.

M1: Are you 21 now?

Me: No sir. But as I said for the first 21 years, I didn't have access to quality resources so my upbringing was such that I was deprived of quality resources.

L2: We see 1 or 2 students who have reservation but choose not to take it. You seem to be having good skills. Would you want it for your son?

Me: If I am well to do and he has access to quality resources, then no ma'am

All 3: Okay, that's it.

(L2 being the sweet lady that she is also informed me that my GD will be conducted once they are done interviewing the others in my panel. She asked me to wait and not leave without giving my GD. I was really looking forward to interacting with and learning from her once college began)

**Verdict: Direct Convert :D**

## Interview Experience-10

CAT 2017: 99.31 percentile

There were 2 ladies (L1 and L2) and one gentleman(M1).

L1 didn't ask anything. L2 was really sweet. M1 could be a little rough at times.

L2: We'll be giving you an extempore topic. You have to speak on it for a minute. You'll have 10 seconds to think. We'll tell you when to start.

Me: Yes ma'am, certainly.

L2: Do you know about X Deshmukh?

Me: Not much ma'am.

L2: Okay your extempore topic is 'My favorite heroine'.

Me: Talked about Mila Kunis (Though my favorite is Alexandra Daddario because she's quite bodacious to say the least :P)

L2: You seem to have done quite a lot of research on her.

Me: Yes ma'am, she not only acts but is also involved in social work along with her husband Ashton Kutcher

L2: Who's your favourite from Bollywood?

Me: Kareena Kapoor ma'am

M1: What about Rani Lakshmi Bai, is she not your favourite heroine?

Me: Yes sir, if we were to interpret heroine in that way, she too is an inspiration to many

M1: What do you know about her?

Me: She's known as Jhansi Ki Rani (was going to elaborate, M1 interrupted)

M1: Who's representing her in a movie?

Me: I'm not sure about it but I if I were to be allowed to guess

L2: Yes try (gesturing assent)

Me: I think Kangana Ranaut

L2: Correct. So, you have 91.69 in 10th, a drop in performance 12th: 69 and then 70 in B.E.

Me: Yes ma'am

L2: You've mentioned your father is a newspaper vendor (in the form), so what do you mean? I mean how does it all work. Could you explain? We don't know exactly which layer a news paper vendor falls in. Like is he in the middle layer or where? How is it all structured?

Me: It begins with manufacturing of newspapers (L2, with a look on her face that betrayed the feeling that that's not what she was asking)

Me: Also, we have wholesalers who'd aggregate it from multiple newspaper companies and then provide it to us. We're retailers. The last leg that meets the customer.

L2: So, you're the company's customer facing unit.

Me: Yes ma'am. Also, in today's technologically advanced world there's disintermediation happening.

So, people are reading news online and people like my father are less and less needed and are becoming redundant.

L2: How much do the various people involved make? Wholesalers, manufacturers, retailers?

Me: My father makes 25%. That's what he's told me. I don't know about the others.

L2: What happens when you have more papers than you can sell?

Me: There are some newspaper companies that allow us to return newspapers back to them that have been unsold. This is part of their reverse logistics process. Since we're their partners, they manage us well.

M1: So, for the manufacturer once it goes to the retailer, my job is done?

Me: No sir, market share is only a reflection of what's happened in the past. You also need to think about future and keep customers happy. From that perspective, the manufacturer obviously cares about (M1 interjected)

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L2: So you've written you write poetry

Me: Yes ma'am, I pen prose and poetry

L2: Could you recite one of your poems for us? A short one. Whichever language it is in

Me: I pen poetry in English, ma'am.

(Recited one poem of mine verbatim. Also, I later found out that L2 herself is a poet :P)

L2: (smiling) Were you expecting that we would ask you to recite a poem?

Me: (smiling) No ma'am, I had not expected, but it's one of my favorite poems that I have penned so I remember it well!

L2: Do you have any siblings or are you the only child?

Me: I have a younger sister ma'am.

L2: What is she doing?

Me: She's pursuing BBA ma'am. She's in her second year.

M1: Do you have any other calls?

Me: IIM L and K, sir

M1: Why not ABC? You have a good percentile.

Me: It's probably as ma'am mentioned because of my low 12th percentage

(M1 reads my percentage 91.69 in 10th. 69 in 12th and 70 in BE)

M1: So, FMS is your best call (I was amazed he didn't consider L to be at par with FMS but didn't show it)

Me: Yes sir, I knew ABC would not call me. The whole year my preparation has been with one goal in mind- converting FMS. That's the institution that I've been aiming for right from the time I started preparing for CAT.

M1: So why do you want to come to FMS?

Me: (gave a prepared answer) FMS was founded in 1954. It has a decades old legacy and an extensive alumni network, with alumni employed in both public as well as private sector. So, it would be a great opportunity to connect with and learn from them.

Being amongst the top B schools in India and also situated in the Delhi-NCR region, both corporate and government luminaries through their guest lectures provide valuable insights to the students at FMS. It also attracts quality students with high aptitude from various disciplines (Science, Commerce, Arts) that would enable me to learn from them, result in peer learning and also pose challenges in front of me to push myself harder to excel.

Also, every permanent faculty member is a PhD with extensive teaching experience and the faculty to student ratio is high.

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M1: Why do you need reservation (NC-OBC)? You have a good percentile (99.31)

Me: Sir, it is a right bestowed upon me by the Constitution of India so that people like me who are not economically privileged can rise up. A rich person will provide the right kind of resources to his son. He'll get good tuition, go to a good school and so on. But the economically underprivileged don't have access to quality resources, so it is there to help them rise up. Also OBC reservation is provided based on income. It is not intended for the well to do OBCs. I suppose currently there's a cap at Rs. 8 lakhs for providing reservation.

M1: A salary of Rs. 45,000 per month. How are you economically underprivileged? (with a smirk and then he looked at the other interviewers)

Me: I am the first graduate in my family. Reservation is based on my father's income and not mine. For the first 21 years of my life, I did not have access to proper resources and had to work very hard to rise up.

M1: Are you 21 now?

Me: No sir. But as I said for the first 21 years, I didn't have access to quality resources so my upbringing was such that I was deprived of quality resources.

L2: We see 1 or 2 students who have reservation but choose not to take it. You seem to be having good skills. Would you want it for your son?

Me: If I am well to do and he has access to quality resources, then no ma'am

All 3: Okay, that's it.

(L2 being the sweet lady that she is also informed me that my GD will be conducted once they are done interviewing the others in my panel. She asked me to wait and not leave without giving my GD. I was really looking forward to interacting with and learning from her once college began)

**Verdict: Direct Convert :D**

## Interview Experience-11

Date - April 16 (10:00 AM slot)

Venue - FMS Delhi

Profile

X- 89.50% (Gujarat Board)

XII - 92.62% (Gujarat Board)

BTech (Mechanical) - 81.2% (NITK Surathkal)

CAT - 99.81

General | Engineer | Male | Fresher

GD - Simplicity is the sole reason for success (Not verbatim- it was something along these lines)

GD was arguably the most important part of the selection process because the panelists who evaluate your GD take your interview as well. There were 8 of us and so we were given 9(8+1) minutes to discuss. I began the GD. Spoke for more than a minute, drew contrasts by giving out examples. Pitched in 3-4 times more. Added that though simplicity is one of the most important virtues, it wouldn't be right to call it the sole reason. Talked about Mr. Manohar Parrikar as well. Overall, I felt I did a really good job in the GD.

PI - I was the penultimate person in my panel. Our panel was taking 8-10 minute interviews. Finally my turn came at 11:40.

I entered the interview room and saw 2 female panelists F1 and F2.

Me: Good morning ma'am.

F1: Good morning.

Me: May I? (Pointing to the chair)

F1: Yes please.

P1: So X, you're still studying, is it?

Me: Yes ma'am.

F1(Looking at my form): You're studying in an NIT.

Me: Yes ma'am. I'm in my final year pursuing mechanical engineering from NITK Surathkal.

F1: What have you done in college?

Me: Told

F1: Tell us about the social initiative you've mentioned in your form.

Me: Told

F1: Okay, we'll now give you a topic. You have to speak on it for 1 minute. Your topic is CRY.

I knew FMS often gave weird topics. So I wasn't flustered.

Me: Cry is characterized by flow of tears. A person could cry in a happy situation or in a sad one. Say for a mother, her baby's first cry is extremely special....

I was going on when I was interrupted by P1

P1: Do you even know what your topic is? It's the foundation CRY.

Me: Oh (I was like wtf).

Both of them chuckled.

Me: So should I continue or should I restart with my new topic.

F1: Start again.

I had absolutely no clue of what CRY was, what it did, etc.

Me: Said a few very generic statements none of which were related to CRY.

F1 interrupted again.

F1: Do you know what CRY does?

Me(sheepishly): No ma'am

F1: No problem. Know of any other organization?

Me: I didn't know anything so I said PETA

F1: Okay so PETA is your topic.

Me: I knew what PETA did but I didn't know much about them. But still I spoke for 40-45 seconds and stopped.

F1: You still have time.

Me: Said something rubbish

F1: Okay stop. Do you follow news?

Me: Yes ma'am, I do.

F1: Tell me some recent news.

Me: Right now, elections are going on...

F1: No, not elections. Something else.

Me: Jet Airways crisis.

F1: Anything else?

Me: Some time back, the share price of Tata Motors fell a lot in a single day.

Finally, they found something interesting

F1: Why did the price fall?

Me: Explained well

F1: What did they do to overcome this?

Me: I didn't know and I should have said the same but I still spoke.

Ma'am, when a business isn't doing well, a company must evaluate their target market because businesses cater to consumer needs.

F1: Who taught you all these fancy terms?

Me(smiled): Ma'am, the main aim of any business is profit maximization (Blunder)

F1: No no no. It's not to make profits.

Me (trying to make up): Sorry ma'am, it's to maximize wealth.

F1: Yes. You should read an article (She told some name which I forgot immediately)

Me: Yes ma'am, I'm sorry. I made a mistake.

F1: Don't be sorry. It's fine.

F1: So are you interested in stocks?

Me: No ma'am, not much.

F1: Do you know what Sensex is?

Me: Told

F1: How are these stocks decided?

Me: I don't know.

F1: No issues. We're done. You may leave.

When I was about to reach the door, P1 calls out.

F1: What's the meaning of your name?

Me: Ma'am, Harsh means happiness and Pra means extra. So X means extra happiness.

Both of them smiled.

F1: Okay.

**Verdict: Straight Convert**

## Interview Experience-12

Interview Date - 20th April 2019 | 11 am Slot

Profile- GEM

CAT 18: 99.70

10th: 93.50

12th: 84.00

Grad: 8.68 (Electronics Engineer from Aligarh Muslim University)

Work Experience: 25 months - Electronics R&D Engineer at Maruti Suzuki (10 months) | QA Engineer at Tata Consultancy Services (15 months)

Category: General

GD Topic: Knowledge-based economy is necessary for the economic development of India.

There were seven people in the group. It was a cordial GD. No fish market. Since the topic was easy, everyone was able to pitch in and give new points. I started the GD, explained the historical significance of the knowledge-based economies and moved onto India's necessity to become one in the 21st century. Later intervened with the advantages that India have and the challenges it might face in achieving this goal. Overall, a good discussion.

Extempore Topic: What's in a name?

Started with William Shakespeare and where he quoted this. Brought in an Indian context about how a person's name is a social issue in India, the caste system in India and how people start finding caste in people's name. Concluded with the latest use of the quote in promotion of IPL season 12.

#Gamebanayeganame

Interview Experience

There was 1 lady professor(L1) and 2 male professors (M1 and M2). All looked like senior professors.

M1: Tell us something about yourself.

Me: Gave a prepared answer. Started with my introduction, took it to my workex, education, background and hobbies.

L1: What is Aligarh (my hometown) famous for.

Me: Ma'am, Aligarh is generally famous for 2 things. First, the Aligarh Muslim University established by Sir Syed Ahmed Khan in 1875. Second, the lock industry of Aligarh. 70% of locks used in India are still manufactured in Aligarh only.

M1: Why? Why did the lock industry setup in Aligarh only?

Me: I researched a lot for this answer. This was asked in my IIFT interview and I couldn't answer there, so I was prepared this time. Told about the history, how Britishers setup a mail carriage manufacturing workshop in 1852 and how the availability of skilled labor gradually led to the development of this industry. In 150 years it became a 4000 Cr industry.

M2: What do you do in Maruti Suzuki.

Me: Sir, I work on the development of IPC Software for upcoming models. L1: The what? Ma'am the speedometer software. The speedometer is known as instrument panel cluster (IPC).

M1: But what is there to develop in speedometer? Isn't it the same?

Me: No sir, I lot of development efforts and time goes into speedometer development. It is the monitor of the car. Any new feature, any system failure or any safety/warning feature needs to be displayed on the speedometer. So designing the signal, its byte size, telltale design, and functioning, all need to be worked out during the development process. That is what my team works on.

M2: (abruptly) What happened in IIM Calcutta interview? I don't know where this question was a calculated guess or he knew beforehand. I was waitlisted 39 at this moment in IIM Calcutta.

Me: A bit perplexed. Sir, I got extremely nervous before the interview and it somehow came out in the interview. I wasn't able to portray my best image and given the extremely difficult selection ratio, even a small mistake has large repercussions. M2: Is it happening here? Are you nervous here? Me: A little bit sir. But I guess that's natural. M2: Why? Me: Sir because of no matter how much I practiced and prepared for this interview, yet, the thought about the importance of this interview somehow crept in and unfortunately that is making me nervous.

L1: Tell us about your hobbies again.

Me: Ma'am I like reading books, graphic designing and solving Rubik's cube.

L1: Which genre. Current book you are reading. Why?

Me: I started with fictional but now I prefer historical/truth based non-fictional books. I am currently reading 'A Little History of the World' by Ernst Gombrich. I like reading these books because I get to learn a lot about the world and people in it, just by reading.

M1: Tell me something about ancient Greece.

Me: Told about Socrates, Plato, Aristotle. Philosophy and science. Birth of democracy and Olympics.

M1: Ancient India?

Me: Told about Indus-valley civilization and its uniqueness.

M2: If you have 4 hours to waste, what will you do.

Me: Sir, I will read something. M2: That's a hobby. You have to waste them. Me: Sir, I will travel and explore around. M2: That's again a hobby. Suppose you were called on a date in the cyber hub and the girl didn't show up. What will you do? Me: Sir I will have a good dinner by myself and later spend the time roaming around the cyber hub. M2: (A bit frustrated) Why are you such a boring person? You can't even waste 4 hours! Waste them!! Me: Sir but this is wasting time. Even if I read a bad book or I roam around without any purpose, I am wasting time. Even if I am pursuing my hobbies, for someone, it will be a waste of time.

L1: That's it. We are done. Thank you, x, you can leave now.

Me: Thank you, ma'am.

**Result: Converted FMS. :D**

## Interview Experience-13

Profile:

GEM

X: 85.38

XII: 74.92

Grad: 84.2

CAT: 99.57

I entered the interview room. Panelists were P1 and P2(female), P3(male) sitting from left to right against me.

I greeted them with a good morning and P2 told me to have a seat.

As soon as I sat P3 went out of the room and he didn't come back for the duration of my interview.

P2(Going through my documents) : So you are born in Ahmedabad, did your petroleum engineering in PDPU Gandhinagar and presently work as plant engineer at GSFC, right? What is GsFC?

Me: Yes. Gujarat State Fertilizers and Chemicals. It is a Fertilizer and chemical company.

P2: Is it a state PSU?

Me: No it is a private company promoted by Gujarat government. Started explaining its involvement in Fertilizers and due to heavy regulation in the sector how status of company changes, but was interrupted.

P2: I will get to that soon in your extempore.

I started preparing myself for GSFC as my extempore topic.

P2 told me the rules about extempore and then told me your extempore topic is "Subsidy in Fertilizer sector"

I recently read some portion of the same topic in economic survey 2015-16. So tried to replicate that. But my structure was horrid and the flow was nonexistent. I tried to put every point in one min so, it all got jumbled. (Eg I forgot to state that the current subsidy system in urea is cost based, I went on explaining the NPK method which is ideal, then realised it and went back. Then I realised I have to speak about all Fertilizers not only urea so started talking about DAP and MOP. But time was up before I could get even a word in.)

2/5 would be generous.

Then the interview followed

P2: So what is status of food security in India?

Me: Talked about public food stockholding and PDS, stand at WTO. Leverages and middle man.

P2: So as a policy maker what steps would you take?

Me: The interview was going south very fast, so I went blank for a while.

P2(Had to nudge me a bit): You mentioned leakages right so what steps would you take to curtail them?

Me: Some non-relevant points about middleman elimination, financial inclusion, rural penetration. I completely forgot about mentioning JAM agenda.

P2 to P1: DO you want to ask anything?

P1: So X, What do you do in your free time?

Me: Mentioned Books, Comics and Games?

P1: Which games?

Me: Chess and Civ4,5

P1: You mentioned reading Books, which books?

Me: (Finally!) I mostly read fantasy books. I have read Harry Potter, Mistborn, Wheel of Time, Stormlight Archive, Elantris, Eragon, Warbreaker, ASOIAF series. In fiction I have read All books by Sidney Sheldon, Kane and Abel by Jeffrey Archer, few books by Agatha Christie. In non-fiction I have read Return of Depression Economics by Paul Krugman, I.O.U by John Lanchester and currently reading Thinking fast and slow by Daniel Kahneman.

P1: Ok you can go. (I was disappointed at the lack of any follow up)

Me: I bid them farewell and left.

Again 7/10 would be pushing it.

Overall, I feel, Due to extremely short interviews (5-7min including extempore) all they check for is thinking on your feet, confidence and body language and structure of your content much more than actual content.

**Edit: Waitlisted at 117.**

## Interview Experience-14

Profile:

CAT percentile: 99.47

10th:94.6

12th:92.4

Grad: 7.69(Btech: Electrical Engineering)

GD topic: Will IT industry create maximum jobs in India in future?

9 minutes for 7 people (including conclusion)

Me: Gave 2–3 generic points. Number of engineers, governments liberalizing rules, cheap manpower available. After everyone spoke once, talked about AI and how it will affect jobs. Discussion started on AI. Some guy spoke about recession and how IT fires most employees. Countered the argument. GD ended.

I was pretty confident that I had nailed the GD and it will be easy from now on. (LOL)

P1: introduce yourself

Me: blanked out. Spoke an introduction I had never prepared. Plus was nervous so was speaking a little fast.

P1: Are you in a hurry? Why so fast?

P2: Bht baar rehearse kiya hoga.

Me: \*Facepalm\* Laughs. Yes sir, it is an important interview.

P1: Ok, extempore topic for you is “Roses are red”

Me: Smiles. Ok

P1: And the line that follows it in the quote. You need to speak on both.

Me: \*Wot? \* Ok sir. After ten seconds of gazing awkwardly at the table

Talked about roses coming in different colours and so do violets. Talked about generalization, glass ceiling, caste barriers, gender specific roles. Then about modernization and need to change with time.

P3: Time up

P1: But where does this quote originate from?

Me: Sir I don't know

P1: Actual use of this phrase was done where?

Me: Sir I don't know. I picked it up as an abstract topic.

P1: Yeah. What you said was okay.

P2: Which school are you from?

Me: Mt. Carmel

P2: Why?

Me: \*WTF! \*

P1 cuts in: Yeah. Pretty good English she has.

P1: Tell us why MBA?

P2: Are you fed up of your job, that CRM and all?

Me: Talked about my role and connected it to management. They looked convinced.

P1: You must have prepared for this interview. How did you prepare?

Me: \*I didn't use any source actually\* Blurted out reading newspapers and forming an opinion on everything. Said Hindu somewhere there.

P1: Who is the publisher?

Me: Sir, don't know

P2: He is south Indian.

Me: Yes sir. It is published in Chennai. But I can't recall his name.

P2: Kasturi

Me: \*Confused now\* Sir, the owners are the hindu group and Kasturi and sons.

P1 & P2 laughing

ME: \*What is happening here\*

P1: Content editor btao

Me: Mukund Padmanabham

P2: Says some other random name

P1: What is hindu's business line called?

Me: Sir I don't know

P2: This means you don't pay attention

Me: No sir. I just can't recall the names right now. Besides Hindu was just a basic framework I used. I did my own research on topics from then on.

P1: Tell us what can we ask you?

Me: Sir I write

P1: \*Interrupts\* Write what?

Me: Short stories

P1: You must be reading also?

Me: Yes sir \*Tried to tell I read novels but was interrupted\*

P1: Favorite author

Me: Khaled Hosseini

P1: His works other than Kite runner

Me: Told all three books and the one upcoming in 2018. Als told what the new book is about.

P1: What about Paulo Coelho?

Me: Told about Alchemist, Zahir, adultery. Told my opinion about the two writers and why I like Khaleed more.

P2: But these are not short story writers. O Henry, a few other names I hadn't heard of, these are.

P1: Ye kahan sune honge. 100 saal pehle waale hai ye toh!

Me: Sir i have read O Henry's works. But I mostly read novels.

P2: Have you heard of \*some strange author\*

Me: No sir

P2: Read it. He writes good.

P2: Now I'll ask you questions from academics.

P2: What is power factor

Me: Told

P2: Higher/Lower P.F?

P1: Which is better? Why?

Me: \*Told\*

P2: How do you increase power factor?

ME: Told two methods

P2: Difference between transmission and distribution?

Me: Took a second to think and to frame answer.

P2: What is the difference between generation unit and household.

Me: Told. And told difference between transmission and distribution along with it.

P2: Between substations and houses what is there?

ME: Sir transformers

P2: Nothing else?

Me: \*Shit! \*

P2: Distribution sub stations

Me: \*Smiling\* Yes sir. Followed by transformers

P2: % loss in T& D

Me: Around 20%

P2: What? Itna zyada

Me: Spoke about generation capacity of India and available % power thus accounting for 20% loss

P2: That's it. Thankyou

**Verdict: Converted!**

## Interview Experience-15

FMS 2015-2017 Batch Interview Experience

CAT – 99.68 (Believe me, this is the only thing that matters apart from the extempore and interview)

3 panelists. Two males, one female. M1 was sitting at the left, M2 at the centre guided my interview and F1 was sitting at the right.

Entered

M2: Introduce Yourself.

A: Spoke About Deloitte, working in Cyber Security. Talked about being an Information Technology graduate from Manipal. Then entered Squash. Talked about my prizes in the sport. Went on to Reading and my interest in Fantasy and Mythology.

Awkward Pause. Assumed they wanted me to speak more on this.

Continued about how I am trying to diversify my reading interests and enter into business-oriented books and more mainstream literature.

M2: We want you to speak on Mythology and Management. You have around 10 seconds to compose your thoughts. (This was the Extempore topic)

Scary trying to compose your thoughts in front of 3 people staring at you

A:

1. Mahabharat reference. Related Dharma and Karma propagated in the Mahabharat to Ethics and Results. Talked about how ethical practices (dharma) always leads to good returns for the organization (karma).

F1 is scribbling points on a piece of paper. Probably marking me.

2. Ramayan reference. Related Ram giving up Sita for Ayodhya to a manager having to listen to his team, incorporate suggestions and ultimately sacrifice for the greater good. The Ram Rajya was considered ideal because Ram took into account all inputs of his citizens and established social order.

I looked at them for 2 seconds assuming time was done. They said okay. I was filled with a nagging feeling that I could have added an extra 10 seconds.

M2: Where are you working?

A: Talked about the Cyber Security work done at Deloitte.

M2: What are the recent happenings in this field?

A: GitHub Denial of Service Attack.

British Airways Frequent Flyers Account Compromised.

Talked about withdrawal of Section 66A in the domestic Scenario.

Discussed all the above points a little.

M2: Is 100% cyber security possible?

A: No sir with the speed at which technology is increasing (Moore's law reference) there is a higher incentive to find loopholes in existing infrastructure. As long as the cost associated as reward for an attack is higher than the cost of the attack itself, systems can never rest easy.

M2 asks M1 if he has any questions

M1: Do you think IPL is good for Indian Cricket?

A: The day before the interview, I had read about Hooda having played a tremendous role in the last match. Took his reference to stress how the IPL was the most effective mechanism to bring the spotlight on hitherto unidentified or unappreciated domestic talent.

M1: Okay Aman Thank You!

A: Thank you! (cheerfully)

Felt good after the interview, to be honest, even with those few nagging worries.

**Verdict – Direct Convert!**

## Interview Experience-16

FMS, Delhi: -

PG Handle: Madscore

Date: 15 April 2019

10th/12th/Graduation: 9 CGPA/93.8%/77.05%

CAT: 99.73%ile

Profile: Mechanical and Automation Engineer (2018 Passout)

Work Ex: Maruti Suzuki as a Graduate Engineer Trainee (10 Months)

Out of the 13 people in the panel, 11 were present hence 11+1 minute for the GD.

GD: Voting should be made mandatory

I was the second person to speak and started off with how big the country is and ensuring or mandating voting with ensue huge logistical cost and additional manpower. Also talked about how we first need to facilitate access to voting to every Indian citizen. Then I started concluding the topic but was cut in between. Spoke a total of 3 times.

Expected marks - 6/10

Actual Marks - 5/10

There were 3 panelists and each asked questions one by one and hence their questions have been clubbed together.

I was the first person to go in.

Interview and Extempore:

1. Tell me about yourself.

M: Gave the age-old mugged up answer.

1a. How did you decide this the right time to do an MBA?

M: Sir, I gave the exam last year as well and converted a few calls but decided that not having any work experience put me at a certain disadvantage as it would have somewhat hindered my learning from the case-based approach of teaching that they have at FMS. Hence, I decided to get a year of experience before pursuing an MBA and have the understanding of working in a corporate while still being used to academic rigour that the engineering entailed.

2. Extempore: Corruption In India

Took 10 seconds to think and started off,

“There have been allegations of corruptions against one of the biggest defence deals in the country and have been other scams and cases of corruption. There has been a reduction in corruption during the past few years but for India to develop and grow we need to eradicate corruption at the root level, the

bribe that is given to the policeman, traffic police need to be eliminated. For that, we need a change in the mindset of people and make them aware of the negatives aspects of the same on their own lives and the country and economy.”

I stopped sensing that the time was about to end.

Expected marks: 3/5

Actual Marks: 3/5

3. Give the consequences of corruption.

M: Started to speak something about the effects of corruption.

4. No, not affects, consequences.

M: Oh, ok sir. So corruption leads to the development of a Black or underground economy in the country. The government loses out on tax revenue. This leads to a rise in our revenue deficit and ultimately, we are forced to borrow money to fund our capital expenditure as most of the capital revenue goes to revenue expenditure. This rising revenue deficit is a big problem for the country.

5. What is capital expenditure?

M: The expenditure for introducing new process and material that adds value and not just for day to day functioning of processes which is the revenue expenditure. For example, procuring a new machine to make something new or add additional value to the product is capital expenditure while replacing an old machine with a new one with no new value added to the process, then it is revenue expenditure.

6. What is flexible manufacturing?

M: Sir, as far as my knowledge goes, when we can make multiple products on a single line then it is termed as flexible manufacturing. For example at Maruti, we make multiple cars on the very same lines so i believe that can be termed as Flexible manufacturing.

6.a. What is just in time?

M: It's a Japanese philosophy where the requirement of parts is fulfilled as and when required and hence reduce inventory. Usually, the aim is to keep the inventory low around 2–3 days of inventory. It prevents the capital from getting stuck in the inventory and in any case of mishaps, minimal damage to the inventory.

7. Main competitors of Maruti?

M: The main competitors of Maruti are Hyundai, Mahindra and Mahindra and Tata has been gaining ground quickly over the past few years acquiring 7% of the market share. But Maruti having 50% of the market share, only Hyundai comes close at around 25% market share.

8. Is Toyota a competitor?

M: Yes, in the market place, Toyota is surely a competitor but they also have a partnership wherein Maruti will provide cars to Toyota, like Baleno, Ertiga, Brezza. They will make minor changes to the cars before selling them...

\*Cuts in between\*

9. Will they modify cars before selling?

M: Yes Ma'am, Toyota will make minor changes to these cars before selling them in India as selling the same exact cars won't serve any purpose and they will sell them under their own brand.

9.a. Are you sure they will modify the cars?

M: Yes Ma'am, I am sure.

She replies “Read about it, there's more to it”

I said "Ok ma'am"

9.b. What is rollback?

M: sorry Ma'am, I don't know.

10. What is a recession?

M: Going by the definition, a recession is when a country doesn't grow for 2 quarters in a row.

10.a. what do you mean by growing!?

M: Oh Sorry Ma'am, I meant that when the economy or the GDP of a country contracts for 2 straight quarters, then it is termed a recession.

11. What is Bloomberg?

M: Honestly the reason I know of Bloomberg is that it is my go-to business news source and I have subscribed to their WhatsApp news update service.

12. Tell me a piece of recent business news.

M: (don't know why I started blabbering these words) Umm, ok, no but that won't count as a piece of business news. Ok, so the Jet airways crisis and their fate will be decided today by the consortium of banks led by SBI for the Rs 1500 crore assistance they have proposed to keep the company afloat.

Ok, Ashish that will be all. I thanked them and left the room.

PI Expected Score: 13/15

Actual Score: 9/15

Not sure what went so wrong here that I feel 4 marks below my prediction.

OVERALL expect Score: 22/30

OVERALL actual score: 17/30

Expected Verdict: Reject

**VERDICT: REJECTED**

## Interview Experience-17

April 20, 2018, Morning slot.

Profile:

X: 9.4/10

XII: 93%

Gard: Electrical and Electronics Engineering from NIT Surathkal (CGPA 7.29)

Cat 2017: 97.59

Category: OBC-NCL

20 months of experience in a technical role from a Big 4 \*Firm\*.

Final selection criteria:

CAT score: 60%

X: 5%

XII: 5%

GD: 10%

Extempore: 5%

Personal interview: 15%

Group Discussion:

Panel of 6 students

Topic: Regional blocks are against the spirit of Globalization.

Was able to contribute good amount of points and had decent number of entries during the discussion

Personal Interview:

Panel of Two Madams – M1 and M2

Me- R

M1: Tell me about yourself in one minute.

R: Told the prepared answer.

M1: So let us start with your extempore, you have 10 seconds to think and 1 minute to speak on the topic, and the topic is "Sridevi".

R: Narrated from the career beginning of Sridevi to the latest incidents, tried to bring in some motivational perspective on her. Had two abrupt stops in between, felt it could've been handled better.

M1: So you work with \*Firm\*?

R: Yes ma'am I've got a campus placement there and I am working as a business technology analyst

M1: You are still working?

R: Yes ma'am

M1: So what does \*Firm\* do?

R: Explained about the firm and main areas of function.

M1: So what is IBC?

R: Sorry ma'am I don't know the term

M1: IBC is Insolvency and Bankruptcy code

R: I am not very sure but can give it a try ma'am

M1: Go ahead

R: Tried to explain about Bankruptcy

M1: So which are the recent companies which filed Bankruptcy?

R: Not able to recall any as of now ma'am

M1: Called out a few company names and asked if I knew about them

R: Sorry ma'am I don't know

M1: You are working in an auditing firm; you should have an idea on all these

R: Yes ma'am I agree, but I work more with the technical area of the firm designing UI

M1: But you need to know these

R: Yes ma'am I agree

M1: So have you designed any websites for \*Firm\*?

R: Not websites as such, but have designed some web applications and explained why they are used by the firm

M1: Did you see FMS website? What improvements can you suggest?

R: Pointed out few technical details and also told that the website is very fast

M1: So what does Rotary club do? (I was the Secretary of Rotaract Club in college)

R: Started with the origin of Rotary and their main services and explained the activities of Rotaract club in college.

M1: What does Red Cross do?

R: Explained.

M2: Name a few books which you read which show your interest in business

R: Who moved my Cheese by Spencer Johnson and Freakonomics

M2: What is the significance of Who moved my cheese?

R: The idea of happiness changes time to time and it doesn't remain the same

M2: No, what is the significance of who moved my cheese

R: The market conditions change time to time, if we don't adopt to the changing conditions we are going to be left behind

M2: Name an Indian business personality which inspires you the most and why?

R: Mr Raghuram Rajan.

M2: Is he a business personality?

R: Not exactly ma'am, but he has done notable work in the field of finance and worked as the RBI Governor

M2: Name any other business personality?

R: Dr Shiva Kumar, Pepsi Co India CEO

M2: What are the things that inspire you about him?

R: I had an opportunity to see him in person during my convocation

M2: Just because you saw him in person, he inspires you?

R: Nothing like that ma'am, but since I saw him in person I can list out some qualities which I liked in him, like he is always to the point, stuck to his agenda during the convocation speech

M2: So what is the latest strategy of the soft drink companies?

R: Not able to think exactly ma'am

M2: What are the claims against them?

R: That they are not healthy

M2: So what measures are taken against them?

R: \*thinking\*

M2: Are soft drinks now allowed to be sold in schools?

R: No ma'am they aren't. Measures have been taken to stop their sale in schools.

M2: So what did the companies do to cope up with it?

R: They ventured into the area of fruit juices and health drinks

M2: Are they truthful to that?

R: Not exactly ma'am, even they contain a lot of preservatives and I read an article which claims that the fruit extracts are taken from fruits which are preserved for at least 6 months

M2: Okay, last question, what is the controversy surrounding Tirupati Balaji?

R: Sorry ma'am I don't know

M2: It got a lot of national media coverage, that too very recently

R: Sorry ma'am I haven't heard about it

M1: What other calls do you have?

R: IIM C, K, I and CAP

M1: So did you convert Calcutta?

R: No ma'am I was not able to.

M1: Alright, Thanks

Thanked both of them and came out.

It was a pretty short interview, got over in 8–10 minutes.

**Verdict: Direct Convert!**

## Interview Experience-18

FMS Delhi 16/04/2019

Venue: FMS Delhi

GD Topic: Can India Dream to host the Olympics.

There were 8 of us in the panel but only 3–4 of us spoke for the whole duration. I spoke about infrastructure and its maintenance, commonwealth games, developing a team, influx of visitors, developing a taste and talent for other sports and how currently we must focus on initiatives like Khelo India. I spoke for around 4 minutes out of 9 but also gave chances to other fellow panelists to speak, it wasn't a fish market but a healthy discussion.

PI: Was second in the panel, the bell rings and they call me in

P1: - Female

P2: - Male

P3: - Male

P3 walks out of the room as soon as I enter.

P2: Xtell me us about yourself?

Me: Told the well-prepared answer but with some additions at that moment itself so it was sort of spontaneous.

P1: Both your parents are hotel management graduates, so you must be having a lot of exotic food at home.

Me: I smile and say yes, and also that I am sort of a chef myself.

P1: So Xyour Extempore topic is my favourite dish (Thanked god for this as my friends had topics like "Core "and marketing techniques in elections)

Me: comfortably spoke about my favourite dish, how it's made, the special ingredients (it is poppy seeds here). One minute was over and mam asked me to stop.

P3 enters the room now

P2: Isn't poppy seed made from a drug so you don't have any side effects.

Me: I explained how the industrially processed ones have no such side effects but one can feel hallucinations or extended sleep if they directly get it from the fields and make it at home.

P2: Why the shift to finance, I mean what was the start point?

Me: spoke about the association with a finance professor at VIT Vellore as we had 5 compulsory management subjects, influence of Benjamin Graham and stock investing.

P2: Tell me the 3 most important ratios according to you

Me: Spoke about return on equity and the 5 step Du Pont analysis, Debt Service Coverage Ratio to check the solvency status and Defensive interval ratio (was in leather goods sector at the moment hence this).

P2: Okay Xwe are done.

I am shocked for 2 seconds, like what happened, others had such long PI's at least 10–13 mins and I am being sent out in 6 minutes. Also, P3 didn't ask me a single question while he was the one who asked everyone else.

Me: I thank them and was about to leave when P1 asks me my calls and results. I mention them, thank them and leave.

Was very nervous about the small PI and a small goof up in the extempore but 24 April 11:30 pm made it vanish.

**Verdict: CONVERTED In First List.**

P.S the GD plays a big role in FMS; their selection is done there itself unless you really make a grave error in the PI.

## Interview Experience-19

Profile: B. Tech Planning (Urban and Regional), Work exp.: 9 months

Interview slot: 08:30 hrs. 20 April 2018.

The process started with document verification followed by Group Discussion and finally Personal Interview.

Group Discussion:

As ABC shortlists were out, GDs were just wow! (6-7 people in the group).

The panel consisted of 3 professors, all male.

Topic: Globalization is hampering/ destroying Indian culture. The GD went well with a lot of points covered during the discussion.

Personal Interview- Panels for GD and PI are the same.

P1: Introduce yourself to the panel.

Me: Introduced.

P2: (Interrupted) What is this degree of yours- B. Tech Planning?

Me: Stated that it is Urban/ Town Planning and gave details.

(P1 asked me to continue my introduction. I continued and finished)

P1: Why do you want to do an MBA?

Me: Answered.

P1: One last question from my side, name any 3 international real estate firms in India.

Me: JLL, Knight Frank, Trump Towers

P1: P2 will now give you a topic for extempore.

P2: Rural India

Me: Spoke about the migration of people, need to develop rural areas, government initiatives for the same. (I felt it went well)

P3: Two questions for you-

a. You have said about the haphazard development in urban areas- How will you getting an MBA help you achieve it? (I mentioned about it in my extempore but don't recollect saying my interest in working for it!)

Me: Answered.

b. Which ministry looks after Urban development?

Me: Ministry of Urban Development.

P3: And for connectivity between two cities?

Me: Ministry of Roadways and Transport.

P3: Who are the Cabinet Ministers?

Me: For transport- Nitin Gadkari; For MoUD- I can't recollect! (This was embarrassing! -\_-)

P3: Okay!

P2: So your degree is B. Tech Planning, do you have any subjects related to Mech, Civil?

Me: No sir. (Then explained that our college is an Engineering college and hence the degree needed to be a technical one)

P2: Okay Jay! Thank you, you may leave.

Me: Thank you Sir!

## Interview Experience-20

GD Topic - We should break rules, conventions, laws to make our system better.

1 Min to think, 8 min to discuss, 1 min to conclude.

Pitched in a couple of times, mentioned regarding current scenario of rape cases in Kathua and Unnao, and how Swati Maliwal DCW head was on a hunger strike to change the rules and seeking death penalty for the rapists while asking for other changes in the system.

Also mentioned regarding the global protests on women empowerment, and how even a country like Saudi Arabia has now granted permissions to allow them to go to theatres, amidst global pressures. (Wanted to add the driving bit as well, but it was too short a GD process where I we didn't get much time to speak)

Concluded in the end amongst others while mentioning that there should some form of changes that the system needs and it is rather a feedback loop where we try to optimize to benefit the masses and it is a continuous process.

PI + Extempore (3 panelists, P1 Male Prof, P2 and P3 Female Professors)

I entered the room, greeted the professors with all my enthusiasm and positivity. Was asked to sit. Was given the topic for Extempore.

Extempore Topic - Full Moon

Spoke at lengths and was eventually asked to stop as the time was up. The challenge was that I didn't get those 10 seconds to prepare, as I was interrupted (They asked me if I wanted to change the topic after giving the topic while my 10 seconds were running, so I had to answer as well as prepare for the Extempore, and immediately they asked me to start). Anyhow I managed to come up with the structure. Mentioned how the Whiteness of the Moon is related to aspirations, and its significance for women on

Karvachauth for instance - its auspicious significance. How it has different phases from crescent to full moon, the 28-day cycle and the 14-day half change. Linked that it is a perspective, just as the glass is half full or empty, we see fullness in moon while it also has other forms. Added a different dimension. Mentioned on the other hand just like the full moon has dark spots we also as humans have certain aspects where there are imperfections.

Interview

P1 - Then I was asked questions on the Extempore. Questions like why full moon has significance? What is the govt. doing currently regarding moon programs, what will they yield out of it? Mentioned here, that it has a significance on the high tide low tide concept, and how it impacts the gravitational pull. Was grilled on it. Mentioned about how ISRO has carried out the Chandrayaan and Mangalyaan missions. I was asked whether we (India) have landed on moon. I said yes. But said I am still not sure, as the last I know the mission was in progress.

P1 - Was asked why India is doing it. I mentioned that India will benefit from it psychologically as it will act as confidence booster on capabilities of Indians to further their horizons in outer space explorations like other nations and organizations (NASA, ESA, China). At the same time India will be better equipped in the technological race, and that research on moon will help us go ahead and explore the space with better preparedness.

P1 - I was asked what is the duration of day and night on moon, is it the same as that on earth? -- I had already answered in previous questions that Moon has a 28-day cycle with 14 days to half cycle and then back to full. But due to enthusiasm and overthinking I confidently said it takes the same time as that taken by earth. (Inside I knew I messed it up, but couldn't do much about it as it was a fast-paced interview)

P2 - I was also asked regarding my work ex, and they thought I was working in my last organization as the Head of Business Development currently. I corrected them and told my current work role as a freelancer and working on marketing projects with companies across the globe, and that I had resigned from my earlier organization. Explained how I took those projects through an Indian Company collaboration and that we were into content management and marketing services for clients across the globe.

P2 - They asked if I started my own venture, I clarified and said it was freelancing work which I was pursuing, and that I intend to start my own venture, and that is why I am seeking an MBA, and how my goals are aligned.

P2 - They asked me whether Social Media Marketing and Digital Marketing are the same, what is the difference. Explained comfortably. Told Digital Marketing is a broader concept and social media is just one aspect of it, etc.

P2 - Was also asked regarding the Cambridge Analytica and FB case. Explained. Mentioned how Cambridge Analytica was using FB data illegitimately and influenced the user behaviour for political gains. Added that Mark Zuckerberg addressed the issue in 2-day long Congress Sessions and realized that users should be made more aware on the privacy terms and conditions. I also mentioned that FB was alleged to sell data which they denied, and ultimately Cambridge Analytica used the data illegally.

P3 - Then I was asked to rate my PI and GD by the 3rd panelist who was carefully observing me all throughout and didn't ask me any question till now --

I said 8/ for PI, 9/10 for GD while saying that I am being optimistic and smiled.

P1/P2/P3 - They said thank you. I stood up, but the first panelist (who asked me cross questions on the Moon and Space related questions) asked about other calls from IIMs which I told, and then they asked whether the results were out for those. I told them IIM L and New IIMs are the calls, and expecting results post April End. They wished me all the best and I reciprocated my gratitude to them, with a constant smile and positivity throughout the interview.

**Verdict - Didn't convert**

## Interview Experience-21

Profile: X/XII/Engg - 89.8/84.8/69.1

CAT: 99.93

Panel consisted of 3 members. Let's call them P1(F), P2(F) and P3(M).

\*Entered\*

P2: x, tell us something about yourself.

I: This interview was after a month my previous interviews had ended. So I was a bit unprepared with my prepared answer. Told them about my graduation and work ex. Forgot to cover my hobbies.

P2: Do you know of any recent M&A in pharma industry?

I: Not very recent but Ranbaxy was acquired by Sun pharmaceuticals.

P2: Why do you think M&A take place?

I: To capture market share and reduce competition. Explained with an example of Flipkart acquiring Ebay India (Happened a day or two before the interview).

P2: Okay, now P1 will give you your extempore topic.

\*Butterflies in my stomach. What's the topic gonna be. Zada mushkil na ho bas\*

P1: You have to speak on the topic 'Namaste' for a minute.

I: Yesssss!... Spoke of whatever points came up in my mind. "It is very closely associated with me as it is the meaning of my name. It is the first word that the foreigners learn when they come to India: p. It is used to greet and show respect to others. It is synonymous to hello. That's all I can think of"

P3 spoke for the first time after this and showed his sense of humour.

P3: "Kisi ko bhagana ho toh bhi bolo Namaste"

Lol. All grinned

P1: Tell me 3 women entrepreneurs.

I: Could tell only one. Kiran Majumdar Shaw

P1: Which organisation is she heading?

I: Biocon

P1: Tell me industry experts instead.

I: Indra Nooyi of PepsiCo and Arundhati Bhattacharya of SBI.

P1: How long have they been working in their respective organisations?

I: Don't know, Mam.

P3: Why MBA?

I: Told about my career plan and family business

P3: What is the turnover of your family business?

I: Told

P3: How to judge a company's performance?

I: Talked about financial statements, mainly income statement and balance sheet and what data each of them presents.

P3: Do you know of any financial ratio?

I: Sir, I don't have that much knowledge of finance. While I was speaking this sentence, it suddenly struck me and I blurted out. PE Ratio Sir. The price per earnings ratio. \*Sigh of relief\*

IIM Calcutta results were announced the day before. Asked me if I converted.

I: Didn't convert sir.

P3: Why?

I: Didn't answer well a couple of questions and cat score weightage is also less.

P3: And you'll get the benefit of weightage here.

I: Yes sir!

**Verdict: Direct Convert!!**

## Interview Experience- 22

17th April 2018

Venue: FMS Delhi

Time: 3:30–5:00 PM Slot

Profile:

CAT- 98.37, Graduation- 82.43, XII- 95.6, X-95, Female, Economics final year student, Fresher, General

GD Topic: Is MBA necessary to be a successful business person?

PI-

Three professors M1, M2, M3, all three males. M3 had left in the middle of the previous interview and came back in the middle of mine, didn't say anything though.

M2: Okay X, tell us about yourself.

Me: Told

M2: Okay now we are going to give your extempore topic, you'll have 10 seconds to think and 1 minute to speak, is that alright?

Me: Yepp

M1: So your topic is "....." (Some phrase I didn't know a thing about, can't even recall)

Me: Urghhh okay... (M1 saw my expressions intently but decided to help me out)

M1: So you don't know... want us to change the topic?

Me: YESS

M1: Speak on "A thing of beauty is joy for everyone" Is this okay?

Me: (haha even if it wasn't I can't ask for a third topic) ... yes sir

\*after 10 seconds\*

I spoke about taking morning walks, reconnecting with the nature and surroundings, how simple things in life actually give us the most amount of happiness, the importance of small moments and observation... a few more stuff I cannot remember as of now

M2: You still have 10 seconds to go

Me: (at this point my spontaneity actually hit me)

\*Pointing to the tissue box kept on the table with half a tissue out of it\*

Sir look at this tissue for instance, it looks unkempt, not proper or appealing, but still, even this is a thing of joy to me. After all imperfection is perfection.

(quite happy with myself after this haha)

M2: Okay so you are an Economics fresher from IPCW, why not gain some work experience and then pursue masters?

Me: Told my reasons

M2: Okay, justified. You worked with Enactus, explain us how that works and who is the authority

Me: Told about KPMG and CSR, how Enactus works as an organization, our projects.

M2: How have your results been so far, from other interviews? And other calls?

Me: Told (also mentioned the terrible IIMB interview)

M2: Would you be willing to go to L, XL or FMS

Me: FMS

M2: So why do you want to come to FMS?

Me: Told (typical answer)

M2: Is that all?

Me: No sir, I will be very honest, FMS gives everything almost any BSchool has to offer, but I wouldn't need to take an education loan here and that is a lump of pressure off my shoulders

M2: He grinned slyly probably thinking wow she literally just said that XD

\*M3 walks in now\*

M1: Okay so let's talk about economics now, what's the difference between economic and financial cost?

Me: Told

M2: there is another major thing you're probably missing out on

Me: ummm ...

M1: Think of impact of actions

Me: Yes sir there is the externality component as well... explained that

M2: Alright X, we are done.

Me: Thank you sir

M2: All the best!

Me: Thanked and walked out.

**Verdict: Converted in second list (initial WL5)**

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## CATKing IIM WAT PI Schedule 2021-22

DAY	TOPIC	TIME
Monday	Marketing Mondays	10 to 11 pm
Tuesday	Current Affair   Industry Insights (GD/WAT)	10 to 11 pm
Wednesday	How to Crack Interviews	10 to 11 pm
Thursday	How to Crack Case Study/SOP	10 to 11 pm
Friday	Finance Fridays	10 to 11 pm
Saturday	Personal Interview Must Do Questions	10 to 11 pm
Sunday	Concept Builders: GD/WAT	10 to 11 pm

**Note:** This schedule will be followed every week till March. Some variations may be there as per the B-School interview schedule Students will be informed about it in due course.

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