



# CATKing IIM Calcutta

## WAT PI Workbook

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### **Congrats for Getting an IIM C Call!**

### **How to use this workbook?**

This is a consolidation of 25 IIM Calcutta, 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- What IIM Calcutta looks for?

- Ability to handle stress
- Work Experience and a good academic record is an asset; gender diversity gives you an edge
- Logical Chain of thought and confidence, equal weightage to logical and quantitative ability
- Personal Interview Evaluates Candidates on Qualities of – Focus, Chain of Thought, Learnability, Ability to handle pressure, Decision making skills, Discipline

### Prerequisite

- Form to be Submitted (Interview)
- Resume (not mentioned, good to carry)
- Original Documents along with photocopies

### Insights - Writing Ability Test

- 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. Global warming and depletion of ozone layer is a big threat. Should moving to another planet mitigate it, or do you suggest some other measures.
2. Easy availability of loans has increased the consumerism of materialistic society. This is affecting the morale of the youth, in longer terms. What are your views on this?

### Insights - Interview

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

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

**Interview Type** - Stress Interview (like Bangalore) (Detailed Interviews check your through knowledge of subjects and also on Current Affairs.

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

- Be completely prepared with anything and everything on the form and in your SOP

- 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 ask about current affairs and also about your domain of knowledge.
- 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 you work experience or about your favourite subjects if you are a fresher



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## 1) Interview experience - 1

**Date** - 12th February, 2021

Morning slot - last person on my panel.

**Profile** - B. Com (Hons) Fresher

CAT - 98.86 %ile

**Acads**- 95/94/81 (St. Xavier's College, Kolkata)

Panel - 1 male (P2) and 1 female (P1) professor

Started with them verifying my ID proof.

PI & P2: Good morning!

P1: So you're pursuing your undergrad in commerce?

Me: Yes ma'am.

P1: So what subjects do you have this semester?

Me: told, also mentioned that classes for this semester just began 2 days back

P1: And what about last semester?

Me: told

P1: So we can ask you about these subjects since you've just studied them recently?

Me: Sure!

P1: So you've done accounts. What is fixed and variable cost?

Me: Explained with example

P1: So you've also done marketing right? You know what marketing and selling are, the 2 major functions?

Me: Yes ma'am.

P1: So how would you relate fixed and variable cost to selling and marketing?

Me: Explained about marketing and how it varies with the stage in the life cycle of a product etc. Selling is more of a certain and constant thing.

(Cross questioned about the same and whether sales and marketing are measured per unit, explained as rationally as possible)

P2: So what is the difference between fixed cost and sunk cost?

Me: Explained each, with an example.

P2: So the expenses incurred in R&D, how can we monetize the same?

Me: Answered, with a hypothetical scenario where we can sell the data for a monetary amount to another company who needs it.

P2: Okay. So you've recently written an article on "The Emergence of a New Era: Analysing the impact of artificial intelligence". What is this new era?

Me: Explained how technology is changing the world as we know it etc.

P2: That's the introduction. What is in the article?

Me: Explained the major aspects briefly.

P2: So which revolution is this? This whole technology thing?

Me: The fifth industrial revolution.

P2: And what about the rest?

Me: Knew about the 1st and 2nd one, couldn't recall the 3rd and 4th. I said I'll definitely look it up after the interview. (P2 smiled and said alright)

P1: So you have a blog called "Inked Musings" right? Is it on Facebook? (Had mentioned it in my form as a hobby)

Me: No ma'am. It's a website on blogspot.

P1: Alright.

(Asked each other if they want to ask me anything else)

P1: So that'll be it. Thank you Anushka! All the best!

P2: Thank you and all the best!

Me: Thank you so much!

Overall duration: 12-15 mins approximately

## 2) Interview Experience - 2

About me: General Non-Engineer Female Fresher

10th - 10 CGPA, 12th - 96.5% (Commerce), Grad - 89.87%

Final year BMS (Bach of Management Studies), Shaheed Sukhdev College of Business Studies, University of Delhi

CAT Percentile – 98.83

**Interview Date** - 10 Feb 2021, total duration ~10 minutes

Q. Give us a short intro, anything you want us to know that isn't on the form?

- Spoke about my background, my hobbies, my objective of doing MBA (I was very careful of not mentioning things like my acad scores, college etc. as was asked by them)

Q. Okay, which course are you in? (Oops sir, seedha direct intro puch lete hahaha)

- Answered

Q. You are interested in art, so can you name some famous painter and their painting?

- Pablo Picasso, Leonardo Da Vinci

Q. Any prominent Indian painters?

-Rabindranath Tagore, Jamini Rai

Q. Do you think this skill of yours will be useful in the industry?

- Spoke about personal qualities like creativity, patience, focus, attention to detail which art taught me that I can use in my management career

Q. I mean to ask, could you name a company which can allow you to use your art skills directly, on the front-end?

- Mentioned 'Chumbak' – I wasn't sure whether they had understood the name correctly, so I casually mentioned how you mostly see their stores on airports etc.

Q. So what exactly do they do?

- Designing/graphics of common objects like laptop covers, magnets etc. – strong USP, customers identify their products etc.

Q. So is it a start-up or a well-established company?

- Sir initially it began as a tiny start-up, but now it has been in the market for more than 10 years, have strong revenue figures and many brand-wide collabs, so it is quickly pacing towards becoming a prominent company.

Q. What are angel investors?

- An angel investor (also known as a private investor, seed investor or angel funder) is a high-net-worth individual who provides financial backing for small startups or entrepreneurs, typically in exchange for ownership equity in the company.

Q. How are venture capitalists different from them?

- A venture capitalist (VC) is a private equity investor that provides capital to companies with high growth potential in exchange for an equity stake. This could be funding startup ventures or supporting small companies that wish to expand but do not have access to equities markets. but not very concrete

Q. Have you heard of AntInvestor?

- No sir, but I'll surely read about it

Q. No problem. So have you studied stats in your graduation?

- Yes sir.

Q. Tell me about the Chi Square Test

- A chi-square test for independence compares two variables in a contingency table to see if they are related.

Q. Are you sure? Isn't it the opposite?

- Thought again, then said "No sir, as far as I can recall, this is correct." (I later checked to find that it was actually correct!)

Q. Did you have any Maths subjects?

- Sir not explicitly, the closest to math we did was stats.

Q. Okay, but are you comfortable with Math?

- Sir the last I studied Maths was in Class 12, but this year due to CAT I have revised quite a bit, so I believe I can answer basic stuff.

Q. Okay then, you have a pen and paper right, please note down this equation:  $2x^3 - 18 = 0$ . Help me find the Minima for this?

- Sir we will have to find double derivative for this. So, the 1st derivative will be  $6x^2 = 0$ . And the 2nd derivative is  $12x = 0$ . (I then got confused because I was getting  $x=0$  as the critical value, and was not sure how to proceed.)

Sir I'm not sure, but I think the minima would be at  $x=0$ .

Q. Okay, let's see if you are right. Can you roughly draw the curve of this function on the graph?

- Drew the standard cubic curve (Thankfully I had looked at the shapes just an hour before my interview)

Q. Yes, so now tell me what will be the minima from this graph?

- Sir according to this it should be minus infinity.

Q. But just a minute back you said it will be 0?

- (Sheepishly) Yes Sir, I'm sorry I was not very sure as I had lost touch.

Q. Not an issue, just never let go of calculus as it comes into use quite often. Now, do you read the newspaper?

- Yes Sir, I try to keep myself aware of the major happenings around me.

Q. Okay, so tell me about the NEP

- Started answering about what it is

Q. Just tell me any two main points of the NEP

- Told about 5+5+3+4 pattern, the opening of new medical colleges, lateral entry and exit in college.

Q. All right Vanyaa, thanks a lot, you can log off.

- Thank you so much for your time, Sir!

### 3) Interview Experience - 3

IIM Calcutta experience for Batch 2021–23

**Date** - April 9, 2021

**Profile** - B.COM Hons. Fresher, SRCC

10/12/UG- 95/95/9.24

Joined the link at 10, was let in at 10.30

One Male Professor(P1), One female(P2)

Me - Good Morning!

P1, P2- Good Morning Dev.

P2 - Okay Dev, so almost every BCOM graduate is doing something else along with their graduation like CA or CFA. What are you doing?

Me- (Little confused what to say) - Ma'am I invest in the stock Market.

P2- Great, so you might have already made some bucks in the market. So tell me why the stock market is at all time high while the economy is not in good shape.

Me - Yes Ma'am, even RBI said that market is at very high level when we see the economy but there are some reasons for the same. First is the significant inflow of Foreign investment in India. The FDI is at all time high in invest with huge funds inflowing specially in past one year accumulatively. Second is that Participation of Retail investors is significantly rose in past few months. The increase has been manyfold. Third the salaried and business class mainly through mutual funds is investing around Rs 8000 cr every month as the awareness of SIP is increasing. So these are the main reasons for the boom.

P2 - Okay good. Do you know about the 2008 subprime crisis

Me -Yes Ma'am. (Explained a little bit about it)

P1- So what were these instruments called?

Me - Sorry Sir, I don't remember.

P2- Okay Dev, So let me ask you a question from Class 12th. So you have studied economics right.

Me - Yes Ma'am.

P2- Okay so tell me which among Accounting costs and economic costs are higher and why?

Me - Ma'am, economic costs are generally higher than the accounting costs as they also include the implicit costs such as rent of self owned land along with the explicit costs. Accounting include mainly the explicit costs so are lower than economic costs.

P2 - Okay, So let me take you a little backwards again. You have done probability in class 10th right.

Me - Yes Ma'am

P2- Okay, So I am giving you a question of probability. Please solve the same.

Me - Okay Ma'am.

Somehow I solved the question and found afterwards that it was correct as well. 😊

Not a very big interview, lasted around 10 mins. Was ver chill. No HR questions or WHY MBA or IIMC.  
OVERALL I was happy with the experience.

#### 4) Interview Experience - 4

##### **My profile:**

Class X/XII/B.Tech: 10/95/73

B.Tech in Chemical Engineering from IIT Bombay

32 months of work experience in an Oil and Gas firm.

##### **The Interview:**

There were two male profs, say P1 and P2.

P1: So Shalin, tell us everything about yourself, who you are, what you do and why have you come for this interview.

Ans: Told a well prepared answer starting from 'Tell me about yourself' to 'Why MBA'

\*P1 and P2 both smile and lauded for my fluency in English :D

P2: So you work in the Director's office. Tell me 3 differences from management perspective in the role between the CEO of your company and head of one of the Refineries of your company/

Ans: Mentioned points regarding other divisions like marketing, finance etc. for the CEO part and more centric and operation based role and decision making in the Refinery head part.

\*lot of cross questioning and discussions from both of them in all the points.

P1: Tell me your views on privatization of banks.

Ans: The administrative efficiency of a private bank as compared to PSBs is better. The overall customer service is better in a private bank. Therefore, privatisation of PSBs will bring about an enhanced customer service experience.

\*Again, both P1 and P2 cross questioned in all the points I mentioned.

P2: A probability question that I don't remember exactly.

P2: What do you know about IIM Calcutta?

Ans: Told 6-7 points that I read about IIM C.

P1 & P2: Do you want to ask anything from us?

Ans: What is the best part of your day to day work that you like the most?

P1: Laughed and replied that may be if you come here you can interview me for the student magazine.

P2: Okay Shalin, you can now log off. We are done here.

#### 5) Interview Experience - 5

IIM Calcutta interview experience for the batch 2021-23 –

Profile – Sanjana (94/98/9.135) with B.Sc.(H) Chemistry [2015-18] from Miranda House College (University of Delhi).

Panel No – 1 (2 panelists, both Male)

**Date** – 13th February 2021

My first interview for MBA (Batch 2021-23 that too without any mock interview) so I was a little nervous.

P – Did you work after graduation?

Me – No sir, I prepared for UPSC.

P – Where did you reach?

Me – Sir in my first attempt, I didn't get through prelims by 2 marks and in the second attempt, I also didn't get through the prelims but marks are yet to disclose so I don't know where I stand.

P – How's your preparation going on for June (UPSC Prelims is on 27th June 2021)

Me – Sir when I started the preparation I was very clear that I'm going to give 2 full-fledged attempts (only). So I didn't fill the form for the third attempt.

P – What was your optional?

Me – Sir my optional was chemistry.

P – Was it your graduation subject?

Me – Yes sir.

P – From which college have you graduated?

Me – Sir, Miranda House College affiliated with the University of Delhi.

P – Sanjana our courses are math orientated, are you comfortable with math?

Me – Yes sir. In fact, my electives in the first 2 years of my graduation were math subjects.

P – Okay so take a pen and paper and tell me when a dice is rolled twice what's the probability that the sum comes out to be a perfect square?

Me – 13/36

[Here I made a silly mistake. I jot down the cases for 4 i.e, (1,3), (2,2), (3,1) and 9 i.e, (3,6), (4,5), (5,4), (6,3). But when it was time to answer I should have calculated the total number of cases which are 7 and hence the answer should have been 7/36 but I wrote 4 and 9 so big on a blank paper that I just summed them up that is 13 and gave 13/36 as my answer]

P – Draw the graph of  $-1/x^2$ ?

Me – Drew and showed them [After the interview when I checked again I found a silly mistake and hence a wrong graph]

P – From which state do you belong?

Me – Sir, Haryana.

P – Who is the governor of your state?

Me – Sir, Satyadev Narayan Arya.

P – From which part of India does he belongs?

Me – Sir, I'm not aware of this thing.

P – From which party does he belong?

Me – Sir the conventions which are followed in our country according to them he should be having no party affiliation at present.

P – Can he be affiliated with a party before assuming office?

Me – Yes, sir

P – What do you think your governor was affiliated to which party?

Me – Sir since the BJP government is in Haryana so I'm assuming he is/was from BJP (the line of reasoning should be – since the governor is appointed by the President and President acts according to the Cabinet and BJP government is there in the Union Government so that Governor should be from BJP, But I got confused because of the presence of BJP at both Union and state of Haryana but later I got a chance to correct myself, let's see how)

P – Since TMC is in West Bengal so the governor of West Bengal should be from TMC?

[Dimag ki batti jali ekdm se]

Me – No, sir. Since the governor is appointed by the President and BJP is in the Central government so the governor should be from BJP.

P – You're having a pen. What is its cost?

Me – Sir it may be 10 or 15 rupees. I don't know exactly because it was bought by my Papa.

P – Okay so how would you calculate the cost of a pen?

Me – Sir, the cost of the pen will include the cost of raw material used such as plastic and ink etc and marketing cost and fixed cost.

P – What is the fixed cost?

Me – Sir, the cost which will be there irrespective of the number of units of product produced such as salaries of employees, rent of the building, etc.

P – Which is the most renowned company from Haryana?

Me – Sir, I'm not aware of this.

P – How will you measure the performance of a company?

Me – Sir, economically we can measure the performance of a company by its profitability but overall performance should take into account factors such as sustainability along with other financial indicators and mentioned a Deloitte survey carried out during pandemic where above 80% of people said that performance of companies should be evaluated based on what they are doing for the society.

P – What is ESG and CSR?

Me – Sir I don't about ESG but in CSR which is 'Corporate Social Responsibility' companies having turnover over a specific limit need to invest 2% of their turnover into the social sector.

P – What's the difference between Nifty and Sensex?

Me – Sir Nifty takes into account the market capitalization of 50 companies whereas Sensex takes into account the market capitalization of 30 companies. Nifty is used by NSE and Sensex is used by BSE.

P – Any other difference?

Me – Both differ in their values like Sensex keeps hovering around 45000 and Nifty keeps hovering around 15000.

P – Okay Sanjana, Thank you.

Me – Thank you sir and left the meeting.

Key takeaway – If it's your first interview do tell them that it's your first interview and you're are really excited about it so that if you make mistakes or nervous they can understand you.

## 6) Interview and WAT Experience–6

### WAT Topic Assessment

Global warming and depletion of ozone layer is a big threat. Should moving to another planet mitigate it, or do you suggest some other measures.

Candidate: I wrote how moving to another planet is not a possible solution at present, what are the various sources of such pollution, how we can reduce them, how new technologies will help, and how we as human have to change. I also wrote about the various climate summits, their goals, etc. to conclude, I also mentioned that Stephen Hawking has said that we have just 1000 years more to live sustainably on Earth, hence we should also make rapid advancements in space research and find out ways to move to other planets and live there, which could be a long-term solution.

### Personal Interview

The panelist consisted of 2 males, one in his 50s and one in his late 30s, and both seemed quite jolly.

PANELIST1: Tell me about yourself briefly.

Candidate: Told very basic things about my family background, schooling, college, hobbies, etc.

PANELIST1: So what's the condition now in JU, any movement going on?

Candidate: No Sir, it's all fine now.

PANELIST1: What had exactly happened a year before?

Candidate: Described in detail what had happened, and gave my opinion on the matter.

PANELIST2: Ok, so you are studying Electrical Engineering, right? What's your favourite subject?

Candidate: Power systems. High Voltage.

PANELIST2: But I will ask from machines only. Ok tell me what is the most regularly used motor?

Candidate: Induction Motor.

PANELIST2: Why so? Why not others?

Candidate: Told about the advantages of Induction Motor over others.

PANELIST2: Ok, tell us about some applications of the other motors you mentioned.

Candidate: Told some of them. When asked, elaborated a bit on VAR compensation by synchronous motors.

PANELIST2: Ok, tell me what is that sound we often hear in high voltage lines?

Candidate: I told about Corona in detail.

PANELIST2: So ground also has high field, why doesn't Corona happen here?

Candidate: Knew pretty well that the question was wrong, but I lacked the confidence to counter him, so gave a confused look.

PANELIST2: And you were telling you liked Power systems and High Voltage more. Both laughed.

PANELIST1: So you like cricket and football, which one do you prefer?

Candidate: Football

PANELIST1: Why?

Candidate: Takes less time and is more engaging.

PANELIST1: Which leagues do you follow?

Candidate: La Liga, EPL

PANELIST2: Which teams do you support?

Candidate: Real Madrid, Manchester United

PANELIST2: Do you know about a controversial sacking that happened this year?

Candidate: Yes Sir, Claudio Ranieri, the ex-manager of Leicester City.

PANELIST1: Do u think it was right?

Candidate: No Sir, and then told why I felt so. I told about his role in Monaco's rise, and how Leicester's performance had changed under him, and how he isn't the reason. Leicester were failing that year, and how his incredible feat the previous year led to his own downfall, because people were expecting too much.

PANELIST2: What's the Ind - Aus score?

Candidate: Told. I had just seen it on Cricbuzz.

PANELIST1: Your favourite cricketer?

Candidate: Virat Kohli

PANELIST1: Why?

Candidate: Answered quite passionately what I liked about his game, and his attitude, and how I can connect with that.

PANELIST1: Don't you think he is a bit too aggressive?

Candidate: Sir that had been lacking in our previous teams, as a Captain and a player, when you play with such passion and play to win, aggression comes out naturally. Moreover, he hasn't let it affect his batting. That's his style of playing, and if that helps him give his best and brings out the best of his team, then I am absolutely ok with his aggression.

PANELIST1: Asked the same question on favourite footballer?

Candidate: Cristiano Ronaldo.

PANELIST1: Let us not go into why; it never ends, (Laughs)

PANELIST1: Can you name the 4 people appointed as interim BCCI members?

Candidate: Could say about Vinod Rai, Ramachandra Guha, Vikram Limaye. Forgot about Diana Eduljee.

PANELIST2: What were the recommendations of Lodha Committee?

Candidate: Told that they wanted BCCI to come under RTI, wanted legalization on betting, one state, one vote policy, their recommendations regarding terms of the office-bearers, and separate governing bodies for IPL and BCCI. I also told why BCCI was against it.

PANELIST1: Why do u think Trump won? What do u know about the wall?

Candidate: Told about immigration ban, protectionist policies, and jobs for Americans, etc. But they wanted a bit of deep analysis. (Couldn't impress on that part).

PANELIST1: What are the countries he banned from travelling to US?

Candidate: Told all of them.

PANELIST2: Ok, so why did BJP win in UP? Tell us concisely.

Candidate: I told about the nation-wide appeal of PM Modi, hence how naming no CM candidate helped, why people were against previous BSP and SP govts, the lawlessness and corruption that prevailed during their regime, how SP-Congress alliance helped BJP actually. I also told about BJP's election campaign, how they played the Hindutva card. I told about their proper choice of candidates based on the region, gave a few examples to prove it. I told the population break up of UP, and how the other parties focusing on minorities primarily made them fight against each other, and helped BJP win the complete trust of upper castes. I also told that lack of a proper leader of the PM's stature in the ranks of other parties went against them as well.

PANELIST2: I had said concisely.

PANELIST1: Ok, how are your grades at college?

Candidate: Sir, not very bad, but not very good either.

PANELIST1: And why is it so??

Candidate Sir, in the first year, I was preparing for next year's JEE – Advanced. I couldn't keep a balance between semester studies and JEE preparation, and performed badly in both. That is when I learned the importance of prioritising, which I later applied during CAT preparation. In the 2nd yr, I must admit I didn't work hard enough. I had become a bit casual and I had somehow being affected by the events that were occurring in the campus. But, you can see I have improved considerably in my 3rd year. They seemed to like my honest reply.

PANELIST1: Do you know about a relation between  $e, i, \pi$

Candidate: Yes Sir,  $e^{i\pi} = -1$

PANELIST1: Which simpler formula does it come from, and who formulated it?

Candidate: Euler. It's  $\cos t + i \sin t = e^{it}$

PANELIST1: Can you prove it?

Candidate: Yes Sir. Started to derive. Seeing the first 2 steps, they understood that I knew it and told me it's ok, we understood.

PANELIST2: What do you consider as your biggest achievement?

Candidate: Sir, I always liked Maths, and the Indian Statistical Institute used to be my dream place during my school days. But I never considered myself good enough for ISI. So, when I actually cleared the written test at ISI, which according to me was the toughest exam I have ever given. I was quite ecstatic, and till date, I consider it as my biggest achievement on a personal basis.

PANELIST2: Why on a personal basis only??

Candidate: Because I couldn't convert my interview call.

Both laughed aloud.

PANELIST1: Anything you want to ask us?

Candidate: Sir, being a fresher just out from an engineering college, I don't have any knowledge on the various business domains, in case I make IIM C, how should I prepare initially to cover up my shortcomings. (Basically, I wanted to show them how desperate I was to get in).

PANELIST1: Enjoy your last few days in college. Once you come here you will learn a lot. You don't have to worry before that.

Candidate: Thank you sir.

PANELIST1: Take a candy please.

I took one and left.

## 7) Interview and WAT Experience–7

### WAT Assessment

**Topic:** Easy availability of loans has increased the consumerism of materialistic society. This is affecting the morale of the youth, in longer terms. What are your views on this?

Candidate: India has paved the way to the increase in demand of goods and services amongst the citizens of the country. Bank loans are readily available, which is increasing the liquid money in consumer's hand, and hence the demand and consumption increases.

Then I stated some pros and cons of the same.

**Pros:** Good for e-commerce giants that they are able to grow and compete with the global market, so Indian economy is increasing because of the revenue generated by them. Also, the resources are easily accessible to the youth, which can help them in completing the task within a given time frame.

**Cons:** Due to easy loan availability, and non-productive consumption of the resources, the current debt to equity ratio is increasing, and has already reached to 0.52 which is bad for the Indian economy. Resources are not getting optimally utilised. The extra liquid money has instead increased the amount of black money, and illegal betting. Youth is getting lazy day by day. That is why we can see the difference in the health and the kind of consumption of resources in today's generation and our forefathers.

In a country like India, which is remembered for its culture, history and tradition, morale values matter more than everything. Movements like startup scheme are a good start in the direction of developing the nation, so they should be used in a positive way and the kind of startups should be such that it adds up value to the prevailing system. Awareness needs to be created for the same. Hence, technology is good for the society but at the same time, we must ensure that we do not become slave to technology.

I know, it could have been better, says X.

### Personal Interview

X's interview was scheduled for the morning slot which consisted of 3 male panelists. The interview lasted for around 20 minutes. Here is what happened at the PI:

PANELIST1: X, so I see you brought executive file. Can you tell me the executives of this file? Candidate: Sir, the file contains my CAT scorecard, application form, academic certificates and mark sheets, and extracurricular mark sheet. In way, it defines who I am today and what have I been till now.

PANELIST1: So tell us who are you?

Candidate: Sir, I am X from Banswara. I graduated from IIT Gandhinagar in Electrical Engineering back in 2013. During my final year, I went to US for a research internship. Then, I worked with Cognizant for 2.5 years. From the past 4 months I am associated with Delhivery. My hobbies are playing table tennis, solving mathematics problems and puzzles, and guiding my juniors in their career preparation like IIT-JEE examinations. (I wanted them to ask about Maths).

PANELIST2 (A young techy guy): So, you are interested in Mathematics. Which area of the subject?

Candidate: Ummm.. Sir, everything.

PANELIST2: Okay, so you have 3 circles. How many common tangents can you draw to them?

Candidate: Sir, you mean direct common tangents?

PANELIST2: You can assume that.

Candidate: Maximum 2, if they are planar. Else, it can even have 0, 1. So, anything from 0-2. I explained my answer with the help of figures.

PANELIST2: What if they are non-planar?

Candidate: Infinity then.

PANELIST2: You have 2  $n \times n$  matrices. When you multiply them, how many multiplications are actually happening? Candidate: The final matrix will also be of  $n \times n$ . Now, for each element, we have multiplication because first row of first matrix gets multiplied by first column of first matrix to give first element of my output matrix. So,  $n^2$  times. (But now I think, it should be  $n^3$ . Since every element will also have  $n$  implicit multiplications.)

PANELIST2: Can you try to think of a converging sequence, which is converging but the corresponding sequence is diverging?

Candidate:  $1/n$ . Since as  $n$  tends to infinity it tends to 0, but  $1+1/2+\dots \rightarrow \infty$ . It can be proved by comparing this series with  $1+1/2+(1/4+1/4)+(1/8+1/8+1/8+1/8)+\dots$

PANELIST2: By the way, what is the rank of Rajasthan in terms of area?

Candidate: Sir, one: It is the largest in terms of area.

PANELIST2: And second?

Candidate: (A wild guess, while trying to visualize the map) Maharashtra (Maharashtra is third in actual, a slightly less than MP).

PANELIST1: So, if I did not hear you wrong, you did a foreign internship. Where was it?

Candidate: Yeah sir, at University of Notre Dame.

PANELIST1: What did you do there?

Candidate: Developed a web application which uses the concept of probability and collaborative filtering to predict the future disease a patient can have, given his past disease's history coded in ICD-10.

PANELIST1: So, did you roam anywhere around?

Candidate: Sir, not much. But, I had been to Six Flags.

PANELIST1: Ohh, that's the roller coaster ride. (Smiling)

Candidate: Yeah sir (Smiling)

PANELIST1: Anywhere else you have been to in or outside India?

Candidate: Not exactly sir. (I could sense he has some question on geography coming up in his mind, which I am not good at.)

PANELIST1: So, can I say you do not like travelling much?

Candidate: Sir, I have not explored much of the places. But as you can see, I am from Rajasthan, graduated in Gujarat, interned at US, worked at Kolkata, and currently at Gurgaon.

PANELIST1: (Smiling) But that's for the job purpose. Anyways, what difference did you find in the US's university and IIT-Gandhinagar's educational system?

Candidate: Sir, since our batch was the second batch of the college, we actually got the chance to pick up the things from its roots and then establish them. We had the freedom to go and explore anything we wished to. There were only 3 core branches, but still I managed to get an internship in CS. So, it is very versatile in the college. But then at university, I was assigned a project on which a PhD student was already working. I was not much asked about my choice. The topic was also fixed. So, this is one difference. Rest, people are very much friendly there. The city is very clean with no traffic and pollution.

PANELIST3: So, what is your work at Delhivery?

Candidate: Sir, my job is to interact with the floor's staff at fulfillment centres, and get to know the problems they are facing in the process of picking, packing, and shipping. And then, using these requirements, we build the apps and software for them.

PANELIST3: But isn't this irrelevant to your work at Cognizant. From a company like that why Delhivery?

Candidate: Not exactly sir. I was working in e-commerce sector even at Cognizant. Now, an e-commerce has 2 sectors- OMS and WMS. I had worked for 2.5 years in OMS. So, wanted to further explore the e-commerce sector. Hence, joined the WMS department at Delhivery.

PANELIST3: But then, you already have the skills and are working in the area where our people after graduating work.

Candidate: No sir. I want to learn management and I have an inclination towards MBA in Finance. My long term goal is to start a venture of my own.

PANELIST3: (interrupting): But, to start a company, you do not need an MBA. In fact, we guys do not even teach you that. See, Dhiru Bhai Ambani. He is not an MBA.

Candidate: Yeah, that's true sir. But then again, my management will help me gain the structured knowledge, learn about the business model, and how to sustain in the competitive markets.

PANELIST3: But that you can even do without an MBA.

Candidate: Sir, to make any company successful, the underlying principle is to minimize risk and maximize the revenue. And, an MBA in Finance will help me get that feeling.

PANELIST1, PANELIST3: See but you already know that principle.

Candidate: But, I will also be competing amongst the best minds of the country, so we can then share the skillset and I may get the useful resources for my future goal. And in fact sir, the COO of my company, Bhavesh is also an MBA in Finance from IIM-C.

PANELIST1: Anyways, these days' people say that e-commerce is not having a bright future. It runs only on giving lucrative offers and discounts on the things. And once, discounts are gone, the company will fall off.

Candidate: But this is just the one side of the story. While this is true that our e-commerce giants are currently incurring losses, like Flipkart, Snapdeal, but in the longer run, say 5-10 years down the line, these will grow. These will develop that credibility and reliability for the e-commerce to work even

without discounts. Say, for example, out of Uber, OLA, and TFS, TFS is a relatively new brand and is giving so many discount coupons these days. We do use them, but now if a girl wants to travel in night, or I want to reach to some place urgently say in next 1 hour, I'll prefer Uber over others – that is because the services have developed the credibility amongst the customers by now.

PANELIST3: Okay. Any other call you have?

Candidate: Sir, IIM-K, S, I...

PANELIST3: Not Ahmedabad?

Candidate: Sir, my sectionals in Verbal were not that great, though the overall was. So.

PANELIST3: Okay X, That's all from our side...

## 8) Interview and WAT Experience–8

### Profile

QA: 99.8%

LRDI: 99.96%

VA: 87.33%

OA: 99.85%

### WAT Assessment

The topic was related to the education scenario in India and how to improve it. We were given 30 minutes to answer that. We had been given an A4 sheets and we had to complete our answers in that sole sheet of paper. Thankfully, there was no word limit.

I started off with the current literacy rate in India and that we are lagging behind European countries, etc. Education is very important for growth and research. Encouraging FDI in this field would allow foreign institutions like MIT, Harvard, etc to open their branches in India. This would force the Indian institutes to improve their infrastructure and their education standards and would create more jobs in India. That in turn would help India's GDP. Courses from IITs and IIMs could be made available online for free on sites like Coursera, edux, etc. There could be promotions for these to enable the Indian students to have access to a wide range of information and knowledge. Then, I had also mentioned that Public-Private partnership would hasten the growth rate of the reforms in the education sector.

## Personal Interview

My PI was on March 15, 2016 at IIM Calcutta. My panel consisted on 2 professors. PANELIST1 was a male and PANELIST2 a female. Both of them were pretty chilled out, they didn't grill me or cross question me.

While waiting for my turn, I was talking to other candidates who were also waiting for their turn. PANELIST2 came out of the room and called me in. She asked me to sit down and then my interview started.

PANELIST2: X, you were talking to the people outside, did they tell you what type of questions we are asking.

Candidate: Ma'am I was talking to the candidates who were waiting for their PI just like me. As for the people already done with their interviews, I had spoken to them and most of them had their PIs based on their work experience. So, the PI would be unique for each candidate and talking wouldn't help as such.

PANELIST2: Ok, X. You have mentioned in your form that you tried trading for some time. Please tell us the difference between Commercial, Retail and Investment Banking.

Candidate: I spoke on the topic for about a minute and then the discussion moved to the Bankruptcy Law. PANELIST2 and I discussed it for about 4 minutes. PANELIST1 was busy scrolling through the pages of my application form, while PANELIST2 and I were discussing Bankruptcy Law.

PANELIST1: Ok X, tell me about other calls which you have.

Candidate: Though it was a relaxed interview but I somehow managed to screw it up in my reply to this question. I replied 'CLK'. Both PANELIST1 and PANELIST2 looked at each other trying to figure out which college was I talking about. I immediately corrected my mistake and said IIM Calcutta, Lucknow and Kozhikode and added that I have calls

from FMS, XLRI and a few more institutes.

PANELIST1: X, IIMC has a lot of focus on quant subjects, do you think you will be able to cope up with the pressure?

Candidate: Sir, I will try my level best and additionally Maths is my favourite subject. So, I don't think that I will have any problems. PANELIST2 cut me in between and told PANELIST1, "Sir, look at his sectional scores in QA and LRDI. He will have no problem here in any subject".

PANELIST1: Although she says that you will do fine over here but I would still like to confirm. So, I will ask you a few questions on Maths. Tell me about Continuity and Differentiability and their differences.

Candidate: I told them the definition and gave examples of modx, signum function, etc. PANELIST1 and I had a discussion for about 2 minutes. He wasn't totally convinced till then. Then I said, "If a non-removable discontinuity....". The moment he heard the term non-removable discontinuity, he started smiling. He didn't even let me complete my answer and said, "It's all right. We are done with maths."

PANELIST1: X, there are a lot of things going on in our country at the moment. Pick up any current affairs topic of your choice and tell us your opinion on that issue.

Candidate: I forgot every single thing that was going on in our country. Budget, NPAs, JNU etc. I forgot everything. The only thing I could recall was that something was going on in Arunachal Pradesh. I started speaking about it and 2 lines later, I forgot what was happening in Arunachal Pradesh. PANELIST1 stopped me and said you are just stating what is happening. Tell us your opinion. I was like, need to get things in order but my brain failed me again. All I could say was, "Whatever is happening, is good for the country."

PANELIST1: Ok X, thanks a lot. That's it from our side. We wish you all the best for you future.

## 9) Interview and WAT Experience– 9

### Venue

Indian Habitat Centre, New Delhi

### Profile

Xth -> 10/10 [CBSE]

XIth -> 94% [CBSE]

B.Tech (Electrical Engg.) -> 9.24/10 [IIT Ropar]

Work Ex -> 8 months at ISRO

CAT -> Overall – 99.97

General | Engineer | Male

### WAT Assessment

"Vertical development of cities is better than the unorganized and unstructured horizontal growth. What do you think?"

### Personal Interview

There were three panelists. I was the 4th one to be interviewed.

One of the panelists came to call me in. As soon as I entered, I found that the other two panelists were discussing the interview of the last candidate, and scoresheet was lying on the table. I thought that I

should stand a bit away from the table. From behind, the other panelist was telling loudly to other panelists, "Guys, X has arrived. :P" They didn't listen to him 2-3 times. When that panelist reached the table, he waved fervently in front of them and said: "Guys, X has arrived." They hurriedly covered the scoresheet. :P

PANELIST2 – X, tell me about yourself? Restrict your answer to your family background, educational background, work experience, hobbies.

Candidate: Answered. (Forgot to tell about my elder brother, he is currently studying in IIMC only).

PANELIST2 – Do you have any siblings?

Candidate – (Realising my mistake) Told I have an elder brother; he is currently studying in IIMC only.

PANELIST2 – What is his name? How is he doing in IIMC?

Candidate – Told and said he is going fine in IIMC.

PANELIST2 – So, you might have got feedback about IIMC from him. What did he tell you about IIMC?

Candidate – Told

PANELIST3 – Since you mentioned Stock markets as your interest. Do you invest/trade in Stock Market?

Candidate – Yes (Here comes my favourite topic of discussion :D

PANELIST3 – What was the closing value of Sensex yesterday?

Candidate – Told that I checked the value at 12 pm yesterday (Told the value). I don't know the closing value.

PANELIST3 – What approach do you use to select stocks to invest?

Candidate – Top-down approach and Bottom-up approach.

PANELIST3 – Explain Top-down approach.

Candidate – Explained (Quite confident about this) .

PANELIST3 – Why are stocks overvalued now?

Candidate – Told that stocks had gone high in speculation. Investors are speculating high economic growth in the future. (Forgot to tell about a massive influx of money in equity market due to demonetization)

PANELIST1 – If you are so much into the stock market, you could have made a career in this. Don't you think you have wasted four years of your engineering and a seat in IIT?

Candidate – (My mind: Please don't ask me that :p ) Told that I consider stock markets as a source of passive income and never considered it as a career option. Also told how I got interested in stock markets.

PANELIST1 – But whatever you have learned in your engineering will be a waste as from IIMC you will probably go to some IB, PE or consulting firm? I want an honest answer, don't answer me on the grounds of logical skills, analytical skills, etc. :P

Candidate - Told that I have talked to my seniors from IIT Ropar who post MBA are working in jobs where they are using their technical skills backed with management skills and I wish to do the same as well. And things once learned will be used in one way or other in the future.

PANELIST3 – Do Indian markets follow global market trends?

Candidate – Sometimes.

PANELIST3 – Which company has the highest market capitalization in India and what is it?

Candidate – (My mind singing: I know it, I know it :P) Sir, Reliance Industries has the highest market capitalization in India. It overtook TCS recently in market capitalization. Told how we could calculate the market capitalization.

PANELIST1 – What about at Global level?

Candidate – I know recently Amazon took over Microsoft to become the third highest valued company in the world. I think at 1st position, it will either be Apple or Google.

PANELIST1 – There is a course by the name “Algorithms in Ancient India” which you did in your B.Tech. It sounds like an exciting course. What was this course about? What did you learn from this course?

Candidate – Told that a visiting faculty from IISER Mohali taught this course. It was about various sutras and all of ancient India which were used to solve mathematical problems. But I did not like the course much, so I audited the course.

PANELIST2 – Can you remember any sutra from that course?

(Before I could answer, another panelist said with a sarcastic smile, he audited that course, he won't be knowing it) PANELIST1 – So we will ask a mathematics question now. Draw the pdf and distribution function for normal distribution.

Candidate – First wrote the equation of normal distribution and drew the graph. Struggled a bit with pdf of the distribution but completed it.

PANELIST2 – So what does the value of these two functions at a specific value on x-axis signifies?

Candidate – Told what pdf is for a continuous function and the value it specifies.

PANELIST2 – Any natural event where this distribution is observed?

Candidate – Marks distribution of a class in an exam.

PANELIST2 – If the number of students is 2-3 then also it will be normal distribution?

Candidate – No Sir, for a large number of students.

PANELIST2 – Then give a more practical example.

Candidate – Distribution of the population of a city.

PANELIST2 – (in shocking tone) Distribution of the population of a city?

Candidate – (Realizing the blunder) Distribution of height of the population of a city. Also, the birds, when they fly in a group, make a Gaussian shape, the reason being less air drag. (2 days before my interview, I attended a lecture of a Professor from IIT Roorkee at my workplace and he told this thing)

PANELIST3 – I have not heard of this. This way you can also say that airplanes are like Gaussian shape from the front due to less air drag. :P

Candidate – Maybe. (Giving a weird smile)

PANELIST3 – By the way, I forgot to ask what other calls you have?

Candidate – I have calls from all the IIMs.

PANELIST2 – So what are your plans? Going to join your elder brother or somewhere else?

Candidate – told since I am a bit inclined towards finance, I will most probably join C. But I think I will be able to take a much-calculated decision after getting the results from all IIMs and after discussing with my elder brother, seniors and batchmates (at different IIMs).

PANELIST3 – (returning my file) X, all the best for your future. Please take a toffee. (Picked an eclairs :P).

## 10) Interview and WAT Experience–10

**Venue** - Indian Habitat Centre, New Delhi

### **Profile**

Xth -> 91.8% [CBSE]

XIth -> 82.4% [CBSE]

B.Tech (Mechanical) -> 76.4% [Punjabi University, Patiala]

Work Ex -> 20 months at Infosys Ltd

CAT -> Overall – 99.81

VARC – 99.25

DILR – 99.86

QA – 97.75

General | Engineer | Male

1. 5-year Diploma in Tabla.
2. U-17 State level Basketball

### **WAT Assessment**

“Vertical development of cities is better than the unorganized and unstructured horizontal growth. What do you think?”

### **Personal Interview**

Entered the interview room after a long wait of 4 hours. It was already afternoon by then.

A long walk to the chair.

Candidate - Good afternoon.

PANELIST2 - Please tell me you're not an engineer.

PANELIST3 - Please take your seat.

Candidate - (While sitting down) I am an engineer.

PANELIST2 - So X, konsi waali engineering ki hai aapne?

Candidate - Mechanical Engineering.

PANELIST3 - Why MBA?

Candidate – I want to learn about management as it interests me. \*interrupted\*

PANELIST3 - Why engineering then? You could have done BBA or B. Com for MBA.

Candidate - Explained how I was interested in engineering after school.

PANELIST3 - (Kept interrupting) So now you are not interested in engineering?

Candidate - Explained how I want to grow and develop myself.

PANELIST3 - Why not do M. Tech in your own field? Candidate - Again explained why MBA while saying I want to develop myself.

PANELIST3 - What do you mean by develop yourself? Candidate - There are a lot of things that I don't know about... \*Interrupted\*

PANELIST3 - Do you know about quantum theory? Spirituality?

Candidate - No

PANELIST3 - Why not learn about them and develop yourself in that field?

Candidate - I am interested in learning about management.

PANELIST2 - So you're a mechanical engineer.

PANELIST2 - What is Reynold's number?

Candidate – It is a constant. Can't recall.

PANELIST2 - What is Bernoulli's equation?

Candidate – It is related to kinetic and potential energy.

PANELIST2 – Everything in mechanical is related to those two.

PANELIST1 - You are very weak in academics.

Candidate - I have been working at Infosys since the past 20 months as an Oracle apps developer, that's why I am not able to recall.

PANELIST2 - So what do you do at work?

Candidate - I am an Oracle application developer.

PANELIST2 - Arre krte kya ho? Coding?

Candidate - Yes

PANELIST2 - Which language?

Candidate - PL/SQL.

PANELIST1 – What's the difference between PL/SQL and SQL?

Candidate - Told.

PANELIST1 - Still, why not only use SQL and save it in a file?

Candidate - Explained how it would be redundant.

PANELIST2 - Why are you smiling so much?

Candidate - I think it's because I am a little nervous.

PANELIST1 - Can we exchange 2 numbers without using a 3rd variable?

Candidate - No.

PANELIST1 - Are you sure? Your selection depends on it. Candidate - Yes. (I was wrong . We can swap two variables without a third one.)

PANELIST2 - You don't look like the person in the application photograph. Draw your moustache.

Candidate - Drew it.

PANELIST2 drew a x-y plane, shaded 2 semi-circles over moustache, turned the page and asked me to tell which function has this graph.

Candidate - (After taking a good 20 seconds wrote)  $|\sin x|$ .

PANELIST2 - Beautiful.

Candidate – Smiling \*A much needed boast of confidence\*.

PANELIST3 - Why do you have so many C's in your grades?

PANELIST2 – The world is full of seas (C's). How many seas (C's) are there in the world?

Candidate - None, sir. Its spelled W-O-R-L-D. No C.

PANELIST2 - I didn't ask you to spell it \*serious tone\*. I meant SAMUNDAR.

Candidate - I'm sorry, I interpreted it differently.

PANELIST2 - How many seas are there in the world?

Candidate - I'm not sure, but there are 5 oceans.

PANELIST2 – What's the difference between a sea and an ocean?

Candidate - I'm not sure.

PANELIST2 - Which water is more viscous - sea water or ocean water? Candidate - As I don't know the difference between sea and ocean, I won't be able to answer that.

PANELIST2 - Which is more viscous - sea water or mineral water?

Candidate - Sea water as it has salt.

PANELIST2 – What's the chemical formula of salt?

Candidate - Sodium.....\*Forgot\*

PANELIST1 - Graph ke time top par, ab fir se neeche..!?

Candidate - \*Nervous smile\*

PANELIST3 - So you have a diploma in Tabla. What's the difference between Kehrava and Teen taal.

Candidate – Teen taal is 16 matra and kehrava is 8 matra.

PANELIST3 - Play teen taal.

Candidate - It's better if I sing it as there is no Tabla here.

PANELIST3 - Okay.

Candidate - \*Sings teen taal with all the hand movement and notations\*

PANELIST2 bangs the table with my rhythm as I sing.

PANELIST2 – Okay. If I toss a coin from the Syahi of the tabla, what is the probability that it will land on the maidaan? Candidate - Maidaan is the thinnest part of the Tabla so probability is very low. Also it depends on the size of the Tabla as they come in different sizes.

PANELIST2 - Do an analysis in 30 seconds and then leave.

Candidate - (After 10 secs) The coin will never completely land on maidaan as it is not thick enough.

PANELIST2 - \*Interrupting me\* Thank you. You may leave.  
Candidate - Thank you (Smiling).

## 11) Interview and WAT Experience- 6

### Profile

GEM candidate

10th/12th/Grad/CAT: 86/86.50/75.01/99.91

mechanical engineer from DTU.

Work-Ex of 36 months in Technip India Ltd. Left job in August to prepare for CAT.

### WAT Assessment:

Waste dumping and garbage disposal into the oceans are affecting them adversely. What do you think are the consequences we may face? Suggest solutions to this problem (300 words, 25 minutes). The topic is pretty standard; I wrapped it up in around 230–250 words.

### Personal Interview:

I was the first in my panel to be interviewed. There were 3 panellists - 2 females and a male. They were sitting in the following sequence from my left to right,

PANELIST1 - Female (~35 years old)

PANELIST2 - Male (~35 years old)

PANELIST3 - Female (~55 years old)

PANELIST2 invited me in. I greeted him at the door and the remaining panellists before sitting. (It was quite a big room. A small walk from the door to seat!)

As I was about to sit,

PANELIST3: So, X. How was WAT? (Meanwhile, PANELIST2 gestured for my personal data form, and I handed it over)

Candidate: It was decent.

PANELIST3: What was it about?

Candidate: Mam, it was regarding the dumping of waste in oceans. It's adverse effects and how to mitigate them.

PANELIST3: Would you like to add something to what you wrote?

Candidate: (thought for a couple of seconds) ...Umm, no Mam. There was ample time available, and I penned down all my thoughts.

She got a little pissed off at this.

PANELIST3: Give me some examples of said ocean water pollution.

Candidate: Regurgitated a few lines from WAT (Oil spills, industrial waste dumping etc.) Added the point of floating debris islands in the Pacific Ocean.

PANELIST3: So, wasn't there much dumping 100 years back? Why are we talking about it only now?

Candidate: No Mam. There certainly was dumping in the 1900s, although it may have been at a lesser scale since industrialisation has only increased with time. Also, today there is a lot of awareness regarding such things as the world is more connected, so we know about such things more.

PANELIST3: Ok. So, you are from DTU.

Candidate: Yes, Mam.

PANELIST3: That's DCE.

Candidate: Yes.

PANELIST3: In your opinion, what has been the effect of this name change from DCE to DTU? Is it positive, negative or neutral?

Candidate: Well, there has certainly been a loss regarding brand value, but I believe that, overall, there is a positive effect of it. The Faculty, infra and quality of students are same, and due to this change from DCE to DTU, it has now become an independent university. More quality seats, a new campus in East Delhi, autonomy in... (PANELIST3 cuts me off).

PANELIST3: Did you not get what I asked? I asked about the effect of change in name from DCE to DTU, and you are telling me about more seats and new campuses.

Candidate: Sorry, Mam, perhaps I misunderstood the question. If we consider only the effect of the name change, not considering other factors, then I feel it is negative.

PANELIST3: So, now you are changing your stance.

Candidate: No, Mam. I earlier was considering all the outcomes related to it becoming DTU, but this aspect will only have an adverse effect.

PANELIST3: How?

Candidate: DCE has a rich legacy of more than 5 decades in the industry. You knew that DCE/DTU are the same but some other person may not. Thus, the outgoing batches may not get the benefit of the brand of DCE going forward. Therefore, it negatively impacts the brand value part.

PANELIST3: What else?

Candidate: (Stumped!) ...umm, that's it.

PANELIST3: take a minute and answer me. I want your opinion.

Candidate: (I just told you that! took about 10–15 seconds and tried to think of any other point that I could say with regards to the effect of change in name, but couldn't come up with anything). Sorry, mam. I can't think of anything else.

PANELIST2: Draw the graph for this (hands me a notepad). It was  $y=2xy=2x$ .

Candidate: (For a second, I forgot the graph. Recollected myself and plotted a few points. Drew it finally.)

PANELIST2: That's correct. You know, there is a special relationship between the curve and the x-axis?

Candidate: uhh, special relationship as in?

PANELIST2: Look at the way you have drawn it. The curve touches the x-axis at..

Candidate: ...at negative infinity. Basically, never.

PANELIST2: Yes. What's it called?

Candidate: Asymptote.

PANELIST2: Correct!

PANELIST2: (browses through my form) So, you have a work experience of 36 months. What do you do?

Candidate: Explained about the company and my role.

PANELIST2: But you left your job in August. Why? ..... (before I could answer, he began reading from the form) ....to

prepare for MBA entrance exams.

Candidate: Yes, Sir.

PANELIST2: But the exam is later, right?

Candidate: Yes, Sir. In November.

PANELIST2: Then why did you leave so early?

Candidate: Sir, I gave CAT last year as well while working but couldn't get a good score. I was preparing from March this time around but wasn't getting ample time. By June-July, it became apparent to me that I need to devote more time towards preparation. That's when I decided to leave my job.

PANELIST2: So, have you given other exams as well?

Candidate: Yes, Sir. I have given IIFT, XAT and GMAT apart from CAT. In fact, I have my IIFT interview tomorrow itself.

PANELIST3 takes over.

PANELIST3: You said you gave CAT last year while working. That means you have more than 6 months of experience.

Candidate: Yes, Mam. I have 36 months of work-ex.

PANELIST3: That's quite a lot! You took such a huge risk with your career by leaving a stable job only to prepare for CAT.

Candidate: Mam, as I said, I gave an attempt last year and couldn't get a good score..

PANELIST3: That's fine. It's just an exam. But one can only take such a risk when they passionately hate their job. Why did you hate it so much?

Candidate: (Wait, what?!) No mam! It's not like that. I didn't hate my job. It was time to.... (PANELIST3 interjects)

PANELIST3: Look, I have been taking interviews for more than 20 years. I don't want to sit here and listen to some story that a coaching institute cooked up for you. I want an honest answer.

Candidate: Mam, there are positives and negatives of every job. This doesn't mean... (PANELIST3 interjects)

PANELIST3: What did I say? Be honest.

Candidate: I am being honest, Mam. Leaving a job doesn't imply that I hate it. I wanted to learn and grow.... (PANELIST3 interjects).

PANELIST3 (leans forward and speaks with a raised voice): See, it's not your fault that your workplace was bad. It was merely a matter of chance. Why is it so hard for you to accept it?

Candidate: (heart pounding in my chest!) Mam, every coin has 2 sides. I....

PANELIST1 jumps in.

PANELIST1: leave it. You aren't going to accept it anyway. Tell me this instead, why aren't you doing M.Tech. for growth? Why are you wasting your engineering degree? You won't be able to apply any of it in future. Candidate: Mam, it is simply a matter of interest. My work exposed me to the business and management side of things. I find it quite challenging and satisfying in nature. Optimal use of resources is what we are chasing, after all. Regarding the engineering degree, I don't feel that it would go to waste. Even in a core engineering job like mine, only about 5%, perhaps less technical knowledge was being used. A 12th pass guy with some training can do that as well. But engineering taught me much more. I gained analytical skills..... (all the 3 panellists gave an eye roll in unison. PANELIST1 chimes back in)

PANELIST1: Yeah, yeah. You just want to sell VIM bars because it would pay more.

Candidate: No mam, that's not the case. The true value of any education is intangible. Selling VIM bars isn't bad either. If we look at everything so simplistically then you can say that I was merely laying pipes in my job. We should focus on whether there is any value addition, any economic growth, the betterment of....

PANELIST1: Value addition! What is that?

Candidate: Value addition means taking a primary product and adding value to it through a certain process. Like, we can process potatoes to make chips, and they will sell at a much higher price than the primary input. We would simultaneously create many jobs, by promoting a village level industry and add social value in people's lives. Farmers would also benefit from this move as....

PANELIST1: So, you want to sell chips, an unhealthy food which will ruin people's health.

Candidate: Mam, it's not like that. I was just giving an example. There's a reason such products sell, there is demand for them. Healthwise....

PANELIST3: Explain your daily routine after you quit your job.

Candidate: I had joined a library in Karol Bagh. I used to go there and....

PANELIST3: Tell it properly. Give a timeframe for all activities.

Candidate: uh, OK. I woke up at around 7-7.30. Used to reach the library by 9.30. I studied there till 5-5.30 in the evening. Afterwards, to relax, I used to go to my Toastmasters club (was mentioned in my

form too, and I wanted to bring it up), once a week and took care of club-related things on other evenings.

PANELIST3: So, you didn't read newspapers.

Candidate: (facepalm!) Mam, I actually read them regularly while I was working, but later, I lost this habit.

PANELIST3: Your time management became worse after quitting. Interesting!

Candidate: Mam, actually my father used to take the newspaper with him to his office. While I was working, although I came back late, usually the time was fixed, and I read the paper upon coming back. After I quit, my schedule became quite erratic. Sometimes, I was back early, sometimes late. This affected my newspaper reading habit.

But I read the news while in the library on my laptop and phone.

PANELIST3: But you weren't reading newspapers, right?

Candidate: Mam, the primary goal of reading them is to gather information about current affairs. If one is getting that, the source shouldn't matter much.

PANELIST3: Oh! Your current affairs must be impeccable then?

Candidate: (Shit!) I think they are decent enough.

PANELIST3: What's happening in Malé?

Candidate: (sigh of relief! I knew about this in detail. Told the whole story starting from 2009 till now).

PANELIST3: What's your opinion though? What should India do?

Candidate: (common points that you must have read in papers: Strategically located, Chinese influence, effects on India and possible steps. One was regarding military help as well).

PANELIST3: If it is so clear that India should do this, as you so "elaborately" explained, why haven't we done it yet?

Or are we doing it? What's going on right now?

Candidate: I couldn't follow the matter since last 2 days, so I am not sure what exactly is happening presently. It is an international matter, and it may not be so simple to carry out a step such as sending

army there. China is a superpower as well. I believe currently talks are happening to handle the issue diplomatically. The matter may have been referred to UN too, I guess.

PANELIST1: You mentioned UN. It's often said that UN only favours superpowers. What's your view on this?

Candidate: Mam, I agree with this. UN favours superpowers only. Gave a few examples to support the same - talked about the formation of Israel, US pushing India for CTBT and Indian nuclear experiments, Iraq bombing by the US on the pretext of WMDs, J&K issue etc. (I later realised that these are all tertiary points, I could have mentioned about UNSC and Veto power of individual countries).

PANELIST3: Did you read any novel while preparing? Some movies?

Candidate: No, mam.

PANELIST3: None?

Candidate: No.

PANELIST1: You first did engineering, then you worked for 3 years with experience in 2 different fields. Then you quit that and now want to do MBA. Sometime later, you will get bored from this as well. What will you do then?

Candidate: Mam, the decisions one take are based on experiences he is exposed to. These aren't some random....

(PANELIST1 cuts in)

PANELIST1: What will you do after MBA?

Candidate: I want to move in the product management field.

PANELIST1: Why?

Candidate: In my firm, there were product managers at various levels. They were responsible for managing multiple fronts at once - their teams, work breakdown structure, coordinating with other departments etc. In short, they were responsible for the given task/product with limited resources at their disposal. Having experienced it first hand, it is quite fascinating to take up this responsibility and execute the whole thing end to end.

PANELIST3: Won't you get promoted to that level in your company if you stayed?

Candidate: Sure, I will. But it would take me a really long time, 10–12 years maybe. If there's a structured course which enables me to reach their faster, why not take it up?

PANELIST3: You mean to say that all product managers are MBAs?

Candidate: No, mam. That's not what I meant... (was cutoff here again).

## 12) Interview and WAT Experience–12

### WAT Assessment:

Twisted lines implying Euthenasia

### Personal Interview

Panelists: 2 male, one old, let's call him PANELIST1, one young, in a Tshirt, PANELIST2 and an alum I was the third person to go in.

Panelist1: Hi. What should we call you XX or XY?

Candidate: XX

Panelist1: Have a toffee

Candidate: what! Already (Takes a toffee)

PANELIST1: Which year did you give your 10th exam?

Candidate: 2010

PANELIST1: Why is there a one-year gap between 12th and graduation?

Candidate: Explained the scenario (Not good, not good)

PANELIST1: What is your CGPA?

Candidate: 7.69.

PANELIST1: In percentage?

Candidate:76.9 (Not good at all)

PANELIST1: Convert it to percentile

Candidate: 75 sir (Where is this going)

PANELIST1: Your rank

Candidate: Calculated and told (25)

PANELIST2: How?

Candidate: Sir 102 students, so 1/4<sup>th</sup> of the same.

PANELIST2: ok, what is the median of your class?

Candidate: (Median what!)

7.2 Sir

PANELIST2: Explain

Candidate: Explained in terms of data points

PANELIST2: What is your percentile from the median

Candidate: Sir can I take a minute to think (What the fuck!)

PANELIST2: sure\*Meanwhile all three are staring at me\*

Candidate: 90 percentile (Don't know why I said that)

PANELIST1: How???

Candidate: Sir since I don't have enough data I calculated on the basis of GPA difference.

PANELIST1: But you don't calculate it that way. Explained a lil.

Candidate: It will be 25 percentile then. (This is done)

PANELIST1: What is your cat percentile?

Candidate:99.47

PANELIST1: What percentile of people are above you?

Candidate:0.53

PANELIST1: If 2 lakh people sat in interview, what's your rank

(I was mentally absent, thinking how I screwed up)

Candidate: Gave right answer

PANELIST2: Sure?

Candidate: Got nervous (Scribbling on paper)

PANELIST2: What are you doing?

Candidate: Told process.

PANELIST2: Good.

PANELIST3: latest books you have read

Candidate: told

PANELIST3: books you have read from beginning

Candidate: started telling

PANELIST3: (interrupted) specific swiss author who writes detective novels?

Candidate: don't know

PANELIST3: He became really famous in the past few years

Candidate: can I guess

Candidate: Is it about Sherlock?

PANELIST3: What is that?

Candidate: Started telling

PANELIST2: No. Isn't he british?

Candidate: Yes sir

PANELIST3: prompted tattoo

CANDIDATE: I told the name of book and the sequel. Couldn't remember name of author.

PANELIST3: Jeffrey archer's novel which is based on classic?

CANDIDATE: I don't know

PANELIST3: I don't expect such kind of answer from a person for whom reading matters so much

CANDIDATE: I gave some funda

PANELIST3: Author of harry potter

CANDIDATE: told

PANELIST3: How many books in further series

CANDIDATE: told

PANELIST3: Which new series has come after that

CANDIDATE: Cursed child but it's a play not a novel.

PANELIST3: Anything you want to ask

CANDIDATE: Um...No

### **13) Interview and WAT Experience-13**

**Location:** Hotel Monarch Luxur, Bangalore

#### **Profile**

10th: 92%

12th: 97.9%

B.Tech: 91.11%(Non IITian, Non NITian, Non BITSian )

CAT:96

Category: NC-OBC

#### **Personal Interview**

I was the last person in the interview panel (Not only in this interview but in almost all the interviews that I have attended I was the last person, so my interviews were somewhat different from the rest of

the people in my panel.) Panelist1, Panelist2 are ladies and Panelist3 is a male. I wished them and they wished me in return and was settled in my seat.

Panelist1: So you are waiting for a long time. How do you feel?

Candidate: That's ok mam, actually I was habituated to that. In my previous interviews also I was the last person and in my school and college I was the last roll number. So that's ok mam(smiling)

Panelist1, Panelist2, Panelist3 gave a smile

PANELIST1: So where did you do your schooling?

Candidate: Answered (I have done it in two different places

PANELIST3: Why at two different places?

Candidate: Answered

PANELIST3: What did you feel when you shifted from one school to the other

Candidate: Initially I felt sad but in the due course I met nice people there, made good friends and could be able to overcome that feeling.

This was followed by some questions related to the location of my inter college and graduation college. I answered them

PANELIST3: What about your job?

Candidate: Explained (Actually I am 2016 passed out student and I have no work experience so they asked me about the gap of six months. I explained it genuinely with valid reasons. They nodded)

Panelist2: Ok now what do you want to do in your life?

Candidate: I want to do so many things mam(smiling)

Panelist2: Ok pick top three from them

Candidate: I want to contribute my bit to the first generation students

Panelist1: What is this first generation?

Candidate: explained

PANELIST1: Ohh Ok

PANELIST2: this can be done now also..... you have written so many exams

Candidate: yes mam but as of now I don't have knowledge up to the mark required to suggest People in giving career suggestions so I should get the knowledge required

PANELIST2: ok second

Candidate: I want to create my own mark and impact in the society and in the company I work for

PANELIST1: then you can become politician na.... Think of Narendra Modi and Vishal Sikka

Candidate: mam both are different and....

PANELIST1: tell me one thing who have made mark in the society????

Candidate: mam as far as people in large scale is concerned Modi mam.... but he has done marketing

PANELIST1: we are asking about mark you are saying about marketing both mark and marketing are different (Here I understood that my interview was going to an unexpected side where if it proceeded further it will be lead to dead end and my interview is going to be doomed but some where my presence of mind woke up to rescue me) Candidate: yes mam Modi has done marketing to create a mark.

They looked at each other as if they listened some dialogue from a movie and smiled widely...Thank god I rescued myself...They nodded smilingly ...

And then I said that Modi made a mark mam but as far as impact is concerned he concentrated mostly on some particular sections of sectors ,as he is the prime minister he should concentrate on all sections of people and his ideas are very good but we need systems for the implementation of ideas then only they will sustain for example Swatch Bharat, cleaning of India is a nice idea as soon as it was started we saw politicians and celebrities coming on to the road to clean and back then it created a lot of buzz but now it was not such hype

PANELIST2: so should celebrities and politicians stop their work and clean the roads???

Candidate: no mam the ideas are really good and there should be a system for the implementation of ideas

PANELIST1: so let us consider you are consulting company and you have to create system for Swatch Bharat so how

will you make? You have to do it in five steps that's it

Candidate: could you please give me some time mam

After 30 seconds I came up with 5 steps

StePanelist1: collection of data like population, level of garbage in areas

StePanelist2: allocation and division of work force among the available land

StePanelist3: use of technology in implementation of garbage collection

Step4: taking feedback for the work that was done and monitoring how it was going on by using some methods like Whats app, Hike/ websites etc.,

Srep5: punishment and fines to both workers as well as road users (People) if they violate rules

I explained the above steps in elaborate form by giving them some inputs and then they asked me during my explanation some doubts I said them

PANELIST2: there is a big flaw in your system it doesn't work think what is it

Candidate: (1) population is high so it is difficult to implement (wrong)

(2) integration of all these stages is difficult (wrong)

(3) collected garbage should be recycled it is difficult (wrong)

(4) police force is necessary to observe People all the time (wrong)

PANELIST2: everything is available police force, employee etc.,

Candidate: then funds are necessary to maintain them (wrong)

we have taken cities it should be done in all the areas (wrong)

rivers and water bodies should also be considered (wrong)

Self Discipline is important, then only we can create a real change (wrong) drainage water reaches sea it is polluted but we can lineup and recycle them

PANELIST2: could you recycle all the waste

Candidate: no mam

PANELIST2: that's what I am saying recycling is a problem

Candidate: actually, I said that mam recycling will become a problem

PANELIST2: you should say that we cannot recycle some waste so it is the drawback

Candidate: sorry mam I couldn't think of that

PANELIST1, Panelist2: hey that's ok no problem.

Ok tell me why did you describe the hobbies in funny manner (I mentioned first Sudoku, then books in explanation by mistake I wrote first about reading books and then about Sudoku)

Candidate: (smiled)

PANELIST3: did you read any Telugu books

Candidate: No sir apart from academics books in my school age I didn't read any

PANELIST1: so you hate your Telugu

Candidate: no mam actually I started reading books in Engineering I don't know that there will be books other than academics till my inter ....in Engineering I learnt about them and started reading

PANELIST1: so what all books did you read

Candidate: I gave list of some 10 books which I could think of immediately

This was followed by some question like authors of the book etc., I answered

Panelist: Ok do you want to ask us anything

Candidate: no mam

PANELIST1 Ok you can leave now

Said thankyou and left# no toffee#

## 14) Interview and WAT Experience–14

### Profile:

X - 95.6% (Tamilnadu Board)

XII - 92% (Tamilnadu Board)

UG - 67.4% (B.Tech.(IT) from PSG College of Technology, Coimbatore)

Work Experience - 5 months, 19 days at Deloitte Consulting as on January 31, 2019.

CAT 2018 - 99.71 percentile (99.29|100|87.45)

### WAT Assessment

With over a billion users worldwide, mobile phones are becoming all pervasive. What will be the impact of this? Will this be of any benefit? (Not verbatim).

The time limit was 25 minutes and we were told that the word limit is 300. I believe my WAT went well. I touched upon a lot of areas and concluded by saying mobile phones will be beneficial if used judiciously.

### Personal Interview:

There were six panels in total with around 10 students per panel. I was allotted the second panel. I was the first one to be interviewed in my panel for the nth time. There were three middle-aged male panellists. an Assistant Professor in the Operations Management area while, an Assistant Professor in the Finance and Control area. While waiting outside the room, I hear them saying these things,

“You ask General Awareness, you ask Academic Questions, I’ll ask behavioural questions. Is that fine?”

PANELIST1: Are you eligible for EWS reservation?

PANELIST2: (Before I answered) No no.

CANDIDATE: Yes sir, by last year’s financial statements, not this year. But I chose not to apply under it.

PANELIST2: (Smiling) Why!! You could have applied.

CANDIDATE: (Evaded it by letting out a big smile - Mistake 2)

(PANELIST2 looks into my form and starts reading)

PANELIST2: He has completed his Engineering in IT and has 6 months of Work Experience. (Says to M3)  
We have to write ENG-Yes-6 months.

PANELIST2: You have done a course called Security Analysis and Portfolio Management, right?

CANDIDATE: Yes, sir. It was an one credit course.

(For the readers, one credit courses in my college are two-day courses conducted over the weekend in the sixth and the seventh semesters. Six such courses can be traded for the two three credit courses in the eighth semester, so that the students can pursue internship without any academic load. Needless to say, I do not remember anything out of it)

PANELIST2 threw at me three portfolio management and risk assessment questions which sounded like Greek and Latin to me and each one was answered with an “I don’t know” - A big dent to my confidence upfront from which I never recovered. At the end of the third “I don’t know”, I said that it was a short course and they taught me only the basics of capital markets.

PANELIST2: Okay then, tell me what is Sensex and Nifty?

CANDIDATE: Answered Sensex correctly, made a small mistake in Nifty.

PANELIST2: (laughing) You sure about Nifty?

CANDIDATE: To the best of my knowledge, yes.

PANELIST1: (In a low voice) What brings you here? Why MBA?

(I requested him to repeat the question)

CANDIDATE: Gave the well-prepared answer.

PANELIST3: Do you play around with Stock Markets?

CANDIDATE: No sir.

PANELIST3: You have worked for six months, right? You must have some savings. How do you invest it?

CANDIDATE: I don’t invest, sir. My father does it for me now. My knowledge about investments is limited now. I am planning to start post-MBA.

PANELIST3: (Mockingly) You claim to have good leadership skills. So this is how you delegate work?

CANDIDATE: My father has opened savings account in my name when I was in school.

PANELIST2: So he saves for you using his money. Okay, fine.

PANELIST3: Give me some instances where you have exhibited your leadership skills.

CANDIDATE: (I had sufficient experiences and PoRs in my college to back this up. Explained this well. A few cross questions - faltered slightly but still managed)

PANELIST1: Do you read newspapers?

CANDIDATE: Yes sir, I read THE HINDU newspaper.

PANELIST1: Tell me about any two important news from the banking sector in the last two years.

CANDIDATE: (Thinking I am having a Finance Day today - Mentioned IBC for bad loans with a brief explanation. Mentioned PCA framework with a brief explanation. Mentioned the merger of banks with the names of the banks undergoing mergers)

PANELIST1: Okay, do you know Nirav Modi?

CANDIDATE: (Okay, Finance fest today) Yes, sir.

PANELIST1: What did he do?

CANDIDATE: He defrauded the Punjab National Bank by securing Letters of Understanding without collateral.

PANELIST1: As a manager, what will you do?

CANDIDATE: Sir, my priority would be to retain investor confidence. I will try to prevent the event from going public immediately.... (PANELIST3 cutting in, visibly annoyed - Death knell for me)

PANELIST1: So you'll hide it. That's how you'll manage it?

CANDIDATE: No sir, that is not what I meant. (Trying to save grace but the damage is already done)I meant that the investors' confidence is important to me and before going public I would try to recover some part of the

debt.... (PANELIST1 cutting in)

PANELIST1: (Looking at PANELIST2) How to do it? Sir, you have to tell.

PANELIST2: (Laughing) I don't know. We're not here to tell, we're here to ask.

CANDIDATE: (Stupidly in an hesitant tone) By selling assets.

PANELIST3: What is your favourite subject in UG?

CANDIDATE: DBMS.

PANELIST3: You are working somewhere, right? For 6 months?

CANDIDATE: Yes sir, at Deloitte. I am working in the Innovation team.

PANELIST3: Which DB Management System do you suggest to be used?

CANDIDATE: Mentioned SQL server and backed it up with some reasons.

(In hindsight, I think I should have mentioned that it is dependent on the project)

PANELIST2: What is your CAT percentile?

CANDIDATE: 99.71

PANELIST2: What calls do you have?

CANDIDATE: Calcutta, Kozhikode, Shillong and New IIMs.

PANELIST2: Okay.

PANELIST3: How did you decide to do General Management just six months into the job?

CANDIDATE: (Explained how I decided on this from the third year of UG and why I took up this job afterwards. Intentionally mentioned that this is my second attempt at CAT)

PANELIST3: So what you did differently this year?

CANDIDATE: Sir, last year the primary reason for my low score is my VARC percentile. It was 93.51 last year. This year I improved it to 99.29. I made it a point to read at least an hour daily to improve my comprehension skills. In the DILR section, last year I scored 99.84. This year I have secured a 100 percentile.... (PANELIST2 cutting in)

PANELIST2: (With a shocked expression) You secured a 100 percentile?

CANDIDATE: (With a wide grin that he brought this up and stopped me from mentioning my QA percentile) Yes sir, that is because I am fond of it and I love solving logical puzzles.

PANELIST1, PANELIST2 and PANELIST3 looked at each other and said that we're done. I thanked them and left the room.

To sum up, it was a totally disappointing performance. But, I'll cherish this experience more than anything.

## 15) Interview and WAT Experience–15

### WAT Assessment

Mr. Modi launched the scheme 'khelo India' to promote sports in India. What are the problems of sports in India and suggest ways to improve them. 25 mins

### Personal Interview

6th in the panel (out of 10). Interview time-30 mins

2 male professors-PANELIST1 (mid 40s-the one who was grilling the most), PANELIST2 (late 30s-the silent psychologist) and an alumni A (early 60s- who was grilling with lesser intensity-checked their profiles later: PANELIST1 was a marketing prof and PANELIST2 a finance prof)

The interviewees before me had already given me a fair idea what kind of a bloodbath was going on in the room.

Interviews ranged from 15 to 30 mins depending on how much you could take and give I was going to be one of the

unlucky ones to face the infamous stress interviews of IIM C and with the fact that this is the best call I could ever

get, I had to keep my nerves in control.

PANELIST1 called me in for the interview.

PANELIST2: (Smiling sadistically at me when I entered. I asked him politely if I could have a seat while grinning stupidly at him at the same time). So X, why are you wearing a suit

Candidate: Sir, I didn't want to look out of place

PANELIST2: But you are looking out of place by wearing a tie

Candidate: No Sir, there are a lot of candidates wearing a tie (in the mean while he took the folder slyly away from me)

PANELIST1: So what are the other interviewees telling, what kind of an interview is the panel conducting

Candidate: Hmm...stress I guess, looking at the duration and the expressions on their faces

PANELIST1: Ohhh...stress (with a huge devilish grin). So tell me why do we take a stress interview

Candidate: The interviewees come prepared with set answers and thus have a kind of mask on them. To see the true colours of a candidate, a stress interview helps ..(interrupted)

PANELIST1: So you have a mask on hah...

Candidate: No sir, I just want to be honest in this interview..(interrupted)

PANELIST2: So in your form you mentioned that you left your previous firm because of the rude and abusive behaviour of your seniors

Candidate: Yes sir. They were lethargic and callous in their behaviour and didn't spare the female colleagues as well

PANELIST2: You didn't mention lethargic...

Candidate: Yes sir, because I don't have a problem taking up their work but yes they were abusive. I had tried to convey this to the HR and the manager but they didn't take any action on such people. It wasn't me alone who felt this and eventually we had a 100% attrition in....(interrupted)

PANELIST1: you mean the company closed

Candidate...in the fresher's batch

PANELIST2: Let me tell you a true story. So, there was a colleague of mine who was in the film industry. He used to use all kind of abuses to the female models. You know the kind of abuses -MC,BC and what not(poker face moment for me).. but at the end he got his work done. Do you think he was wrong In treating females and males alike?

Candidate: No Sir, that's not entirely what I meant...(interrupted)

PANELIST2: So you want to say that both genders should be treated alike

Candidate: Yes, they should be treated alike but the point here is that they were abusive and that's unethical

PANELIST2: Oh ..unethical... I was expecting you to say immoral. So tell me, what's the difference between ethics and morality?

Candidate: So if we consider a firm or an organisation, the principles on which a company is based are ethics and the principles and qualities of an individual are morality

PANELIST2: So you mentioned that you did something innovative in your college fest. Tell us about it

Candidate: Answered how I got the idea and got it implemented. (in between they started talking among themselves about the movie Dark Knight Rises and the character-Bane) Questions related to more technical things-how does subtitle work, how did you insert the audio/how did you make up the characters voice(did not know a lot about technical-told I got it implemented by a junior)

PANELIST1: So he doesn't know the mechanism behind how audio or subtitles work. Arre sir, I am telling you, he didn't do anything on this

Candidate: Sir, I mentioned it was my idea...and I got most of it implemented .... (interrupted )

PANELIST1: So you studied in IIT Roorkee which is known for civil engineering. What was your reason to leave. First you guys study different subjects in 11-12<sup>th</sup> (he couldn't recall PCM...helped him recall the subjects), yeah..yeah those 3 subjects..then take up this branch and now Analytics..

Candidate: (told my prepared answer-how Maths in 11-12th is a bit related to analytics and thus I didn't lose my roots, more of a evolving process for me, why I took up civil, how I found more interest in analytics-participated in competitions in college/took up online courses/interacted with seniors/had an option of taking a civil job on campus-but chose the harder competition in analytics. Satisfied and no cross question)

PANELIST1: So where did you do your coaching? Must have done from Kota as usual?

Candidate: No Sir. From Gwalior. My parents had taken me to Kota but I didn't like the living conditions there/the rat race/big classes hence less time to interact with teachers. I would be better placed at home (PANELIST1 asked about the coaching.He had a a lot of knowledge about Gwalior.Asked how the coaching started and who started it)

PANELIST1: So lets move on to what work you do?

Candidate: So we have 2 kind of requests coming from the client-ad hocs and long term. We.. (interrupted)

PANELIST1: No. Tell me how have you contributed to the client

Candidate: Ok Sir. So I will explain one of the latest projects I have done and how it has impacted the client(he nodded giving the green signal). So the client wanted to see if we are sending surveys in the proportion of the various parameters on which the population is based. They wanted a concrete approach so we suggested them significant testing. What we.. (interrupted)

PANELIST1: Not We!. Tell me what you have done!

Candidate: Yes, so what I suggested is Chi Square testing

PANELIST1: What is Chi square?

Candidate: (Told about the proportionality check. The null and alternative hypothesis in it.interrupted)

PANELIST1: No! You are wrong

Candidate: Sir I have read about it recently(interrupted)

PANELIST1: So tell me what you did in the test.

Candidate:(explained the data a bit/what was expected and actual values. /Was asked why I didn't do a t/z test. Told that in those cases, mean and variance is required, but I had the proportions. During further discussions,I was asked why not ANOVA. About to say that again that we didn't have mean and variance..was interrupted) PANELIST1You don't know anything.

Candidate: Sir, I have a basic idea about Stats.... It is a vast subject ...(interrupted)

PANELIST1: Yeah..like very basic idea. So what kind of industry do you work for. You don't need to mention your clients name.

Candidate: Services and utilities

PANELIST1: What all comes under utilities?

Candidate: Energy

PANELIST1: What else?

PANELIST1: You don't know about your industry

Candidate: I have been new to this and did not get enough time to learn a lot of about the industry but I have a knowledge about my client

PANELIST2: So you are a consultant. You must have an idea about how industries work. Pass me that notepad, I will give you a problem (WTF is going to hit me now! He drew 3 lines of symbols-> - - -++;++ - -;- -++-). So + sign means net money inflow and - sign means net money outflow in a project. Can you tell me what kind of projects can come under these categories

Candidate: A big infrastructure project can fit the first category. Say for example we have DMRC. During the initial constructions, it had to invest a lot in the initial setup and later it went into profits when commuters started using it.

PANELIST2: the second case?

Candidate: A start up or a firm which has just got a funding will have cash reserves but when they use it to expand their market, they might go into more cash outflow

PANELIST2: Hmm...Tell us a project where this case might fit, not about a company. Say a project you might get in analytics

(After thinking for a while couldn't come up with something concrete)

PANELIST1(jumps in): So why do you want to do an MBA specifically from IIM C

Candidate: Being very honest... (interrupted)

PANELIST1: So you were not 'very honest' all this while. Maybe a little honest ...hah

Candidate: No Sir, this is just a phrase which I used. IIM C is the best call I have got.

PANELIST1(Speaking to the other interviewers): We know that if you get a choice to marry a girl from many girls, you will go for the most beautiful one (all of them started laughing and I joined them). Tell us something else. Candidate: I shortlisted a list of Indian B schools I would like to do an MBA from-it was nearly impossible to get a call from A,B ; I had C,FMS,XLRI etc, saw the various pros and cons and IIM C was the best fit

PANELIST1: Tell us some other reason. What makes IIM C different maybe...

Candidate: The strong peer to peer interaction which IIM C offers...(PANELIST1 looking at me with a mirky face) but I guess you don't want to hear this(he nodded). Ok,so...IIM C has very high number of placements in consulting and it had the highest percentage this year. Many of the big consultancies come here and as I am looking for a career in consulting, IIM C would be the right choice for me.

PANELIST1: ohh! ... I thought IIM C was famous for finance and the last interviewee told me that we have the highest number of placements in finance. Was she wrong

Candidate: Yes sir, IIM C is famous for finance and the industry had the highest number till last year, but this year consulting was 27% and finance 23%

PANELIST1: Why didn't you go for an MBA from MIT

Candidate It is famous for research but I am not sure about the MBA program

PANELIST1: Tell me where is MIT situated

Candidate: Massachusetts

PANELIST1: tell me the region, anything more specific

Candidate: Maybe ... Minnesota..not sure..

PANELIST2: MINNESOTA? You sure

Candidate: No

PANELIST1: So what quality do you have to be a good consultant

Candidate: Resilience... Long hours of work in this field with the client is very tiring and I think I can do that well as I have show cased this in my previous company

PANELIST1: Thank you X. We are done

## 16) Interview and WAT Experience-16

### Profile:

Class 10 - 92.86%

Class 12 - 94.20%

BTech EE - 81.70% (Fresher)

27 February, 2019

### WAT Assessment

In 2019, Indian Science Congress published various papers claiming the ancient India had advanced scientific developments like aeroplanes, test tube babies and space exploration etc. What is your opinion? What do you think is the reason for these claims? What future implications will this claim have?

We were given 25 minutes to write a 300-word article based on this topic. Having studied a lot on this topic earlier, I was able to easily pen down my thoughts quite satisfactorily.

### Personal Interview

There was an Alum and 2 profs. - A spoke for most of the time.

PANELIST2: You are from Ahmedabad, why didn't you go to Mumbai for interview?

Candidate: Sir, my father was sceptical of me travelling alone in a new city hence wanted to accompany me and Delhi is much closer to Agra...that's why...

PANELIST3: So X! You are a fresher right (I nodded) .... Did you get placed yet?

Candidate: No Sir, I didn't sit for the placements in my college.

PANELIST3: Why not?

Candidate: Sir, I was very clear from the start that I wanted to go for higher studies so I didn't want to take another's seat..

PANELIST3: Come on, don't you think you should have a backup? What will happen if you don't get selected?

Candidate: Sir, I truly believe that I have the qualities aligned with the requirements of this course and I am quite confident that I will be able to make it.

PANELIST3: No,no ...that's all philosophical....Suppose if you don't get selected, what will you do?

Candidate: Sir, I would probably work on my mistakes and reapply next year...

PANELIST1: See, this is the current trend... you people don't value time... people before you also are droppers of 3-5 years.... Do a job... you are qualified professional...

PANELIST3: What is your current rank in your college?

Candidate: 5th

PANELIST1: out of?

Candidate: out of 150, sir.

PANELIST3: Oh you are a topper yet you are wasting 4 years of your life ... CAT doesn't require you to study for 12 hours ... why waste a whole year sitting idle at home?

Candidate: Sir, I do agree that CAT being an aptitude test doesn't require long hours of study... but I don't think knowledge and learnings can ever be wasted and I can assure you that I won't be sitting idle at home...instead I'll come up with something to utilise my existing skills...

PANELIST3: Like what? Even if you haven't planned anything till now, take 2 minutes and come up with a plan....

Candidate: Umm... sir since I have prior experience in teaching English during the Dayatva initiative of my college and I like teaching as well as English, I would probably go for teaching in a coaching or something and simultaneously prepare for CAT...

PANELIST3: Oh, so where are you using your engineering knowledge in all of this?

Candidate: Sir, since I will be a fresh BTech pass out, I obviously won't be having authority to teach BTech students... but I have my basics of science and maths right in place so I can take up that too in teaching....

PANELIST3: (Smiling) You want to go for UPSC too.?

Candidate: (Smiling) No sir, I am pretty clear on my goal.

PANELIST3: Join a job then at least.

Candidate: No sir... I don't want to join a job fresh after BTech... (interrupted)

PANELIST3: (devil smile) Now you are talking sense. Why don't you want to do a job after BTech?

Candidate: (feeling trapped) Sir, jobs after BTech are limited and core technical jobs don't interest me... hence I want to complete my masters and then enter job arena...

PANELIST1: (chanting loudly) She wants to do masters.... Everybody in India wants to do a masters nowadays....

PANELIST3: There is so much competition in India... How will you manage?

Candidate: Sir, competition is everywhere but I believe that if you have the right set of skills, you can easily make your own place.

PANELIST3: Are you actually embarrassed of Engineering? Tell me about your technical skills.

Candidate: Not at all, sir... I have always liked the subject ... (and mentioned about my BTech project for about 2 minutes).

PANELIST3: What all components do you use in your project?

Candidate: I have used BLDC motors, robotic arms and GI sheets for casing...

PANELIST3: If I have a robot moving with velocity 'v' and I want to increase speed to '2v' ...what can I do?

Candidate: (Gave 3 different alternatives but they weren't entirely satisfied... they approved one method but perhaps wanted to hear something else.)

PANELIST3: So, do you know maths? Can we ask something?

Candidate: Sure sir.

PANELIST3: okay, so note down problem in that notepad and give me the solution..... I want you to give me the difference between these two numbers...8085 and 8086...

Candidate: (For the first time ever, I could see through A's trick without thinking hard... sent a silent prayer to God) Sir, mathematically there can be several differences between them like divisibility by 5 and odd even etc... but I can give you the Electrical Engineer perspective which is most prominent in this case.

PANELIST3: okay, so give me the electrical perspective.

Candidate: Sir, 8085 and 8086 are the old versions of microprocessors with 8085 being older one...nowadays they have become obsolete and i3 , i7 are being used...

PANELIST3: (asked difference between i3 and i7 which I was able to explain well)

PANELIST3: So you write Poems.... Tell me what's haiku and a sonnet...

Candidate: (explained)

PANELIST3: difference between Italian sonnet and Shakespearean sonnet?

Candidate: (couldn't explain)

PANELIST3: You have also mentioned that you like reading novels...can you name any one fictional novel based in Italy?

Candidate: Sir, I do know some of the novels by Dan Brown are based in Italy but I don't like his style and haven't read them so I cannot tell the exact name. I am more into Harry Potter and mythological fictional ones.

PANELIST3: So X, draw a map of Italy...

candidate: (dazzled) umm..sorry sir... I don't know...

PANELIST3: (devil smile again) Come on, you don't know this?

Candidate: No sir, I really don't.

PANELIST3: okay, if India is in centre of globe, will Italy be on left or right?

Candidate: Sir, since whole of Europe is on left of India...Italy would be on left too...

PANELIST3: But how much left? 45 degrees or something?

Candidate: Sorry sir, I can't point the exact angle...I am really not aware....

(Same set of questions for England were asked with similar answers)

PANELIST3: Acha, at least draw map of UP...

(My drawing couldn't convince him....)

PANELIST3: Even after spending 15 years in that state, you don't know it...

Candidate: (trying to look apologetic)

PANELIST3: Acha, India ki map to aata hoga.... Wo hi bana do...

Candidate: (relieved) Drew map of India and showed them....

PANELIST3: okay, now see this lower triangular portion of Indian peninsula... (drawing X and Y axes on my map) ....

Which function graph is this? Give me the formula...

Candidate: (Now that I think of it, lower portion of map could have roughly been estimated as a parabola and simple formula could have been given. But showing true qualities of an engineer, I obviously had to complicate the problem.

What I saw at that moment was extended lower part with somewhat horizontal lines of Gujarat and NE area and perceived it as kind of bell curve hence gave an approximation of it. Although I did explain how taking limits to infinity would give me the graph, I am now scared what if they were indeed expecting a parabola and believed me to knowing nothing)

(Meanwhile, A saying to PANELIST1 that sir, this is how you ask questions probably gloating for linking India map with maths problem and PANELIST1 telling him that teachers also learn from the students. I smiled listening their conversation and they reciprocated but in a retrospect, it was more of a winning party dominating the losing side kind of smile)

They seemed to be satisfied with my maths answer, at least on face.

PANELIST3: okay, we are done. You may now leave.

## 17) Interview and WAT Experience–17

### Personal Interview

PANELIST2 called me inside the room. I greeted them and PANELIST1 asked me to take the seat.

PANELIST2: - So, you are in at No.8, you must be talking to those leaving?

Candidate: - Yes, sir, I did talk to some.

PANELIST2: - What does the other students tell you about us?

Candidate: - Sir, the review is mostly positive, they told me it is the most relaxed and chilled out panel among all the four while the 2nd panel is the most difficult to bear. (This is actually true)

PANELIST2: - Ohh, so there is inter-panel comparison also. (Both starts laughing)

PANELIST2: - I just went outside, and I saw a girl talking on the phone to her dad, "It was really difficult, they took a stress interview, I don't think I will be able to qualify" (He said this in a girlish voice)

Candidate: - (smiling) she might be in panel 2 then, sir.

(Both laughed a bit)

(Looking at the form, both of them)

PANELIST2: - So, your school's name is DL DAV Model School. What is DL?

Candidate: - DL is Darbari Lal, he was the chairman of DAVCMC.

PANELIST1: - So, you have written you like to solve sudoku puzzles as hobby.

Candidate: - Yes sir. (Based on the notorious past of the IIM interviews, I was expecting they would ask me to solve one right there)

PANELIST2: - Ok, so how many sudoku puzzles can exist? Not solved solutions, but puzzles.

Candidate: - Started solving the question. Explained how we can calculate no. of solutions and then see the existing no. of problems, by removing each number subsequently.

PANELIST2: - See, even we don't know whether it's solvable or not. Just tell us if it's not solvable. (I was shocked but thanked god, that it was a trick question and I can easily make it through if I keep my cool) Candidate: - I think it can be solved. But it will require some extensive calculations.

PANELIST2: - Just show us how you will solve if it were just one of the boxes in sudoku (one 3x3 box in 9x9 sudoku).

What are the possibilities of filling each box if it were isolated? And how can it be made into a puzzle, as in 1 no.

missing, 2 missing and so on...

Candidate: - Sir, we will make cases, for all nos. filled, 9! cases. Similarly, 1 empty means, 9CANDIDATE x 9C8 x 8! .... similarly, and so on...

PANELIST2: - Ok stop, we get it. (Maybe he wanted to check whether I know P&C or not)

PANELIST1: - So, you like to read classical detective fiction. What is the most recent novel you have read?

Candidate: - And then there were none by Agatha Christie.

PANELIST1: - What do you mean by classical detective fiction?

Candidate: - Sir, typically written during 1920s and 30s and particularly Sherlock Holmes series and Agatha Christie books. I have read complete Sherlock Holmes and 7 novels of Agatha Christie after coming to IIT.

PANELIST1: - Give me three reasons why you like to read detective fiction and not any other genre? (I took the pencil again in my hand, as if to write the three points)

(PANELIST2 stopped me and said, I don't need pencil for this, just dictate and I obliged.)

Candidate: - 1st is, it is exciting to read detective fiction and the curiosity that builds up till the end, with each person coming as a possible suspect, it is engaging to me, and that's why I enjoy the genre.

For instance, in The Murder on the Orient Express, it is unfathomable that not there won't be 1 or 2 murderers...

PANELIST1: - Interrupts me and says, yeah everyone on the train stabbed him...

Candidate: - completed the 1st point sheepishly...

(The panelist had actually read the novel; I became careful not to concoct anything)

2nd is, you yourself try to solve the case on your own, and sir as I said I like to solve puzzles, this is also more of a puzzle to me, wherein I try to solve the case on my own. Sometimes there has been instances wherein I read the novel half and read it again as I was not able to match the findings on my own, of course I know that the solution will be there at the end, but to solve the case on my own interests me.

For example, in "And then there were none" by Agatha Christie, I read the novel half and then again started reading just because I couldn't understand how the deaths were happening... and in the end it turns out...

PANELIST1: - Again interrupted, yeah it was the judge... and he murdered himself

Candidate: - Exactly sir. and the truth was revealed in a bottled message.

PANELIST2: - (this was ultimate) Why do different people like different genre, can you explain why does my wife like romantic novels just like you said you like Classical Detective Fiction?

Candidate: - (completely taken aback) I explained how my interest was developed in the field as I read my first short story in 8th standard by Edgar Allan Poe and hopefully something similar might have happened with her, as she might have read some novel/book which struck her and she developed a liking towards the genre.

PANELIST2: - No, no, do you think it is genetic/hereditary for someone to like a particular genre?

Candidate: - I don't think it is hereditary. It is a developed interest, as for me it was that short story in 8th standard. (He was a bit dissatisfied with the response, but it was a vague question.)

PANELIST2: - Ok, carry on with the third reason.

3rd reason, (after thinking for 15-20 secs), The detective is usually a character of wit and presence of mind, it interests me to read about them. (I knew this was not even a reason, but I didn't have a third point)

PANELIST1: - (Understood, I don't really have a third point, started supporting me). Yeah, the heroic character build up and such studious character description, also is a good point. PANELIST1: - Ok, X, do you follow News?

Candidate: - Yes sir.

PANELIST1: - Which newspaper do you read?

Candidate: - The Hindu sir.

PANELIST2: - (suddenly) Why is there a sudden incline towards The Hindu recently, while 4-5 years ago, everyone was reading Tol in Delhi?

Candidate: - Sir, I also started reading TH only after coming to IIT, before that and even now at my home, we read Tol only.

PANELIST2: - Then why a sudden shift?

Candidate: - Sir, it's more because everyone in college prefers to read TH, because this is highly recommended by IAS Coaching institutes for its high-quality editorials. Also, it is not recommended for sports, business related news. (PANELIST2 & PANELIST1 suddenly have a highly satisfied look on their face, as if some mystery has been solved) Both simultaneously: - Accha toh yeh baat hai... (Oh so this is the deal...)

PANELIST1: - So, tell me one major current affair of the recent times. Anything you feel most relevant today in context of India.

Candidate: - The recent TRAI regulation banning the FB Free Basics is the most important development as far as India is concerned. The Free Basics would have violated the net neutrality by being a walled gateway and allowing access to only a limited no. of services. Also, it would have prevented entrepreneurs as they couldn't get access to Free Basics platform easily, as it is FB which decides on who gets to be free and who not.

PANELIST1: - But how does it affect me? I take out my phone and I search whatever I want.

Candidate: - Sir, can I ask you something?

PANELIST1: - Sure, go ahead.

Candidate: - Which search engine do you use?

PANELIST1: - Google, of course.

Candidate: - Sir, you won't be able to access Google because that is not provided free of cost by FB on the platform. But you would be able to access whatsapp free of cost. Sir, who gets in is decided by FB is the biggest drawback of Free Basics and against the spirit of open competition.

PANELIST2: - (Completely frustrated by the debate, and seemingly not understanding a word of it.) I think you said FB free basics, just because you have prepared for the topic.

Candidate: - (again with full confidence). Sir, it's not that I have prepared only for this topic, I also prepared for Delhi Odd Even Scheme, Iran Nuclear Deal, Swacch Bharat, Make in India.. but I believe this is the most important because it decides the future of internet in a country where the penetration is very low for the internet as of now. (Both PANELIST1 and PANELIST2 hysterically laughing by now)

PANELIST1: - Ok, X, any questions for us?

Candidate: - (after thinking for a while, directing my question towards PANELIST1) Sir, I guess by the enthusiasm you were listening and contributing to my answers on detective fiction, you yourself are a great fan as well, so can you suggest whether I should begin with Byomkesh Bakshi or Feluda, as I am thinking of moving to Indian works?

PANELIST1: - As you read in Eng., Feluda is easily available and hence you can read that. But, I will suggest you to read \*\*\*\* (some author, I don't remember the name of) as it builds character very subtly and engrosses you completely.

## **18) Interview and WAT Experience–18**

**Venue:** Hotel Monarch Luxur, Bangalore

### **Personal Interview.**

PANELIST2: So, tell me about yourself.

Candidate: (After all the experiences I read, definitely didnt expect this standard opening question). Started saying the prepared answer, PANELIST2 interrupts me after 3/4 sentences...

PANELIST2: Listen, we are academicians, so we are only interested in your education, so tell us about that.

Candidate: Started talking about school

PANELIST2: No, talk about your college.

Candidate: (thinking that I learnt nothing of any value in four years of B.Tech. Also didn't want to trap myself by bluffing). Sir, as you can see, I have a consistent GPA through all my semesters. But in college, I believed I learnt more outside the classroom (elaborated a little on that)

PANELIST2: Tell us the name of your final year project.

Candidate: Compressive Sensing in Biomedical Imaging.

PANELIST2: Explain in layman terms.

Candidate: Told.

PANELIST2: Why did you choose MRI images?

Candidate: Told.

(Now he started analysing my project from a mathematical point of view and I was totally not comfortable with that)

PANELIST2: Draw a graph of quality vs compression ratio.

Candidate: Drew an inclined line sloping downwards.

PANELIST1: I don't think that it will be a uniformly sloping line.

Candidate: (Realises my mistake, but can't remember the exact shape. Thankfully noone was from ece background) No Sir, it will be concave.

PANELIST2: Redraw the graph.

Candidate: Drew a smooth concave.

PANELIST2: Draw a negative 45-degree line and tell me where your graph will cross that line.

Candidate: (I still don't know the answer to this question or the significance of that line. If anyone knows, please comment below). I guessed my answer in the confidence that they won't be able to tell if it is correct.

(More questions on project followed which I answered to my level best, all the while mentally chanting "Move on to something else")

PANELIST2: What is the point where the graph suddenly changes called?

Candidate: Inflection point. (Finally he looks happy)

PANELIST2: So what is inflection point.

Candidate: At the inflection point, graph changes from concave upwards to concave downwards or vice versa.

PANELIST2: Tell me the mathematical definition.

Candidate: (not very sure) The point at which the first differential reaches the maximum or minimum value.

PANELIST2: No, differential doesn't exist at that point. See, this is why you shouldn't be too involved in extra curriculars. What is your grade for your project. (PANELIST1 looks at my marksheet and says 'S' grade, before I could reply).

PANELIST2 in a mocking tone, so S means satisfactory?

Candidate: No, Sir, S is the highest grade.

(PANELIST1 intervenes saying that in some universities S means superior. This finally seemed to appease PANELIST2 and he looks at PANELIST1 and says he can take over now and I inwardly breathe a sigh of relief).

PANELIST1: So, why are you here?

Candidate: Sir, it was while organising activities for college fest that my interest towards marketing and management started. The participation was very low even though a lot of work was happening. So we analysed and understood, why the effort was not translating into results. That is when I realised the importance of the right promotional techniques and the need to target everything you do towards the target audience.

PANELIST1: What were the changes you introduced?

Candidate: A number of small changes had a large effect. Right from naming the events in an attractive way, releasing the posters and sharing them almost a month earlier. Usually when people attend a fest, there is one person who has come to participate for something, and she is accompanied by 3/4 people who have just come to see the events. So we trained volunteers at the registration desk about all the events, to identify these people and make them participate in the general events.

PANELIST3: So you worked in TCS for a month. Why only a month?

Candidate: Sir , I was in my training period. During that we cannot take leave and all my interviews were scheduled on weekdays. So, I had to discontinue, I didn't have any other option.

PANELIST3: So, what all did you learn there?

Candidate: Told.

PANELIST1: What is the use of giving ESOPs?

Candidate: Sir, it is usually given to higher level employees. The shares are given at a lesser price than what is available at the stock market. This is usually done to give employees who perform well, to instill a sense of loyalty.

PANELIST1: What does ESOP stand for?

Candidate: Employee Stock Options.

PANELIST1: What is the cost incurred to the company in giving ESOPs?

Candidate: The difference between the rate of the ESOPs and the shares available at the stock market is the cost incurred. But if this helps in retaining the employees...

PANELIST1: (interrupts me) So it is a kind of trade off, isn't it. So if they were provided to junior level employees like you, will it help mitigate attrition?

Candidate: If one company offers and the others don't, then it will be a differentiating factor which people will consider. But I don't think it will go a long way in convincing people to stay.

PANELIST2: So anyway, why did you choose electronics?

Candidate: As I said, MBA was always in the cards for me. I thought that it will be easier to diversify after B.Tech.

Also, the latest technology in ECE like VR, AR are being used even in marketing. So, I believed that this will help me.

(a fumbled response, I don't exactly recollect what I said).

PANELIST2: If you want to use technology and because you are an engineer, it will be better if you want to work in Operations I think.

Candidate: Just because I am an engineer doesn't mean that I will be better off in Operations. (By this time I had mentioned several times why I want to do marketing). Like I said, my interest lies in marketing and that is what I want to do and I'll be able to use tech there also.

PANELIST1: You speak like that marketing is the most important function of management. But I can argue saying that finance is the most important, as you can't do anything without money. An operations guy can come and say he is the most important.

Candidate: This argument can be very well made, sir. All functions have to work together for an organisation to be effective. I say that marketing is the most important because, even if you have the money and workforce and have developed an excellent product/service, if no one is coming to buy it, then it is of no use.

PANELIST1: Yea, I get you, I was just saying that such an argument can be made.

PANELIST3: So you say that you want to work in FMCG sector. According to me, that is a dying sector, with everyone moving towards online and digital marketing. There is very little scope for innovation and the role of marketing is very limited.

Candidate: The rural market is the largest sector in FMCG, also it is the fastest growing sector. With the internet penetration being relatively less, conventional marketing methods and increase in distribution centres are still required. Companies have also started to move towards digital marketing and that only increases the role of a marketing manager. Also with the increase in income, urban people demand more customized products and..

PANELIST3: (interrupts me) But if people need more customized products doesn't it again limit the role of a marketing manager?

Candidate: Sir, I did not mean customised in that sense. In the rural sector, people who were satisfied with soaps yesterday want shampoos today. In the urban area, if we take a product like a conditioner, people expect more varieties, look for a product that satisfies their specific needs, so again the role of a marketer increases.

PANELIST3: Recently, a famous person said something about MRI. Do you know anything about it?

Candidate: No, sir.

PANELIST2: Okay, you can leave now.

(Smiles, says thank you all around and leaves)

## 19) Interview and WAT Experience–19

Forenoon slot, Delhi. 20/02/19

### Profile

BA Hons Economics, DU.

89.3/95.8/72.33

CAT - 99.87%

I walk in, escorted by PANELIST1.

PANELIST1 confirms with me that I don't have my phone.

PANELIST So, what you were doing after graduating in May 2018, apart from MBA entrance prep. Sitting idle? Candidate Sir I wasn't sitting idle and I worked on my fitness and am learning cooking.

PANELIST No plans of working then?

CANDIDATE I was in a dilemma after graduation whether to work or not. Finally decided to focus full attention on CAT so I could give myself the best possible shot. And was satisfied with my result.

PANELIST What was your percentile?

CANDIDATE 99.87 sir. Last year I had 95, and I'm happy I was able to improve to such an extent.

PANELIST What's a pixel? How do you megapixels work? (Had mentioned photography as a hobby)

CANDIDATE Told.

PANELIST Coming to economics, is economics an art or a science?

CANDIDATE It's a social science. And it's a science as well as an art. An art because it studies human behavior and how they make decisions etc. and a science because it studies these subjects in a formal structured manner like regression, etc.

PANELIST What are the different measures of inflation?

CANDIDATE Sir CPI and WPI. Explained how CPI is more consumer and retail side inflation, and that includes services.

Explained WPI. Got asked which one is better out of two. I said CPI. Infact CPI is the India uses.

PANELIST Cross questioning on relationship between CPI and WPI. What does it show if one is high and other is low? CANDIDATE I didn't know. Said it might tell us about the factors that are active between the two stages and their strength, like subsidies etc. Not sure exactly.

PANELIST You mention regression. Tell me some regression models.

CANDIDATE Can be linear or multiple, explained that a little. Mentioned double log model ( for elasticity), Lin log (for growth), origin model etc.

PANELIST What is time series data?

CANDIDATE Told. Also explained Cross sectional data

PANELIST Which is better?

CANDIDATE Depends on our analysis completely. Etc. etc.

PANELIST Any pros of Time series?

CANDIDATE Helps with past trends, forecasting etc.

Also, that cross sectional data is often prone to heteroscedasticity.

PANELIST Explain.

CANDIDATE Explained heteroscedasticity. Explained CLRM assumption of homoscedasticity, that error terms should have equal variance.

PANELIST Prof kept circling around this topic, said that why should homoscedasticity exist?

CANDIDATE I said it's a CLRM assumption first of all. And that error term should be random. Mean of error should be 0. If we see that error term is not random, and has a pattern, then we should fix our model.

PANELIST What's your favorite subject?

CANDIDATE Micro

PANELIST Tell me GDP and why is it not calculated through regression and why by simply addition.

CANDIDATE Explained GDP definition. Got interrupted.

PANELIST Will a work in progress be counted in GDP calculation?

CANDIDATE No sir. Only finished goods and services. My raw materials etc. will get added via their respective sellers.

PANELIST Kept circling around work in progress. Asked if we'll add a 90% complete machine as 0.9X.

CANDIDATE Repeated that only finished goods are counted. To avoid double counting.

PANELIST What's plan b for you?

CANDIDATE If not MBA, then I'll look for a Master's in Marketing as I have an interest in that etc. etc.

PANELIST From where?

CANDIDATE There are some good programs in University of Pennsylvania and Texas.

PANELIST They require 4 years graduation, you have only 3.

Clearly you haven't planned well. First not doing any job was a problem and now this.

CANDIDATE I smiled and said nothing.

PANELIST Do you know Pickety? What was his thesis in one line?

CANDIDATE Thomas Picketty? Yes ma'am I referred to his work for a research project (wanted them to ask about that, they didn't). I know his work pertains to inequality but not aware of the final statement.

PANELIST How will economics help you in life?

CANDIDATE Economics is about decision making. Talked of human behavior, rationality, some paradoxes like in the labor market, so better decision maker. And knowledge of financial markets etc.

PANELIST How will it help you?

CANDIDATE Solid knowledge base. Irrespective of where I am, etc. etc. Blabbered some generic stuff.

The panel was asking maths questions (Graphs, algebra etc) and logical riddles. And current affairs. I wasn't asked any of this.

## **20) Interview and WAT Experience–20**

### **Profile:**

Xth: 93.4%

XIth: 91%

Grad: 8.36

Work-experience of 34 months at Credit Suisse, Powai

CAT: 99.62

### **WAT Assessment**

Allowing limited usage of performance-enhancing drugs in sports - pros and cons (something to that effect)

### **Personal Interview**

PANELIST1: So X, tell us, why have you dressed so formally? (I had a blazer on, for the record, everyone in my panel had the blazer on)

CANDIDATE Sir, it's an interview, so better to be dressed formally.

PANELIST1 (calmly): Yes, but shirt and trousers would have been enough. Do you think that these things (looking at my tie and blazer) help you gain an advantage in the interview?

CANDIDATE: \*What?!\* No sir, not at all, but it's better to be a bit overdressed. If I had felt a bit out of the place, I could have removed my blazer before coming in.

PANELIST1: Ok, let's move on. So, tell us something about yourself.

CANDIDATE: \*blah blah\* Credit Suisse \*blah blah\* Economics \*blah blah\* BITS Pilani \*blah blah\* Quizzing. I was talking about one of my work-related projects when I was stopped in between.

PANELIST2: So, in the creation of this index, why did you use the z-score methodology?

CANDIDATE: Didn't give a very convincing answer

PANELIST2: Ok, leave it. Tell us one major distinguishing factor between India and China which is leading to India growing faster than China? Remember only one, we don't have time.

CANDIDATE: Talked about the investment-led model of China versus the consumption-led model of India. Talked about the fact that China has many ghost towns which had earlier added to the growth but are now lying waste in absence of people's inclination to move there.

PANELIST2 looks at PANELIST3, who is still smiling.

PANELIST3: So X, what are your other interests?

CANDIDATE: Sir, I am crazy about football.

PANELIST3: Ok, what is bicycle kick?

CANDIDATE (animatedly): Explained in full detail, the twisting of the body, the position of the ball to execute it perfectly.

PANELIST3 (looks at the happy kid): Ok, is this a new phenomenon?

CANDIDATE (meh, ask me more): No sir, not at all.

PANELIST3: Ok, who invented it then?

CANDIDATE (house of cards crashes): Umm sir, I don't know.

PANELIST3: Ok, so what do you know about Bicycle Thieves? \*I hear Theep, now if I had any idea about the movie, I would have understood it, but I was as blank as RaGa at the time\*

CANDIDATE: Sorry sir, I didn't get you.

PANELIST2: Bicycle Thieves.

CANDIDATE: \*Joey's smell the fart acting\*

PANELIST1 (holding the proverbial parcel now): Thief!

CANDIDATE (shitting my pants by now): Sorry sir?

PANELIST2 (agitated): Arre bhai, chor chor, thief.

CANDIDATE (wishing to surrender myself to the earth): \*caught between a rock and a hard place\*  
Ma'am no idea.

PANELIST1: Movies nhi dekhte ho kya?

CANDIDATE (cursing myself to have mentioned quizzing): Sorry sir, not that many.

PANELIST1: Which state are you from?

CANDIDATE: Sir, Rajasthan.

PANELIST1: Which are the neighboring states?

CANDIDATE: Gujarat, Haryana, UP... \*interrupted\*

PANELIST1: What about Punjab?

CANDIDATE (not my proudest moment): Umm, sir I think the northern tip shares some border with Punjab. \*to even have to think before knowing your neighboring states; I wanted to give myself a proper beating\*

PANELIST1: Is that all?

\*Now in all my anxiety about Punjab, I had forgotten that I hadn't mentioned MP earlier. I thought I had but I hadn't.

CANDIDATE (confidently): Well yes, sir.

PANELIST1 (sinister smile): Sure?

CANDIDATE: Yes sir. Gujarat, Haryana, UP, Punjab....OH!

PANELIST1: What do you generally call OH?

CANDIDATE (smiling): Sir, MP.

PANELIST3 (laughing): And did you not forget something in the west?

CANDIDATE (smiling): Sir, I think that changed after 1947.

PANELIST3 (smiling): \*sarcastically\* Well, some people still want some of our people to go there. \*Probably referring to certain comments by our MPs about sending a certain bunch of people to Pakistan\*

CANDIDATE: \*smiled\*

PANELIST3: Ok, what do you know about Irom Sharmila?

CANDIDATE: \*I knew this, yet my memory was not with me that day\* Sir, she was...

PANELIST3 (smiling mischievously): Ok, so she was...

CANDIDATE: No no Sir, she is!

PANELIST3 (twisting the knife further): Ok, so she is, who exactly is she?

CANDIDATE (kicking my brain out of slumber desperately, trying to remember what is “bhook hartaal” called in English): \*After an awkward silence of 15–20 seconds\* Sir, she is a lady activist from North-east, I think Manipur, who has been on an indefinite hunger strike (finally!)

PANELIST3: Ok, about what?

CANDIDATE: \*puppy eyes\* Sir, I know this but I cannot seem to recall. Sorry.

PANELIST3: \*Yeah right! \* Never mind, what do you know about Tamas?

CANDIDATE: Sir, Tamas? Umm, nothing much.

PANELIST3: Bhisham Sahni?

CANDIDATE: \*cursing my brain to come up with random GoT references at that moment, little did I realize it was trying to indicate something that I might have read long back\*Sorry sir, no idea.

PANELIST3 explains about Tamas and its importance in both literary and cinematic world as a great work on stories of the partition while I nod vigorously. Tamas (film)

CANDIDATE (trying to save blushes): Sir, actually I have heard first-hand accounts from my grandparents. To be honest, I don't like seeing any partition documentaries. Although, I have seen BBC's “Partition, The Day India Burned”.

PANELIST3 looks at my surname, smiles.

PANELIST3: Where were your grandparents from? CANDIDATE: Maternal, from Karachi. Paternal, from Quetta. PANELIST3 nods and then looks towards PANELIST1 and PANELIST2.

All in unison: We are done. Do you have any questions for us?

CANDIDATE: Sir, I wanted to know about the CEMS MIM program. What is the exact selection procedure for it?

PANELIST1: We are not completely sure about the selection process for that but 20-odd students are selected in the first year for it. You will learn that during your orientation, if you make it. Anything else?

CANDIDATE: No, sir. Thank you!

PANELIST: Thank you and have a great day.

CANDIDATE: Thank you Sirs and Ma'am, wish the same for you.

## 21) Interview and WAT Experience–21

**Venue:** Indian Habitat Centre, Delhi

**Profile:** Undergrad in Civil Engineering from IIT Delhi

### Personal Interview

So there were three panelists. PANELIST1 was sporting a pony tail and was wearing a blazer over a polo T-shirt so my guess was that he is an alumni. PANELIST2 was very casually dressed. PANELIST3 was dressed formally.

PANELIST1: (Reading out my form) Okay, so you want to gain bird's eye view of the industry. Here, take this sheet and draw me front and top view of the bird's eye. You must have done Engineering Drawing course in your first year right?

Candidate: Yes sir. Just the eye though or the whole face?

PANELIST1: Just the eye.

Candidate: (I drew exactly the eyes shown in the picture below i.e., elliptical with sharp edges)

PANELIST1: Saw the drawing and asked me to write an equation for the (kind of elliptical) curve.

Candidate: It is kind of an ellipse but it has sharp edges. Can I assume it to be an ellipse to write its curve equation?

PANELIST1: Sure. Go ahead.

Candidate: (Wrote the equation)

PANELIST1: Can you differentiate it?

Candidate: (Was converting the implicit equation into explicit equation and then differentiate it)

PANELIST1: Will there be any problem in differentiating this? Are you sure?

Candidate: No problem sir. I am sure.

PANELIST1: Okay. Do you remember any incident from Mahabharata related to bird's eye?

Candidate: Yes sir. Dronacharya's bird eye test (explained it properly)

PANELIST1: What does bird's eye refer to here?

Candidate: Focus and concentration.

PANELIST1: Did you intend to use it to convey same meaning in your career goals?

Candidate: No sir, mine was to actually gain bird's eye view of industry as to learn about the industry from a comprehensive perspective just as a bird would look down at an object or area from a high elevation.

PANELIST1: Do you know of any other bird in mythology?

Candidate: Sir I know there are many but I am not able to recall any name. (Perhaps he was expecting to hear Garuda)

PANELIST1: Which bird would you like to be if given a chance?

Candidate: Vulture

PANELIST1: So you like to prey on people, hunt them down?

Candidate: (laughingly) No sir. Actually, I used to watch Animal Planet and I really liked the way vulture used to hunt.

PANELIST1: Okay. If you were a bird where would you want to go? Just remember you're a bird not a person so think from bird's point of view.

Candidate: Some place where there is less air pollution and mobile towers. I would choose France.

PANELIST1: Does France has less pollution?

Candidate: Yes sir. I think so.

PANELIST1: Who is the Prime Minister of France?

Candidate: Sir I don't remember his name. Actually, Prime Minister is not the most important position in France, President is. The President is Emmanuel Macron.

PANELIST1: Are you sure there are both PM and President in France?

Candidate: Yes sir. Absolutely sure

PANELIST1: What do we call such governments which have both PM and President.

Candidate: Republic, oh wait no that's when top position is elected. I don't know sir.

PANELIST1 asks PANELIST2 and PANELIST3 to take over.

PANELIST2 was reluctant to ask any question. It looked like he wanted the interview to get over soon.

PANELIST3: Okay so your hobby is watching movies and TV series. What kind of movies and TV series do you watch?

Candidate: Sir, all kinds, across languages, across genres. But I prefer Fantasy, Mysteries and Thrillers.

PANELIST3: What languages?

Candidate: Hindi, English, Japanese, Korean, German, French.

(Actually, I haven't watched any Korean TV series but just said it in flow.)

PANELIST3: (See my dumb luck) Which Korean?

Candidate: (Attempting to bluff) Death Note

PANELIST3: (Looked convinced) Alright. On what platform do you watch these?

Candidate: Sometimes Netflix, Amazon and sometimes I download them.

PANELIST3: Do you always used to watch them in same way?

Candidate: No sir. Before college I used to watch on television. After coming to college I mostly watch them on my laptop.

PANELIST3: So among youth, who are watching these on TV and who are streaming it online?

Candidate: We can segregate them into three groups for urban youth. Before 18, 18–23 and 23 above. Before 18 mostly TV. 18–23 mostly downloading and sometimes Netflix and Amazon Prime. After 23 mostly Netflix and Amazon Prime and sometimes downloading.

PANELIST3: Okay. (Looking towards PANELIST2) Do you want to ask something?

PANELIST2: What other calls do you have?

Candidate: Ahmedabad, Bangalore, Lucknow and FMS.

PANELIST2: What will you choose if you convert all of them?

PANELIST3: Don't worry. Tell us a straight answer.

Candidate: I consider all these three institutes equally good and I would be lucky to get admission into any of them.

Right now I just want to ace all my interviews and want to leave the decision-making process after I get my results.

PANELIST3: Still you have to choose one. What will you choose, come on?

Candidate: Sir actually the thing is IIM A is mecca for marketing, IIM B for consulting, IIM C for finance. Right now I am not sure which specialization I would go for and that's why its really confusing for me. But still if you want an answer my preference would be A, C and B.

PANELIST3: Okay so you like marketing more than finance? Hmm... Tell me why do you think B is called mecca for consulting?

Candidate: Bangalore is tech hub. Lots of firms and companies have their headquarters there so lots of consulting firms visit IIM B for recruiting.

PANELIST1: Yes you're right. What skills do you think a marketing, finance and consulting guy should have respectively?

Candidate: Marketing guy should have good interpersonal skills and charming personality (I was thinking about sales guy in my mind so went wrong here), finance guy should have good quantitative aptitude, basically natural aptitude for Mathematics and consulting guy should be quick-witted, basically resourceful.

PANELIST1: Don't you think consulting guy should have the qualities you told for marketing guy?

Candidate: Yes sir. There are certain skills which are bound to overlap but I believe that consulting guy should mainly have quick wits to handle any situation.

PANELIST3: (looked disappointed) Okay tell me why did you choose C over B?

Candidate: Sir because I am good at Mathematics. I do have a natural aptitude for Mathematics.

PANELIST3: Alright then. You know you should read a book by David Kahneman. It would really change your outlook I think.

Candidate: Absolutely sir. What is the name of the book?

PANELIST3: Thinking fast and slow.

PANELIST1: I think his name is Daniel Kahneman. Yes an excellent book. Must read.

PANELIST3: Yeah right, sorry. Okay X, that'd be all. Thank you.

## 22) Interview and WAT Experience–22

**Venue:** IHC, Delhi

### **Background:**

X: 91

XII: 94

Grad 8.57

### **WAT Assessment**

GST pros/cons

### **Personal Interview:**

3 panelists (PANELIST1, PANELIST2, PANELIST3)

PANELIST1: So X tell me about yourself.

CANDIDATE: Started school, college, workex, was getting started with hobbies...

PANELIST3: So you've done biotechnology and now you've changed to an analytics job and again you want to change to do an MBA, how do you explain this.

CANDIDATE: Answered relating problem solving, clubs in IIT, my interest, need of MBA, also mentioned about my current project

PANELIST3: Questions on project, what kind of data you've, how do you ensure confidentiality, what is the overall goal of the project

CANDIDATE: Answered

PANELIST1: Tell what specifically you do and what results do you find. What techniques do you use?

CANDIDATE: Answered, gave examples

PANELIST1: Suppose you're a manager and have 4 analysts in your team, if 2 of them are free riders, how will you handle this?

CANDIDATE: Give individual deadlines/have one to one conversation/reflect in review

PANELIST2: Take the notepad and write a function, draw its graph:

$$y = \sqrt{1-x^2} \text{ for } x < 0 \quad y = -\sqrt{1-x^2} \text{ for } x > 0$$

$$y = |x-1| \text{ for } x \geq 0 \quad y = -|x-1| \text{ for } x < 0$$

CANDIDATE: Drew, did a little mistake; corrected with hint

PANELIST3: So you've studied biotechnology and now you're working in a completely unrelated field so that study is of no use to you?

CANDIDATE: Answered

PANELIST1: So you're from Biotech, tell me what is a primer

CANDIDATE: Thankfully remembered a little, answered

PANELIST1: Why is gene amplification done? What is Southern Blotting?

CANDIDATE: I don't know sir

PANELIST1: (Laughing) ok, something basic, tell me difference between DNA and RNA

CANDIDATE: Knew this, was telling. Even then got hints

PANELIST1: What does a PCR do?

CANDIDATE: DNA sequencing... not sure sir

PANELIST1: So what are T3, T4, TSH cells? You've studied immunology?

CANDIDATE: Answered and explained a bit.

PANELIST1: Ok Chhavi, thank you.

CANDIDATE: Thank you sir. (Got up)

PANELIST2: So what all calls do you have?

CANDIDATE: Sir I've calls from all IIMs

PANELIST2: Ok, thank you.

### **23) Interview and WAT Experience– 23**

**Venue:** Indian Habitat Centre, Delhi 21st February.

**Profile:** Fresher CS Engineer (10/12/Grad/CAT-96.71/95.00/91.5/99.64)

#### **WAT Assessment**

Time limit-25 minutes

In the light of the Supreme Court's ruling on the right of privacy, express your views on AADHAR? (not Verbatim)

#### **Personal Interview**

PANELIST3: So, Xwhy so much of a hurry?

Candidate: Mam, I have an interview scheduled at MDI Gurugram at 1 pm. I asked them that can my interview be over by 11, they shifted me to the 1st position.

PANELIST3: Well, that is a good enough reason. (smiling)

PANELIST1: So, Xfrom your application I can gather that you are interested in analysis, do you consider yourself as an analytical person or not? (had mentioned in one answer and the title of research paper included the word 'analysis')

Candidate: (2 seconds pause) Yes sir, I would consider myself to be an analytical person.

PANELIST1: So, which interviews have you had yet?

Candidate: IIM Kozhikode, SP Jain and this is my third.

PANELIST1: So, tell me how would compare these institutions from an analytical point of view in 2 minutes?

Candidate: Assuming that I convert them?

PANELIST1: Yes, you have been called by them, you can take that assumption.

Candidate: (15-20 seconds pause) Sir, I will take three parameters to come to a decision, first my interest of specialization (gave my interest and relative order of preference), second the reputation and

alumni base of the institution (did the same), third the placements, atmosphere at the University amongst other things (gave a rating and then consolidated it all together).

PANELIST3: So X, your spelling contains 'oak' why so, have you thought about that?

Candidate: Told what my father had told me, plus my thought process.

PANELIST3: Okay, that's really nice. I see that you are from VIT, Vellore, then how come Delhi as a choice of interviews?

Candidate: I am presently interning at a company in Lucknow.

PANELIST3: I do not understand, how come, you are in your final year right?

Candidate: Explained our final year project process and choice of interning against just doing a college project.

PANELIST3: So, you have been placed?

Candidate: Yes mam, at Royal Dutch Shell as a software engineer at Bangalore.

PANELIST3: What work are you going to do for them?

Candidate: Told things I remembered from the job profile description, gave 2-3 things relevant.

PANELIST3: Where is their headquarters?

Candidate: (Shit, I only re-called they have two headquarters, one in London and other somewhere) Mam, they have two headquarters.

PANELIST3: How can a company have two headquarters? What is the registered office?

Candidate: (I didn't know this, this was like a backup thing, probably the only thing I had not prepared for) Mam, one is London and other in.... Switzerland.

PANELIST3: Okay, what is their shareholding pattern?

Candidate: (Seriously? Who checks this out?) Mam, I do not know this.

PANELIST3: What are their major products?

Candidate: Told them the products, about five six major projects.

PANELIST3: Do they supply these in India?

Candidate: Told the major products (somehow right here)

PANELIST3: So, what perspective do you have for the oil and gas industry? Is its future bleak or blooming?

Candidate: Sided a bit towards bleak, mentioned somewhere the timeline of oil depletion.

PANELIST3: Where did you read this? (Surprised expression)

Candidate: Somewhere I read this about 6 months ago during my placements.

PANELIST3: So, what is Shell doing here?

Candidate: Explained consolidation of natural gas.

PANELIST3: So, an MBA because the future is sliding towards bleak? (smiling)

Candidate: Of course not mam, however bleak the future it is still longer than my career length. So this is not at all related. (all burst into laughter)

PANELIST3: Have you heard about MENA?

Candidate: No mam. (Have I even given a single proper answer yet? Feeling bad a bit)

PANELIST3: Okay, you have heard about SAARC?

Candidate: Yes mam.

PANELIST3: If I tell you the two are related, it helps?

Candidate: (SAARC, MENA. God, what's happening?) No mam.

PANELIST3: Okay it is Middle East North African; can you name me a few countries that would be its parts?

Candidate: Mam, my guess would be (list of all countries in the region, to the best of memory, was right).

PANELIST3: Okay, what are the other oil producing countries?

Candidate: USA produces shale.

PANELIST3: Doesn't it produce normal oil?

Candidate: (Not very sure, but it should right?) Yes mam it does. Goes on with the list (somewhere Russia comes).

PANELIST3: Who is the Russian premier?

Candidate: Vladimir Putin.

PANELIST3: What do you think about it?

Candidate: Told how he affected Russia after Soviet disintegration. Also told how he stood up to Czars and other billionaires.

PANELIST3: So, you think he is a good strategist?

Candidate: Not perfect but yes good, he's well respected and is very popular in Russia, on a global scale I think he can do better. But then, Russia has been against USA, UK, NATO since long, so that would be in conflict with the Russians, and to be in power he has to be on right fronts in internal affairs.

PANELIST3: So, do you think, a leader is a good strategist, or the other way around, or none?

Candidate: (Confused for a minute) Mam, I will say there can be an overlap, but nothing is necessary here. A strategist might not be a good leader because a number of other qualities are required to be a leader.

PANELIST3: If he were your ideal, Putin, what would be the things you'll admire about him?

Candidate: (Woah, okay!) Gave some positives about him.

PANELIST3: Okay.

PANELIST2: (all the way silent, just listening) Could you do this calculation for me? (Integration of  $\log x$ )

Candidate: (I should just walk out. Never been in terms with integration. I know it's 'expected' but this integration screwed me in XIIth, College and now here. Not remembering anything, never revised this. Smiling on myself) Writes down  $x \log x$  (pauses)

PANELIST2: Take your time.

Candidate: (I am sure I am wrong.) Writes  $+x$  (somewhere remembering, not knowing the method but having remembered somewhere I saw it) (misses  $+c$  and also it is  $-x$ ) I am sorry sir. (Actually, embarrassed but somehow smiling on myself, pity as well)

PANELIST2: Okay what is the business application of integration?

Candidate: (Only remembers integration finds area.) It can be used in calculating area under area graphs that are frequently used in representation.

PANELIST3: Any other application?

Candidate: (Lets quit now. I guess it's over.) I cannot think of it mam.

PANELIST3: Okay, what is a Ponzi scheme?

Candidate: Explains.

PANELIST3: Any recent example?

Candidate: Nirav Modi.

PANELIST3: Any other.

Candidate: Gives one or two, falls short now, explains something relevant.

(Total silence, the professors share a gaze or two. I am embarrassed and think that they haven't told me it's over, maybe it's my time to speak? Shall I give a try to recover? Well let's be a fighter.)

Mam, I know I am supposed to know everything about my company, but I had taken it as a backup option and had not even sit for many companies that came earlier. This was like the 20th company when I decided I should have a backup.

(Everyone is smiling)

Actually, I do not want to give a justification (thinks), but I am actually giving one. (Stops\_ (Everyone laughs)

PANELIST3: (Still laughing) So I am sorry that we went into such things, so what would be something that you have prepared?

Candidate: (Oh! A ocean of everything) Mam, nothing like that, it is really okay, I just thought I should say so.

PANELIST3: (still smiling) No, I encourage you to give one question, or statement, you should have that, I am serious.

Candidate: (Woah. IIM Calcutta down to one statement. What is that I really want them to hear out?) Chooses the question being why IIM C. Tells on point why. How I relate, how I interned in Finance earlier, continues... stopped in middle.

PANELIST3: Okay, I get it, could you name one finance company from Lucknow, that started big, consolidated, but then is presently now in shambles.

PANELIST1: Oh, yes shambles! (enthusiastic)

Candidate: (Finance company, Lucknow? Common, think. It's your last chance. Thinks, really hard. About seconds) Sorry (Okay now this is where I should definitely leave)

PANELIST3: (laughs really hard, both PANELIST1 and her, even does a Namaste) I think it's really enough for you today. (still laughing hard)

Candidate: (stands up) Sorry mam.

PANELIST3: Its okay, X

Candidate: What would be the company mam?

PANELIST3: SAHARA. (Just like that)

Candidate: (SHIT. Finance? Oh, the scam funds, didn't think that) Oh. Finance? Yes. Sorry.

PANELIST3: You have SAHARA estate, hospital everything.

Candidate I did not remember it started with Finance.

PANELIST3: It is okay X.

Candidate: (Very embarrassed, standing, I think for the first time it's evident on my face)

PANELIST3: Its okay X, we judge people on their attitude and their way of thinking. We really do not want information, if we did, we would Google it. Its 10:30, I think you have enough time for MDI, Gurgaon?

Candidate: (Does it even matter, this was THE DREAM.) Yes mam. (thank you to everyone)  
(No candies, walks out, not knowing what to do. Took about 30 minutes to re-collect myself after what happened, then rushed to MDI Gurgaon.)

## 24) Interview and WAT Experience– 24

**Venue:** IHC, Delhi

### **Profile**

B. Tech (NIT Allahabad, Electrical)  
Work Ex- HPCL Mittal Energy Ltd... (10 months)

### **WAT Assessment**

On the lines of science vs mythology and science supporting mythology recently unlike past.

### **Personal Interview**

Candidate- Good Afternoon!!!

PANELIST2- Tell us something other than what is mentioned in the form Candidate- Told about my grandparents, my upbringing, speciality about me and my hobbies (which was already present in the form)

PANELIST1- We asked you to tell what is not there in the form. Hobbies are already mentioned. Carry on but remember that if you again say something which is in the form, you will be out of the room.  
(Trembling hands but thankfully the table was there to hide it)

Candidate- Started talking about my father's job (Again, a big mistake !!!)

PANELIST1- Which company your father work for??

Candidate- GAIL India Ltd.

PANELIST1- From where does GAIL get its raw material? Candidate- Through Hazira Vijaypur Jagdishpur (HVJ) pipeline, it gets Natural gas

PANELIST2- Where is Jagdishpur? Candidate-???? U.P. (Calculated guess turned out to be correct)

PANELIST1- What is the difference between CNG and PNG??

Candidate- Explained about CNG but no idea about PNG

PANELIST1- You don't even know about your father's company

Candidate- Sir, I am supposed to know my company in detail (Wanted to say but chose to remain silent!)

PANELIST2- You were in your college dance team. What forms of dance you performed??

Candidate- Bengali folk dance.

PANELIST2- Who was the CM of WB before Mamata Banerjee Candidate- Buddhadev Bhattacharya

PANELIST3 (finally !!!)- X, you like mathematics???  
(Thank God !!!)

Candidate- (with a big smile) YES SIR!!!

PANELIST2- That is an engineer's smile when asked about mathematics (All 3 burst out of laughter !!!)

PANELIST3- Draw the graph of  $f(x) = |x|/x$  and what will be its differentiation Candidate- Done.

PANELIST3- Draw the graph of  $f(x) = -0.5e^{-|x|}$  and the area under the curve Candidate- Done.

PANELIST2- What is your opinion on Mamata Banerjee?? Candidate- Decided to take a neutral stand considering all 3 of them were Bengali (lol!)

PANELIST1- What is Trump's recent comments about the wall between US and Mexico Candidate- Explained!!!

PANELIST1- Which fighter jet was used by India in the recent Balakot attack Candidate- Mirage 2000

PANELIST1- What is Mirage 2001. Any idea???

Candidate- (Clueless !!!) No Sir!!!

PANELIST2- Okay X, we are done. You have any question for us?? Candidate- Being a dance enthusiast, asked them about the the extra-curricular opportunities at Joka Duration- 20–25 minutes

## 25) Interview and WAT Experience–25

**Venue:** Indian Habitat Centre, Delhi

### Profile

10th - 10 CGPA, which is equivalent to 95% (CBSE)

12th – 85.5% (CBSE)

Graduation – 7.56 (B.Tech in ECE from Thapar Institute of Engineering and Technology, Patiala) CAT – 98.78

General | Engineer | Female | Fresher

### WAT Assessment

Discuss the gray area of the MeToo Movement. What are your views on who should be accused and who should be believed? WAT was decent, could've written a few more points but I was mostly satisfied.

### Personal Interview

Duration: 15-20 min

I entered the room and the greetings followed.

PANELIST2: You're doing B.Tech. from electronics and communication! Very good. (He seemed pretty impressed by this fact, and I couldn't understand why.)

PANELIST1: Okay X. Tell us about you, your family, your dreams and ambitions.

CANDIDATE: Started with my early days, told about my parents and my sister, moved onto tell them about my education and my extracurricular, then mentioned the NGO I'm working with.

PANELIST2: So, you're working in an NGO?

CANDIDATE: Told him that it's an NPO, and I've been working there for 3.5 years.

PANELIST2: Tell us more about your NGO?

CANDIDATE: Mentioned our vision, mission and my role there.

PANELIST2: So, can you quote some achievements or give some data about the impacts made by the organization? CANDIDATE: Stated the actual numbers and briefed about the work some more by mentioning our achievements. (PANELIST2 seemed very impressed and gave me an approving look.)

PANELIST2: It's really good that the young generation is so concerned about social issues. You're doing a good job.

CANDIDATE: Smiled.

PANELIST2: X, I'd like your opinion on this statement, do you think people are more inclined towards social sector now than before? Are people more charitable in present than they were in the past?

CANDIDATE: Gave my opinion on how technology has made the world small and connectivity has led to better access to helping and charity rather than the increase in empathy.

Right at this moment, PANELIST1 cuts in.

PANELIST1: Are you comfortable with maths? (I affirmed)

PANELIST1: (Passing me the notepad) Plot the graph of  $e^{|x|}$ .

CANDIDATE: Took a few seconds, collected my thoughts and drew the graph correctly. (I did panic a teensy bit while doing so, to which PANELIST1 comforted me and asked me to relax.)

(After I was done, I looked at PANELIST1 for affirmation to which he gave me poker face and moved on with his next question.)

PANELIST1: Now, can you integrate it?

CANDIDATE: Confidently started integrating but lost my way in between, but eventually came up with an answer.

PANELIST1: Are you sure about your answer? Is that the area?

CANDIDATE: Explained and stick to my answer.

PANELIST1: Okay, do you know about Normal Distribution?

CANDIDATE: No sir.

PANELIST1: Why, don't you have Statistics in B.Tech?

CANDIDATE: We do, sir, but not as a subject. I've used statistics in my other subjects but haven't studied it particularly.

(At this point PANELIST2 interjected, and PANELIST1 started noting down something in his notepad.)

PANELIST2: Okay, then tell us the relation between mean and median?

CANDIDATE: Explained.

PANELIST2: Give some real-life example of the disadvantage of mean?

CANDIDATE: Mentioned my experience.

PANELIST2: What are some of your hobbies? Do you like reading books?

CANDIDATE: Yes sir, I love reading.

PANELIST2: Which was the last book you read?

CANDIDATE: Scarlet by Marissa Meyer. It is from the YA Dystopia Fiction genre, which is my favorite genre.

PANELIST2: Why this genre is favorite?

CANDIDATE: Sir because this genre has such worlds where everything is wrong and oppressed and the protagonist is a rebel who wants to change the world. And as I'm a rebel myself so I relate to it a lot.

(PANELIST2 smiled and shared a look with PANELIST1 at the mention of 'rebel'.)

PANELIST2: What do you mean by that you're a rebel?

CANDIDATE: Mentioned the issues our world is facing right now, my interest in social and development sector and the work I'm doing right now and ended with saying I consider myself a rebel because I'm working on issues that people don't consider worth discussing and I want to bring a change in the world.

PANELIST2: Okay X, thank you. We're done.

(PANELIST1 stops PANELIST2, and asks him whether he asked me about my other calls.)

PANELIST2: What are your other calls?

CANDIDATE: Mentioned all my calls.

PANELIST1: No A and B?

CANDIDATE: No sir. No A and B.

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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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