

CATKing MDI Gurgaon

WAT PI Workbook

Congrats for Getting an MDI Call.

How to use this workbook!

This is a consolidation of **29 MDI Gurgaon, WAT PI Experiences**. These are consolidated from various online sources.

MDI WAT* PI happens in 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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Interview and WAT Experience 1

2 panelists - 1 male and 1 female

ece fresher 97/96/77

m: good afternoon xx

I saw the time in laptop and greeted them good evening

m: why is it not afternoon? why are you claiming it as evening?

answered that it is just a convention we will follow and there are no strict timings for that and that will vary in a range

m: it doesn't have any science right. just normal I believe

accepted his point and reiterated what I told earlier and expressed my view

m: okay. tell me something which is not mentioned in the form

prepared answer

m: so, you believe in social values and responsibilities. hmmm interesting (cunning look)

can I give you a social situation?

me - sure sir. I'll try to answer it

m: okay first tell me when you graduated

told 2020 September

m: what have you been doing from that time

prepared answer

m: okay, coming to the social situation, let us say you were stationed in Chhattisgarh for your work and the women in that area are facing problem in fetus if they eat anything. but they need to work. how will you resolve it?

I tried to put up multiple answers from my point of view and a 2 min discussion and cross questioning on that

m: which branch in engineering

ece

m: so, I need to buy a tv. you are a seller. give me the specifications for that
answered on resolution, size, lcd-led types etc....and another 2 min discussion on that
m hands over to f

f: so, xx, there are many people who spell or write your name as "xx" rather than "xx". why do you think it happens
and reasons on that?

(I was struck for a moment. this is the first time I have been asked such kind of question)
tried to put up some random statements and answered it

f : what do you do in your free time
mentioned my hobbies

f: you are interested in magic, or you can perform it?
told I can perform

f: can you do it now? can you show us any trick?
performed a card magic trick and they were impressed

f: in which field do you want to pursue your MBA?
told that currently I have no specific idea on that, and I will consider it later

f : but you seems good in marketing, why don't you pursue it
gave some reasons on marketing

f&m: it was good talking to you. you may leave now

exchanged pleasantries and left the meeting

Interview and WAT Experience 2

01-03-2021

3:45 pm

2 female panelists

f1: introduce yourself.

me: gave prepared answer.

f1: you said you had a problem? (Interrupted in between, I had mentioned that I used to stutter while growing up)

f1: so, you overcame it yourself?

me: answered.

(While answering this question f1's camera went off, so I stopped and asked f2 if I should wait for her to come back)

f1: so, you are from m.p. how is shivraj singh Chauhan doing?

me: answered, but said all positive points.

f1: what about vyapam ghotala? what's the status of it currently?

me: (couldn't recollect)

f1: what does your company do? (I have work-ex of 30 months)

me: answered.

f1: how is economy doing?

me: I gave the GDP numbers of previous 3 quarters, w/o mentioning that these are GDP numbers.

f1: are you sure about these numbers? where did you get it from?

me: told that these are GDP numbers.

f1: okay.

f1: so recently your FM gave a budget speech, what do you think is it a progressive budget?

me: answered.

f1: what other calls do you have?

me: told.

f1: how come you don't have IIM I at this percentile?

me: answered. (Asked me to clarify more on this.)

now f1 asks f2 to continue.

f2: so, what do you do in your free time?

me: I read books.

f2: what kind of books?

me: I read non-fictional books. not any specific genre.

f2: which is the most recent book you read?

me: night of restless spirits. it's about 1984 Sikh riots after the death of the then pm Indira Gandhi.

f1: so, you read books related to war and stuff, are there any specific reasons?

me: no ma'am I read another book recently the cases that India forgot. it had 10 cases where our judiciary failed our citizens.

f1: who is the author?

me: y.v.chandrachud.

me: as you brought war books, so before that I read a book on Iraq war.

f2: can you tell us a case from the book the cases that India forgot?

me: answered.

f2: which field do you want to do MBA in?

me: answered. (Try to not be strongly opined about 1 field only. I told them marketing and general management, with justification)

(The author of the book that we have been discussing about is nephew of the chief justice who gave the result in the case that I told her about when she asked me to tell her any case from the cases that India forgot book. also, currently d.y. chandrachud is a sitting judge in sc who is the son of that chief justice, my follow-up question was based on this fact)

f1: so, there is something that happened related to d.y.chandrachud and republic tv recently? can you tell me what was it?

me: told her how his statements were taken out in different contexts in detail. (f1 smiled at the end)

f1: tell us what do you know about mdi.

me: (I read this while I was waiting for them to join) told them how it was a very reputed and old college.

f1: don't tell us what you read on google. (smiling)

me: mdi has the max number of lecturers among all the b-schools.

f2: do you have any senior in mdi?

me: no mam. I just spoke with my mentor.

f1: who is your mentor?

me: told.

f1: thank you Aakash.

f2: thank you, you may leave the meeting now.

Interview and WAT Experience 3

2 female panelists

99.49, mechanical engg

fresher

first question, extempore on "success has many fathers, failure is an orphan". started speaking. interrupted. asked how much I rate myself. I said 7. said but you didn't give any examples. I said I am sorry but I couldn't think of one and hence the score 7.

then she asked to explain the types of fits.

I had no idea.

says have you never heard of clearance fit, transference fit etc. I said I cannot recall it at all. apologized.

says there was a major class difference between Harappa and Mohenjo-Daro. what discovery proved this theory?

I had no idea. said I'll read about it.

who said ~ some quote regarding brain drain during British rule ~?

couldn't answer

asks what the things are to keep in mind before casting design.

answered.

gave a clock and time question. I was solving it but she moved on saying you have to do it in 30 seconds. I said I can tell you the approach. she refused.

gives a relation question.

I answered 'maternal grandfather'

says, "no, only grandfather'. I said I am sure I am correct to which she said you can check the question later. then she gave a series and asked me to find the missing term. of course, within 30 seconds. I couldn't.

moved on to next panelist.

p so you couldn't answer academics or go or aptitude. why is that?

immediately moved on to next question

what was the old name of Lucknow?

I said the region was known as Awadh.

p I want the city name.

I don't know

p tell me name of a ruler of Lucknow

I couldn't recall.

p do you know bhajsa

I said no.

p this is class 5 stuff.

I said I have never heard of it

p so you have never heard of Babur Humayun Akbar and all

I said of course I have, never knew people referred to them with this acronym

p why do you think railway and annual budget were combined. what could be the reason in your opinion

I said to save the time of the assembly and considering that railway isn't exactly a hugely profitable sector right now, it would make sense to get it into the purview of the annual budget.

interview over.

opinion: this was a huge pile of stinking shit rapid fire, basically.

4) mdi pi

b.com(hons)/ cfa l1

91.2/91.6/73

cat- 97.5

work ex- 11 months (as of today)

p1- so XX, tell something about yourself which is not mentioned in your cv. we have your cv with us.

me- (told)

p1- what is your ctc?

me- (told)

p1- so you have passed cfa level 1 right?

me- yes sir and I am currently preparing for level 2. it's in May.

p1- may, ok. I will give you a situation. do you know what is csr?

me- corporate social responsibility

p1- you work in an organization in cg and they sent you to a small place where pregnant women are not given enough food to eat, the reason being that if they eat too much, there will be no space for the fetus to grow. how will you approach the problem and maybe solve it?

me- started with how I am a part of rotary and then gave a solution.

p1- who will be your target audience? (Related to my Ans)

me- (told)

p1- what are payment banks?

me- told but wasn't that confident then.

p1- can you name one?

me- Paytm

p1- any other?

me- can't recall

p1- what are the bank timings?

me- wrong Ans

p1- which means you haven't gone to a bank. okay, one last question. you must sell refrigerators to non-consumers who doesn't have one or doesn't want one.

me- I am sorry sir, I am not able to think of anything right now.

p1- are you tensed?

me- yes sir, I am a little nervous.

p1- what is the picture behind you?

me- it's an oil painting that I made. (They were surprised)

p1- it's not visible properly. can you show us?

me- (showed)

p1- what does it say? what is the theme of the painting?

me- (told)

p1- sir your questions

p2- I am sure you want to study management. what if you just became an artist like a painter?

me- (told, looked like he was convinced)

p2- I will give you 3 words. what do these words mean to you? I am not looking for a textbook definition. log

me- (told)

p2- is there any connection between these terms?

me- (told)

p2- how globalization increases from privatization? (From my answer)

me- (told)

p2- now consider this term. outsourcing.

me-(told)

p2- take the starting point as govt, your frame of reference as govt, and tell when you would be saying it's outsourcing, ppp or privatization.

me- (told)

p2- okay good, that was nice. I think that should be all from us today. thank you and take care and stay safe.

p1- all the best akshita.

me- thankyou sir, have a good day.

Interview and WAT Experience—4

Date-28/2/18

Time-2:00pm

Venue-De Sovrani,Salt Lake, Kolkata.

Profile-

10th-95

12th-95

Grad-88.1,B.tech in electronics and Instrumentation from NIT Rourkela.

CAT,17–99.63.

After document verification we were asked to sit in the waiting hall.

At 2:00pm we were called for wat cum gd and tag numbers were given.

A group of 10(1 was absent).My number was 9.

2 panelist-1 males in his 50s(A),1 lady in her 20s(B).S would be me.

Wat-"are co-operatives losing relevance in this globalized economy"

Wrote about AMUL, Rural markets.

After 15mins.they asked us to go for GD.

Initiated the GD again(3 in a row).had to modify my standard pitch.Could not find the stakeholders.

Talked a bit about FDI,Agro economy ,competition from global companies and SAARC nations.

Evaluation sheet(2 columns)(1 row for each candidate

3 of us were rated (3ticks each and encircled),(2 were 3 ticks),and the rest were 1/2 ticks.

The gd was turning out to be repetitive.I glanced and could see A signaling B that they should mark the end of the gd.

I took this as an opportunity and told the group that we are running out of time and should be heading towards a conclusion and initiated the conclusion.

(B smiled after my statement)

The other candidates started adding to my conclusion and B had to signal to stop the GD.

My turn came.I knocked and entered with a big smile.

B passed on my profile sheet to A.

I had a colourful photo pasted on the first page(A had a hearty laugh and asked me why this photo-i told this was the last one I had and I thought why not use it!B exclaimed that she too was looking at my photo.)

A-told about his experience when he was in the US and he had a black and white photo and the immigration personeel asked him for a coloured photo and he found one in his wallet.

A-So Siddhartha, you are an electronics graduate from NIT Rourkela working with TATA Steel for the last 5 months,tell me what should I ask you for electronics or steel?

S-I am **new to the steel industry**,I know the basics and I am also comfortable with **electronics**(cursing myself while saying this).so I know a bit of both.

A-that won't help.

B walks out of the room.

A-so which is your favorite subject in electronics.

S- I am comfortable with basic electronics.

A-which subject should I ask?

S-analog electronics.

A-what is a CMOS?and why is it used?

S-struggled a bit.told its full form told we have a nmos and a pmos in it which complement each other.

A-passes me a sheet.you can draw and explain if you want.

S-told him that I don't remember much

A-so what else should I ask?

S-control system!!

A-you have read about PID controllers tell me where can I use them individually?

B came back.

S-told about P,D and their application struggled a bit in I and A joined me in explaining how it can be used.

A-okay Siddhartha,so if I am an investor and I want to invest in instrumentation ..

I gave a big grin.(**B points out and asked me the reason**)

S-sir,last year I was here in this same room and you were interviewing me and you asked me the same question.

(A,B burst out in laughter. A says that he needs to find new questions to ask.)

A-you could have answered my question very well since you were already prepared for it.

S-yes sir I could have.

A-Now please do tell me if i asked this to you also.you are aware of the electronics ministry.Under make in India campaign what would you do if you were its head.

S-told that sir i would invest in automation and artificial intelligence.

B cannot help but ask me why didn't you join any college last year?

S- I wanted to go to one of the top-10 colleges only.

A-the problem is our competitors even if we invest in automation.they always seem to have better quality products.what would you do?

S-told about investing in R&D.

A-but you know the payout is slow. In R&D that's why companies don't want to invest.

S-sir the companies can tie up with colleges for industrial projects .In this way they can solve their projects as well as the research sector gets boosted.

A looks satisfied and signals B that he is done.B says she has no questions and tells me “ don't show up again next year” and laughs.

S- hopefully mam.thank you.

Interview was over in 10mins and all I can remember is a lot of laughter.

Verdict:- Direct Convert

Interview and WAT Experience 5

Date-28/2/18

Time-2:00pm

Venue-De Sovrani,Salt Lake,Kolkata.

Profile-

10th-95

12th-95

Grad-88.1,B.tech in electronics and Instrumentation from NIT Rourkela.

CAT,17-99.63.

After document verification we were asked to sit in the waiting hall.

At 2:00pm we were called for wat cum gd and tag numbers were given.

A group of 10(1 was absent).My number was 9.

2 panelist-1 male in his 50s(A),1 lady in her 20s(B).S would be me.

Wat-"are co-operatives losing relevance in this globalised economy"

Wrote about AMUL,Rural markets.

After 15mins.they asked us to go for GD.

Initiated the GD again(3 in a row).had to modify my standard pitch.Could not find the stakeholders.

Talked a bit about FDI,Agro economy ,competition from global companies and SAARC nations.

Evaluation sheet(2 columns)(1 row for each candidate

3 of us were rated (3ticks each and encircled),(2 were 3 ticks),and the rest were 1/2 ticks.

The gd was turning out to be repetitive.I glanced and could see A signaling B that they should mark the end of the gd.

I took this as an opportunity and told the group that we are running out of time and should be heading towards a conclusion and initiated the conclusion.

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The other candidates started adding to my conclusion and B had to signal to stop the GD.

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B passed on my profile sheet to A.

I had a colourful photo pasted on the first page(A had a hearty laugh and asked me why this photo-i told this was the last one I had and I thought why not use it!B exclaimed that she too was looking at my photo.)

A-told about his experience when he was in the US and he had a black and white photo and the immigration personeel asked him for a coloured photo and he found one in his wallet.

A-So Siddhartha, you are an electronics graduate from NIT Rourkela working with TATA Steel for the last 5 months,tell me what should I ask you for electronics or steel?

S-I am **new to the steel industry**,I know the basics and I am also comfortable with **electronics**(cursing myself while saying this).so I know a bit of both.

A-that won't help.

B walks out of the room.

A-so which is your favorite subject in electronics.

S- I am comfortable with basic electronics.

A-which subject should I ask?

S-analog electronics.

A-what is a CMOS?and why is it used?

S-struggled a bit.told its full form told we have a nmos and a pmos in it which complement each other.

A-passes me a sheet.you can draw and explain if you want.

S-told him that I don't remember much

A-so what else should I ask?

S-control system!!

A-you have read about PID controllers telling me where I can use them individually?

B came back.

S-told about P,D and their application struggled a bit in I and A joined me in explaining how it can be used.

A-okay Siddhartha,so if I am an investor and I want to invest in instrumentation ..

I gave a big grin.(**B points out and asked me the reason**)

S-sir,last year I was here in this same room and you were interviewing me and you asked me the same question.

(A,B burst out in laughter. A says that he needs to find new questions to ask.)

A-you could have answered my question very well since you were already prepared for it.

S-yes sir I could have.

A-Now please do tell me if i asked this to you also.you are aware of the electronics ministry.Under make in India campaign what would you do if you were its head.

S-told that sir i would invest in automation and artificial intelligence.

B cannot help but ask me why didn't you join any college last year?

S- I wanted to go to one of the top-10 colleges only.

A-the problem is our competitors even if we invest in automation.they always seem to have better quality products.what would you do?

S-told about investing in R&D.

A-but you know the payout is slow. In R&D that's why companies don't want to invest.

S-sir the companies can tie up with colleges for industrial projects .In this way they can solve their projects as well as the research sector gets boosted.

A looks satisfied and signals B that he is done. B says she has no questions and tells me “ don't show up again next year” and laughs.

S- hopefully mam.thank you.

Interview was over in 10mins and all I can remember is a lot of laughter.

Verdict-: Direct Convert

Interview and WAT Experience 6

Profile: Fresher CS Engineer (10/12/Grad/CAT - 96.71/95.00/91.5/96.71)

Panel: 1 male and a lady. Both in their early 40s.

15 mins of WAT and 15 mins of GD

Topic: Is the Prime Minister's dream to convert India into a manufacturing hub a practical possibility or just a dream?

GD: Did not get too heated up, but still people had to make considerable efforts to speak out.

Personal Interview:

M1: You spell your name differently? Why so?

Me: Gave reasons and supported how my dad thought to name me. (both smile)

M1: So, you are a computer science engineer and in the final year? Have you been placed?

Me: Yes sir, as a software engineer in Royal Dutch Shell. (Now knows inside-out about the company, history, everything-> had a bad interview this morning because of this)

M1: How much would you earn?

Me: Told.

M1: Why are you even doing an MBA? You won't earn more than this? (presents that I am foolish to consider an MBA)

Me: Explained it is not about the money. Also explained my perspective and prior interest and past internship experience in the domain.

M1: What did you work on?

Me: Explained two projects in Finance.

M1: So how would you judge a mutual fund? (worked in this domain, also he is a Finance professor)

Me: Gives a range of parameters.

M1: Explain alpha (had told this).

Me: Explained.

M1: Beta? (had told this)

Me: Explained.

M1: Anymore parameters?

Me: Gives two or more, explains them. (impressed a bit)

M1: So, what is the difference between standard deviation and beta?

Me: (Thinks a bit) Explains.

M1: Mathematical formula for beta?

Me: Write down. (Writes a generic way)

M1: (Corrects and helps me to the specific thing he wants) What's the numerator and denominator? Also relate with standard deviation formula?

Me: Explains and mentions risk-adjusted return measure.

M1: Yes, that's it. Good. What other calls do you have?

Me: Tell them.

L1: Not A? At these acads? (surprised)

M1: General engineer male na. (sighs)

Me: No sir, I think my sectional score for VA was low as well. I think, though I'm not sure.

L1: So, being an engineer and so interested in Finance, why did you take up B.Tech?

Me: I am really interested in CS as well mam. Explains the choices I made at Level 12. (International graduate degree, BSc Eco from DU, IPM and B.Tech)

L1: So you chose the thing you like least?

Me: (keenly) explains further my choice and interest. (satisfying answer)

L1: Okay, good, so what would be your perspective on Indian software industry from the last two years?

Me: Explains stagnation of knowledge and new techniques. Also talks about a switch to a more active approach.

L1: What can change that?

Me: Explains AI, Machine Learning and Data science.

M1: But that would reduce jobs?

Me: Explains if we do not indulge our service would be given out to someone else, we lose 30 jobs, if we do indulge we lose only 25. So, it's a dual-edged sword.

L1: But the budget does not allocate resources to this cause?

Me: Mam, budget takes a holistic broad vision, I am sure funds can be allocated to these causes when they are passed on down the chain. (both panellists very satisfied with this answer)

M1: So you came all the way from Vellore?

L1: No he's from Lucknow (she went through my form in the first half of the interview) That is all I think? You can leave.

Me: Stands up

M1: What is your most preferred college amongst your calls?

L1: IIM B, right?

Me: Says as I like Finance, it will be IIM C, also tells that I had a really bad interview so, who knows.

L1: Sometimes you just don't know right?

Me: (Everyone is comforting me, though I need it, smiling) I hope. Thank you, mom and sir.

Verdict: Converted.

Interview and WAT Experience 7

Venue :IHM Dadar

Date : 27/03/2019

First we were called for document submission and then verification ,then we were allotted the panels

I was in panel 6

Profile -93/84/59 GEM fresher

Cat score :99.6 percentile

It all began with a 15 mins GD followed by a 15 mins WAT .

Topic - *" Is spending time more important than spending money on children "* *don't remember verbatim *

The GD was an absolute fish market ,I spoke a lot ,did cut a few people ,overall it was a decent show

PI

There were two panelists P1 and P2

I forgot to write my stream on the data application form ,so P1 asked me to write so ..

P1 : So Hrishikesh ,Yaar tum GD Kaisa tha ?

W : Sir it was okay ,I feel I spoke my share and tabled my points well

P1 : Yeah we know you spoke ,but do you know in a GD one must not only speak one should also do another thing that is ?

W: Sir listen ?

P2 : Exactly ,vo tum kidr kiye? You spoke well but kitna bole!

W : Sincere apologies Sir ,I assure you I shall take this into consideration and not repeat this mistake

P1: Okay Hrishikesh ! Why should we take you ?

W: Told about me being a mixture of good analytical and communication skills ,also told about my prior exposure to both theoretical and practical side of Marketing .Talked about how I would be a active member of various case study competitions and b school competitions in addition to academics.Also talked about my internship and good networking skills.

P2: Excellent ! So you are bribing us ?

*I had no clue what to say here *

W: No sir ! I am just telling how I can be a valuable addition to the MDI family

P1 : Theek hai ! You spoke about financial planning before having a child ,in the GD ! Can you tell me about the family planning initiative of the Govt or India ?

W : Sir ,India is already an overpopulated country with dwindling resources ,so in order to curb the population the Government has encouraged a maximum of 1 or 2 children per couple ..

P2 : One or two ! Ek number bolo

W: No idea sir

P2 :Accha !

P1: So Hrishikesh ,Since you used the word Fish market ! Tell me why only fish markets ?

W : Sir , probably the word fish market comes from the fact that a typical fish market has a lot of people cloying incoherently and talking continuously making the atmosphere noisy !

P1 : Haa but still why only fish market and not flower market or cloth market ! Idr Dadar flower market kya shaant hotai ! Vaha nai Hoti awaz ?

*Thinking after 2 mins *

W: Sir in English language certain words do get a metaphorical tinge to them ,for example beautiful as a dove or healthy as a horse ! That does not mean that a parrot isn't beautiful or a lion isn't healthy !

P1: Chalo theek hai ! Still can you guess or tell me still why only fish market ?

W: Sir probably due to some literary artist or writer using this phrase frequently ! gave an example of Shakespeare saying that blood and sweat are the most important ingredients in success..bla bla ! Also mentioned the incorporation of these words in daily use of English language

P1 *smiles *

P1: Accha ! Tell me your cat percentile and other calls you have !

W : told

P2 : Kahake ho ?

W : Andheri sir !

P1: Mumbai ? So you came here by train ?

W: Yes sir

P2 :Okay Hrishikesh ! So you are a final year student ! Are you placed somewhere ?

W: told

P2 :Data analytics ??

W: yeah

P1: To vahi Kar na ? Why MBA ?

W : **Just was gonna tell something **

Before that

P2 : Are o ! just pulling your legs ! You are a good student ! All the best !

W Thanked them and left

Verdict : Rejected

Interview and WAT Experience 8

Venue :IHM Dadar

Date : 27/03/2019

First we were called for document submission and then verification ,then we were allotted the panels

I was in panel 6

Profile -93/84/59 GEM fresher

Cat score :99.6 percentile

It all began with a 15 mins GD followed by a 15 mins WAT .

Topic - "*Is spending time more important than spending money on children*" **don't remember verbatim **

The GD was an absolute fish market ,I spoke a lot ,did cut a few people ,overall it was a decent show

PI

There were two panelists P1 and P2

I forgot to write my stream on the data application form ,so P1 asked me to write so ..

P1 : So Hrishikesh ,Yaar tum GD Kaisa tha ?

W : Sir it was okay ,I feel I spoke my share and tabled my points well

P1 : Yeah we know you spoke ,but do you know in a GD one must not only speak one should also do another thing that is ?

W: Sir listen ?

P2 : Exactly ,vo tum kidr kiye? You spoke well but kitna bole!

W : Sincere apologies Sir ,I assure you I shall take this into consideration and not repeat this mistake

P1: Okay Hrishikesh ! Why should we take you ?

W: Told about me being a mixture of good analytical and communication skills ,also told about my prior exposure to both theoretical and practical side of Marketing .Talked about how I would be a active member of various case study competitions and b school competitions in addition to academics.Also talked about my internship and good networking skills.

P2: Excellent ! So you are bribing us ?

*I had no clue what to say here *

W: No sir ! I am just telling how I can be a valuable addition to the MDI family

P1 : Theek hai ! You spoke about financial planning before having a child ,in the GD ! Can you tell me about the family planning initiative of the Govt or India ?

W : Sir ,India is already an overpopulated country with dwindling resources ,so in order to curb the population the Government has encouraged a maximum of 1 or 2 children per couple ..

P2 : One or two ! Ek number bolo

W: No idea sir

P2 :Accha !

P1: So Hrishikesh ,Since you used the word Fish market ! Tell me why only fish markets ?

W : Sir , probably the word fish market comes from the fact that a typical fish market has a lot of people cloying incoherently and talking continuously making the atmosphere noisy !

P1 : Haa but still why only fish market and not flower market or cloth market ! Idr Dadar flower market kya shaant hotai ! Vaha nai Hoti awaz ?

*Thinking after 2 mins *

W: Sir in English language certain words do get a metaphorical tinge to them ,for example beautiful as a dove or healthy as a horse ! That does not mean that a parrot isn't beautiful or a lion isn't healthy !

P1: Chalo theek hai ! Still can you guess or tell me still why only fish market ?

W: Sir probably due to some literary artist or writer using this phrase frequently ! gave an example of Shakespeare saying that blood and sweat are the most important ingredients in success..bla bla ! Also mentioned the incorporation of these words in daily use of English language

P1 *smiles *

P1: Accha ! Tell me your cat percentile and other calls you have !

W : told

P2 : Kahake ho ?

W : Andheri sir !

P1: Mumbai ? So you came here by train ?

W: Yes sir

P2 :Okay Hrishikesh ! So you are a final year student ! Are you placed somewhere ?

W: told

P2 :Data analytics ??

W: yeah

P1: To vahi Kar na ? Why MBA ?

W : **Just was gonna tell something **

Before that

P2 : Are o ! just pulling your legs ! You are a good student ! All the best !

W Thanked them and left

Verdict: Converted

Interview and WAT Experience 9

Venue :IHM Dadar

Date : 27/03/2019

First we were called for document submission and then verification ,then we were allotted the panels

I was in panel 6

Profile -93/84/59 GEM fresher

Cat score :99.6 percentile

It all began with a 15 mins GD followed by a 15 mins WAT .

Topic - "*Is spending time more important than spending money on children*" **don't remember verbatim **

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PI

There were two panelists P1 and P2

I forgot to write my stream on the data application form ,so P1 asked me to write so ..

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W : Sir it was okay ,I feel I spoke my share and tabled my points well

P1 : Yeah we know you spoke ,but do you know in a GD one must not only speak one should also do another thing that is ?

W: Sir listen ?

P2 : Exactly ,vo tum kidr kiye? You spoke well but kitna bole!

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P1: Okay Hrishikesh ! Why should we take you ?

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P2: Excellent ! So you are bribing us ?

*I had no clue what to say here *

W: No sir ! I am just telling how I can be a valuable addition to the MDI family

P1 : Theek hai ! You spoke about financial planning before having a child ,in the GD ! Can you tell me about the family planning initiative of the Govt or India ?

W : Sir ,India is already an overpopulated country with dwindling resources ,so in order to curb the population the Government has encouraged a maximum of 1 or 2 children per couple ..

P2 : One or two ! Ek number bolo

W: No idea sir

P2 :Accha !

P1: So Hrishikesh ,Since you used the word Fish market ! Tell me why only fish markets ?

W : Sir , probably the word fish market comes from the fact that a typical fish market has a lot of people cloying incoherently and talking continuously making the atmosphere noisy !

P1 : Haa but still why only fish market and not flower market or cloth market ! Idr Dadar flower market kya shaant hotai ! Vaha nai Hoti awaz ?

*Thinking after 2 mins *

W: Sir in English language certain words do get a metaphorical tinge to them ,for example beautiful as a dove or healthy as a horse ! That does not mean that a parrot isn't beautiful or a lion isn't healthy !

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W: Sir probably due to some literary artist or writer using this phrase frequently ! gave an example of Shakespeare saying that blood and sweat are the most important ingredients in success..bla bla ! Also mentioned the incorporation of these words in daily use of English language

P1 *smiles *

P1: Accha ! Tell me your cat percentile and other calls you have !

W : told

P2 : Kahake ho ?

W : Andheri sir !

P1: Mumbai ? So you came here by train ?

W: Yes sir

P2 :Okay Hrishikesh ! So you are a final year student ! Are you placed somewhere ?

W: told

P2 :Data analytics ??

W: yeah

P1: To vahi Kar na ? Why MBA ?

W : **Just was gonna tell something **

Before that

P2 : Are o ! just pulling your legs ! You are a good student ! All the best !

W Thanked them and left

Verdict : Converted

Interview and WAT Experience 9

Date: 5/03/2018 Venue: MDI Gurgaon

Profile : CAT 99.42, 10/12/B.E. Chemical Engineering = 86.4/72/53.22

GD - Wat Topic > Globalization Vs Nationalization (Nationalism) -- Sir spoke Nationalization and wrote on the board Nationalism

WAT - Wrote about India and the liberalisation efforts taken in 1991 under the FM Manmohan Singh and PM Narasimha Rao. Wrote about how globalization leads to cultural exchanges and that of goods and services globally and how Nationalization aims to do so within a country. More on China OBOR initiative and how India declined to join due to conflict of interests and borders due to PoK border dispute. So on and so forth. Including how Trump is now trying to protect the interests of his countrymen, etc etc. Concluded by mentioning that there should be a proper balance between the two.

In GD started the discussion by introducing Globalization and Nationalization. Pitched multiple times thereafter. Spoke about China-India relation, Obor related, Us trump issue, North Korea, How India is progressing. It is ranked at 100 in 2017, up by 30 points from 2016, in ease of doing business at 100. Spoke about Startup India initiative. Mentioned Make in India. How the process to start a venture reduced from 100 days to 10 days.

Concluded by saying that both Globalization and Nationalization need to work hand in hand.

Overall GD went smoothly and everyone contributed effectively without it being a fish market.

PI (2 Panelists)

1. Tell me about yourself - Told and linked with how I am at this crucial juncture where I am keen to do an MBA and grow my career and how I am keen to learn and gain knowledge and exposure
2. So you from Army background. How has that been as a differentiator - Told about how I learnt to be disciplined. Learnt about the sense of camaraderie and teamwork. Demonstrated examples in Sports and Music
3. Don't you think that Defense people are a bit attached to themselves, as they prefer Defense Hospitals over Civil Hospitals for eg. - Told I don't think that way, and told how I was brought up not discriminating.. Also added in a humorous tone that probably my Mother balanced that out pretty well for us that we don't see any difference and treat everything at par and equally
4. Asked about drumming - Told how I was part of the school band and were trained by Army Regiment Rajputana Rifles and how my interest further expanded and how I took it professionally.
5. Asked how an MBA would add value - told - linked it with my long term and short term goals. Also told how learning from the top faculties and through case studies would enhance my learning curve and how I wanted to learn more about other management concepts
6. Asked about the Vincenza award - Told it was a Bplan competition organized by MDI ggn, where we pitched our bplan and came in second.
7. Asked whether I tried for Defense - Told
8. Asked about my percentile - Told
9. Why low acads - Told how Chemical Engineering wasn't a conscious decision and how I have grown ever since. Also backed by mentioning that I was involved in sports and music in college time and was also part of two bands. Linked it with how doing an MBA is a conscious decision and that I will be putting in my best.
10. Which all calls I have - Told
11. Asked about my work ex in the last company - I told how I partnered and diversified the services offerings and brought more value to the company
12. Asked don't I think the multiple job switches would impact negatively in my resume - Told that I agreed, however I have gained a lot in terms of experience and told how I still share cordial and close relationships with my previous employers. Added a bit more.

END

Overall a great experience, made some friends there and fingers crossed now.

Verdict - Converted

Interview and WAT Experience 10

Date- 1st March,2018

Venue- DE Sovrani ,Kolkata

Panel- 2

2 panelists- One female in late 20s (F) and one male prof in late 40s(M)

Aditya- A .

WAT and GD - In a resource starved country like India, spending on space missions is a waste of resources.

Wrote against the topic by supporting technological advancements. Mentioned how technological progress brings cumulative growth.

GD- The group made excellent points and GD was going smoothly except once when the professor stopped us and made a remark that the whole group will be disqualified.

Interview-

Just when I was asked to come inside, sir went somewhere.

I entered and greeted mom. She asked me to sit down.

F- Why are you here?

A- Mam, to be in a respectable position in corporate. (I was taken aback and thus the lame answer. Could have done a lot better here.)

F- You are already into corporate.

A- Mam, but the rate of growth is slow and I want to accelerate it. MBA will help me immensely. (Another cliché answer)

Sir came inside and I greeted him as well

F- So you did your B.tech in which branch?

A- Answered.

* She was going through my form all this while and saw stand up in the interest section*

F- So Aditya, you do stand up?

A- Yes mam, I used to do it in college.

F- Okay. Can you do a 5 min set for us?

A- Sure.

Performed. Not fully prepared but it was okay. Mam was laughing as if I am the funniest guy on this planet. Sir, was like okay. Thoda has leta hun

* Used this opportunity and quipped that Sir, I understand why you are not laughing. Told him my jokes are like the DILR section of CAT. Extremely tough to interpret* * Laughter all around* *Some more jokes*

F- Okay. Sit down.

F- So what do you write?

A- Poems. Articles.

F- What genre in poems?

A- Self portrayal.

Asked if she wants to read one

F- You read books?

A- Not much but yes I do.

F- What genre?

A- Philosophy.

F- What is philosophy?

A- Answered something. :P

F- Tell me about any famous philosopher.

A- Sorry mam, I can't recall at the moment.(I didn't want to go into this)

F- Okay. Can we ask questions on current affairs?

A- Yes Mam.Sure.

F- Have you prepared for it?

A- Man, I don't think you prepare for current affairs. We should always be aware of recent happenings. It's a basic requirement.

No questions on current affairs

F- Okay. Have you ever thought of going to UPSC?

A- No Mam. Talked about how I used to admire the police service when I was 6-7 years old. But now I am not interested in that.

F to M- to you sir

M- So you have heard of Maruti?

A- Yes, sir.

M- Suppose Suzuki wants to make entry in your sector and Suzuki management appoints you as an advisory. What advice would you give?

A- *Thought for a while* Talked about how Maruti Suzuki is perceived as a value for money brand and hence it should target the same segment in this sector as well.

Some more average points

M- Asked me something about how our machines damage roads etc.

A- Explained. Suggested some measures.

F/M- Okay. Thank you. Take some cookies.

* Around 20 minutes* Felt could have done better in the last two answers. Overall, it was decent.

Verdict : Converted

Interview and WAT Experience 11

Date: February 27th, 2018 (9am Slot)

Venue: MDI Gurgaon Campus

My Profile: CAT'18: 98.30 Percentile, X: 93.1%, XII: 94.4%, Grad: 82.6% (Mech Engg, NIT Kurukshetra), Work Experience: 20 months (Automotive R&D)

After brief document verification, the process started.

GD/WAT Topic: Privatization leads to lesser corruption

Topic was not that difficult keeping in mind that the Nirav Modi scandal had just been exposed.

WHAT went average considering everyone almost had related the topic to the Nirav Modi scandal.

Pitched in 4–5 times (though wanted to but could not start the GD) with relevant points concerning privatization in Aviation, Telecom and banking sector and how private banks were having lesser corruption (Chanda kochchar ICICI probe started later). At some places where I could not find relevant points, I tried to moderate the GD by switching the sectors and finally bringing everyone to conclusion since all 11 candidates were in the favor of motion.

Out of 11 candidates in my panel, I was the last one to be interviewed.

The panel consisted of one male professor (later came out to be the Chairperson of FPM programme, let's call him **M**) and one female professor (let's call her **F**). Both seemed quite experienced and senior in designation. After some time the interview started.

Me (after entering): Good Morning Sir/Ma'am

M: Good Afternoon...!!! (Poker Face since it was 12:40pm)

Me: Sorry Sir, Good Afternoon...!!

M: Oh! Actually you came early in the morning and had to wait quite a long time..Don't worry..So Prashant Tell us something about yourself.

Me: Narrated the cliched sentences which I had repeated in the previous interviews.

M: So you work in Mahindra R&D! That's pretty worth it! So, you don't love your job?

Me: I do, in fact, a lot but would like to have a jump in my career and.....blah blah blah!!

M: So tell me something about your specific role in your organization and your package.

Me: Explained.

M: So why leave a 7–8 lakhs package for MDI PGP? Are you sure you are willing to do an MBA?

Me: Yes sir, I am not only leaving the 7–8 lakhs. In fact, on financial terms, considering my two increments in the organization over the two years and adding MBA fees with interest, it roughly sums up to 50–60 lakhs. So, it is not a fluke (of me being here), I have given good thought to pursuing an MBA.

Panel looked impressed on Quantification of hurdles!!

M: So Prashant since you are from the Automotive industry, please tell me what is differential and its function and what type of differential is used in Trains?

Me: Explained Differential. Also, trains do not use differential, they turn with the help of the conical frustum profile of their wheels.

M: How good are you in thermal engineering?

Me: okay-ish!

M: So tell me all the three laws of thermodynamics.

Me: Sir, Actually there are four laws (nervous on being audacious enough to challenge him, but also considering it a trick question. Latter came out to be true since he smiled after the correction) then explained the four laws and also why the term “Zeroth law” was coined.

M: Is the MD of Mahindra an MBA?

Me: No sir, he is M.S. and PhD. from Cornell. (knew what was about to come next)

M: So why do you need MBA to attain a worthy role, you could go for M.S. since your grades in academics are also good and you have good knowledge of your stream too. (I didn't have that good knowledge, in fact, the questions were quite basic ones)

Me: Sir, I would better like to lead my organization from a business front rather than on a technical front. Also, I believe that with good technical knowledge equipped with management skills and tools at my disposal, I can be a better leader and also my interest lies in the same. (This question is always a Catch-22 situation).

M: What is Kaizen and Lean Manufacturing and what is the basic difference in PERT and CPM methods of time study?

Me: Answered.

M: Why does a petrol engine need a spark plug while diesel engines don't? And which type of engine needs more maintenance and why?

Me: Answered

M: Do you think it is appropriate to run vehicles on electricity in a country where most villages are not having power supply in houses?

Me: Explained my view point. Panel looked content with the answer.

M: What other calls do you have?

Me: IIM Indore and New IIMs. (Didn't like to mention SPJIMR-Profile Based Call)

M: Why didn't you apply for SPJIMR? You could convert it easily (though I couldn't)

Me: Fumbled..!! But explained with some excuse.

M: Would you go for IIM Indore or MDI Gurgaon?

Me: Answered in a serious diplomatic manner so that it doesn't seem too fake.

M: So your father is a mechanical engineer! And you are following the same road?

Me: Explained how I grew up in an environment conducive to my decision to be a mechanical engineer.

M: Okay so very good Prashant! I am done. Ma'am, do you want to ask something (she hadn't uttered a word yet)

F: No, no! I am satisfied (this word seriously rang a bell of optimism in me)

M: Okay buddy. You may go. All the best!

Interview lasted for 10–15 minutes.

I was always skeptical of conversion due to low percentile (MDI gives a hell lot of weightage to CAT score), but gave my best shot.

Verdict: PGPM Converted..!!

Interview and WAT Experience 12

Date:-16-03-2018

Venue:-IHM,Mumbai.

Wat topic:- *"should INDIA follow Unified Civil Code?"*

Didn't know much about the topic so I wrote in general about the diversity of INDIA in the introduction then followed it up by talking about Kashmir, northeast and different ethnic and religious groups and beliefs. Wrote that since India is so diverse that a uniform civil code is not viable.

GROUP DISCUSSION:- On the same topic as above.

Couldn't talk much. It was a total fish market. 3,4 people simultaneously talking on 3 different topics couldn't get in the GD until very late, got in the GD 3 times and talked about kashmir, northeast and different ethnic groups. Talked about how difficult it would be to apply. Overall participated only thrice, and couldn't make any impact.

Personal Interview:-

2 panelists are both middle aged men, let's call them P1 and P2.

As soon as I entered P2 left.

P1:-Vineet Jain we noticed that you tried participating in the GD but couldn't.

Me:- Yes sir I was trying to get the GD many times but it was already a fish market. 3,4 people were talking simultaneously all the time on 3 different topics. I entered GD thrice when the GD was less of a fish market.

P1:- See Vineet as a manager it is going to happen with you, you'll have to learn how to speak up no matter what.

Me:- Yes sir I'll work on that.

P1:- So Vineet you are currently doing your electrical engineering from SPACE.

Me:- Yes sir.

P1:- You got placements?

Me:- Didn't sit for the placements sir.

P1:- What other calls do you have?

Me:- New IIMs and MDI sir.

P1:- Ok, do you know about economics, finance and world politics?

Me:- Yes sir I know the basics of everything.

P1:- So tell me what is Inflation?

Me:- explained that it is a general increase in prices of goods and services.

P1:- How is it calculated?

Me:- explained to them that there are 2 different inflations. 1. CPI:-Which is the inflation due to the goods and services consumed by a household.

2. Wpi:-which the inflation due to goods and services which are used in wholesale transactions.

We use CPI for calculation of inflation. Different types of products are classified into different groups such as petroleum, textile and weightage is given to each group. The average increase in the group is multiplied by the weightage given to the group and then sum of all for previous year is taken, this year is taken their difference is divided by the previous year's sum.

P1:- (looked satisfied) do you know about CRR and SLR?

Me:- yes sir. CRR:-It is the cash reserve ratio and is the amount that a bank needs to keep with the RBI.

SLQ:-It is the amount a bank needs to keep in liquidity like bonds.

P2 comes and P1 leaves.

P2:-Tell me about your project.

Me:-explained in detail about my BE project.

P2:- So it is like an embedded system.

Me:- Yes sir kind of.

P2:- How will the user know about the object?

Me:- explained that we are programming our software to detect the object. And once the object and its distance is determined used will be notified through a speaker or an earphone.

P2:- where will the video be stored?

Me:- in the raspberry pie we are going to use.

P2:- so I have a genset at my home and it is making a lot of noise, how do I reduce it? Assume it's a very old genset

Me:- Since it's a very old set eso maintenance is the first thing that needs to be done.

P2:- As an electrical engineer will this be your answer?.

Me:- Ok. In a genset Rotor will be the part that'll be causing the most noise. Since it's an old one it probably uses an induction motor and replacing it with a synchronous motor might just solve the problem. (Didn't knew the answer made it up and said ;-D)

P2:- Is it the only thing that makes noise?

Me:- No sir but it is a major component and will reduce the noise considerably.

P2:- What is PII OR PPI? (NOT SURE WHAT HE SAID)

Me:- No idea sir.

P2:- But you said you studied economics and you know it well.

Me:- No sir I said I know the basics of it.

P2:- How do we measure noise?

Me:-(after thinking for some time) in decibel sir.

P2:- How do we measure earthquakes?

Me:- I don't remember sir.

P2:- Take a breath Vineet, had breakfast?

Me:- No sir didn't.

P2:- why?

Me:- Came from andheri sir so it takes time to come, got off at 7 mess was closed at that time so.

P1:-Should have had a Vada pav or something.

Me:-No sir what if something happens to my stomach couldn't risk it sir.

P2:- What other calls do you have?

Me:- New IIMs sir.

P2:- Ok thank you Vineet.

P1:- Have a samosa since you didn't have Breakfast.

Interview and WAT Experience 13

Date:-16-03-2018

Venue:-IHM,Mumbai.

Wat topic:- *"should INDIA follow Unified Civil Code?"*

Didn't know much about the topic so I wrote in general about the diversity of INDIA in the introduction then followed it up by talking about Kashmir, northeast and different ethnic and religious groups and beliefs. Wrote that since India is so diverse that a uniform civil code is not viable.

GROUP DISCUSSION:- On the same topic as above.

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P2:- so I have a genset at my home and it is making a lot of noise, how do I reduce it? Assume it's a very old genset

Me:- Since it's a very old set so maintenance is the first thing that needs to be done.

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Me:- Ok. In a genset Rotor will be the part that'll be causing most noise. Since it's an old one it probably uses an induction motor and replacing it with a synchronous motor might just solve the problem. (Didn't know the answer made it up and said ;-D)

P2:- Is it the only thing that makes noise?

Me:- No sir but it is a major component and will reduce the noise considerably.

P2:- What is PII OR PPI? (NOT SURE WHAT HE SAID)

Me:- No idea sir.

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Me:- No sir I said I know the basics of it.

P2:- How do we measure noise?

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Me:-No sir what if something happens to my stomach couldn't risk it sir.

P2:- What other calls do you have?

Me:- New IIMs sir.

P2:- Ok thank you Vineet.

P1:- Have a samosa since you didn't have Breakfast.

Verdict : Converted

Interview and WAT Experience 14

Date: 1/03/2018 **Venue:** Hotel DeSovrani, Kolkata

Profile : 10/12/B.A Eco/CAT = 93.71/91.6/64.55/96.73

For GDPI preparation, visit courses.catking.in | 8999118999 | www.catking.in

WAT and GD : "For a resource starved nation like India, is spending on space missions justified?" GD was solid with everyone making decent entries. I brought some new perspectives, and though I did not open the GD, I was able to make decent entries. Overall decent.

PI:

I was third in the panel with **P1- Woman in her late 20s** and **P2- Male in late 40s**.

I enter the room, exchange pleasantries and P2 offers cookies.

S : "No sir thank you, I'm not really hungry."

P1 starts: "Tell me three adjectives you would use to describe yourself."

S : Dynamic, Resourceful, Confident. P1 checks my interests where third interest was photography.

P1: What camera do you use?

S : Canon 60D

P1: Tell me how would you capture a herd of sheep?

S : Ma'am it would depend on the frame of reference. For example if I am on some tall building then an aerial shot, otherwise if in the same level I would use a wide angle (or something on these lines I said)

P1: Hmm, have you heard of panorama?

S: (smile) Yes mam that would be better.

P1: So tell me something which always goes up and never falls?

S : (Stumped by the question, I think for 10-15secs at least) P1 was just about to move to a new question and enlightenment strikes!

"Ma'am, Experience."

P1 and P2 look at each other in amazement, and ask to explain.

S: So you learn both from good and bad experiences. So your learnings from experience will always go up and will never fall. (More smiles)

P1: But what happens when a person suffers from short term memory loss?

S : (Realize it's a trivial question)

"Ma'am but that's a very abnormal situation then. I was merely talking from a general perspective." (Both are pleased by the answer)

P2 enters now.

P2: So Srinjoy, what was your favourite subject from undergrad?

S : Sir I liked macroeconomics in general and monetary and fiscal policy in particular.

P2: Okay, explain monetary and fiscal policy considering I am a layman and I have never studied economics.

S: Start explaining and after around 80% is completed, P2 interrupts.

P2 then proceeds to ask three application based questions, one from monetary and other two from fiscal. Could handle well.

P1 and **P2**: Okay we are done.

P2 offers cookies/toffees again.

S: Okay sir, I will have a cookie. (Both P1 and P2 smile)

Overall it was a very nice experience.

Verdict: Awaited.

Interview and WAT Experience 15

CAT OA 97.07

QA 92.9 VA 98.1 DI 92.3

10th 10 cgpa

12th 90.2 % science

Grad BA English (h) 60.2 %

no work ex (drop)

GD Topic - influence of social media on youth (same topic for WAT)

spoke 4–5 times, gave valid points

everybody spoke , no fish market

PI (10 minutes) - two panelist

P1 - started asking about phonetics

ME - i don't know

P1 - similar question

ME - wasn't a part of my syllabus (english literature)

P2 - why mba?

ME - told them i want to open a media venture

P2 - why not mass communication?

ME- because it won't teach me how to do business and blah blah

P2 - If you go to a venture capitalist, how will you convince them about your business plan?

ME- gave a vague answer (didn't go for role play because they could have cross questioned)

P2 - you took a drop for CAT?

ME- Yes, sir. MY percentile was 81 last year and this year it is 97. It has improved

(interrupted by p1)

P1- were you confident about taking a drop?

ME - yes, sir

P1 - who is the home minister?

ME- did not remember the name..tried to guess but no use

p1 - defence minister?

ME - told

P1 - external affair minister

ME - told

P2 - any question?

ME- asked about one of the marketing event

VERDICT - SELECTED

Interview and WAT Experience 16

CAT OA 97.07

QA 92.9 VA 98.1 DI 92.3

10th 10 cgpa

12th 90.2 % science

Grad BA English (h) 60.2 %

no work ex (drop)

GD Topic - influence of social media on youth (same topic for WAT)

spoke 4–5 times, gave valid points

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ME - wasn't a part of my syllabus (english literature)

P2 - why mba?

ME - told them i want to open a media venture

P2 - why not mass communication?

ME- because it won't teach me how to do business and blah blah

P2 - If you go to a venture capitalist, how will you convince them about your business plan?

ME- gave a vague answer (didn't go for role play because they could have cross questioned)

P2 - you took a drop for CAT?

ME- Yes, sir. MY percentile was 81 last year and this year it is 97. It has improved

(interrupted by p1)

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P1 - who is the home minister?

ME- did not remember the name..tried to guess but no use

p1 - defence minister?

ME - told

P1 - external affair minister

ME - told

P2 - any question?

ME- asked about one of the marketing event

VERDICT – SELECTED

Interview and WAT Experience 17

CAT score

CAT Overall Score: 98.47

Section 1: 96.45

Section 2: 98.0

Profile

X: 82.92%

XII: 94.15%

Undergrad Major : Chemical Engineering GPA/Percentage: 67.64%

Work-Ex (number of months): Evalueserve, Gurgaon - Sr. Business Analyst (23 months), Family business - Business Development (7 months)

Sector: Business Research (Evalueserve), Food Processing (Family business)

Experience

Venue: HMATC Dadar (Mumbai)

Slot: Morning

GD Details

Topic: Is the government really serious about bringing back black money?

Number of People present: 10 out of 12 candidates were present.

WAT Details

We had to write about the proceedings of the GD i.e how we thought the GD went.

Time: We were given around 10 minutes to discuss the topic and about 2 minutes to write the proceedings of the GD later.

Other Salient Details: Decent GD. I pitched 4-5 times with points related to black money with respect to funding political parties, about how the government needs to do more and a few other things. At the end the 2 minutes for WAT, it didn't really feel like 2 minutes. The panelists had taken away the papers of some of the candidates forcefully. Thankfully, I had completed writing.

PI Details

Panel Members Intro

P1 - Prof. J.N.Godinho (Associate Professor, Marketing) - He was the one who asked most of the questions.

P2 - Prof. D.P. Goyal (Professor, Information Management) - He was silently observing for the majority part of the interview. At the end he asked a couple of questions related to GK

Interview experience

Me: Good morning sir. (to both of them)

P1: So Vibhor, tell me who do you think was the weakest candidate in the GD?

Me: Candidate number 8, I think he remained silent for most of the GD.

P1: What is the problem in remaining silent? It's better to keep quiet rather than say something that doesn't make sense right?

Me: No sir, I mean I noticed that he had something to say, but he didn't try hard enough.

P1: Alright, so you have been working in XXXX now..what did you do for 2 years after college?

Me: Yes sir, I am working for my family business right now. For 2 years previously, I worked with Evalueserve in Gurgaon.

P1: So what is your role in your current organization?

Me: Sir, I am working as a Business Development Officer. Since it's a relatively small company the responsibilities aren't well defined but I work closely with the various departments. (I then described a project that I had worked on)

P1: OK, what are the various distribution channels in your organization?

Me: Sir, in the downstream we have our Sales representatives. We have our distributors and then we have the retailers.

P2: OK what about your previous organization? What did you do there?

Me: Sir, I was working with a business research team on a short term research assignment and our client was one of the top 3 management consulting companies.

P1: Tell me what you think about the land acquisition bill?

Me: Sir, I think it's inevitable to go through with it since without the bill, we won't be able to develop the necessary infrastructure which would form the backbone of our development as a nation. At the same time, I also feel that it's implementation is of extreme importance. No point in having a pro-farmer land acquisition bill just for the namesake. Proper compensation should be provided to the people who are displaced.

P1: But they are saying that they are going to provide 2-3 times the compensation right?

Me: Yes sir, they are saying so but, after the ordinance was passed last year, there was a case in Haryana where the government couldn't provide even 1.5 times the compensation to the farmers. If the implementation is taken care of, then it would be great for us.

P2: Tell me the complete name of our Vice president?

Me: Mohd. Hamid Ansari

P2: What is his role? (Then he got busy on a phone call)

Me: Sir he will be the acting president in case of the demise of the President.

P1: What else? Do you think he gets highly paid just for that?

Me: Sir, I am not able to recall right now. Can I guess?

P1: Yes, go ahead.

Me: Sir, may be he shares some responsibilities related to governance of states (Which proved out to be true to some extent indirectly as the Vice-president is the ex-officio chairman of the Rajya Sabha, the council of states)

P1: Okay Vibhor, now if I say that you are selected and since you are going to work in your family business anyway, and since I am closely involved with the placement process at MDI, what if we don't allow you to sit for placements will you still join MDI?

Me: Sir, ideally I would like to sit for placements interview. I want to work in one of the MNCs for a short term, learn how the various business processes are professionally organized, and then implement it in my business. But if it is mandatory that I cannot sit for placements, I still think it would be a good investment in the long term as the kind of exposure I would have at MDI with the esteemed faculty and students from various industries, I think it will help me. It will help me think of scale, possibilities I would not know if I don't go for an MBA.

P1: Vibhor, we saw this even in the GD and now a couple of times during the course of this interview, you know you are so diplomatic, you should have become a politician.

(Then we all started laughing)

P2: Ok Vibhor, we are done. All the best

Me: Thank you so much sir :)

Verdict: PGPM convert in the first list!

Interview and WAT Experience 18

Date: 8th March 2019

Venue: MDI Gurgaon

Slot: Morning

Group Discussion and Writing Ability Testing Topic:

“Ayushman Bharat or Modicare: A pipeline dream”

We were asked to write the essay first. The ask was for a 200 word essay and the time given was 15 mins. It passed in a jiffy.

Immediately after the essay was done, they asked us to start the GD process. It was a batch of 10. From all my experiences in GD, this was one of the best GD that was ever conducted. Almost everybody had valid points. I knew slightly less about the topic so took on a more generic approach and used personal anecdotes from my hometown to my advantage. Others had a lot more data to back their points up. Overall a very good GD with every member contributing.

Personal Interview:

I was the first in the batch. Two female panelists. One was a marketing professor and the other was a professor in Organizational Behavior. I searched for their profiles post the interview process. Let's call them **F1** and **F2** respectively.

Me: "Good Morning Mom. Happy Women's Day."

F2: "Happy Women's Day to you too. It is important to wish men a happy Women's Day too."

Me: "Absolutely mam."

F1: "So Samrat. We know something about you. Tell us something else."

Me: "Mam. We could talk about my work experience. Started with the well rehearsed bit of my work experience."

F1: "So as you said, in two three years time you will be a manager. Why do you want to be part of an MBA institute?"

Me: "Mam it won't happen so quickly."

F1: "Oh!. Is that why you want to join?"

Me: "No mam. The reason I want to join is that on-the-job learning has gaps in between. For example I was in a meeting with one of the Brand Managers of the company I worked in and she used a term called CRM. Now in the entirety of the meeting I had no idea what CRM meant. It was only after the meeting was over that I knew what CRM was."

F1: "Perhaps if you knew what CRM meant you could have told them that we have moved on from CRM and developed far better strategies."

Me: "Perhaps. But I think given the product that she was talking about, CRM was important. Because of the IMS Act, companies are not allowed to communicate with mothers when their child is in the age bracket 0–2. Thus, it becomes important to acquire the customer at a much earlier stage. Hence CRM." (Something related to my profile)

F1: "So what subjects did you have in UG?"

Me: "Oh man so many of them. Thermodynamics, Strength of Materials, Heat and Mass transfer, Reliability Engineering, Operations Research etc."

F1: "And which was your favorite subject?"

Me: "Mam there was a subject called Foundation skills in Integrated Product Development. In that subject, they taught us about various topics that were handy in my job. Topics like PESTEL analysis, SWOT analysis, Rapid prototyping, Laminar object Modelling etc were taught in that subject."

F1: "What is PESTEL Analysis?"

Me: "Mam. Pestel stands for Political, Social, Economical.."

F1: "Okay Okay!"

F2: "So Samrat, you were a Mechanical engineer. Then you joined Infosys and then Digital Marketing? Why this unusual path? This is not a natural career progression."

Me: "Yes Mam. Initially I was not interested in IT. But given the dearth of options after graduation, I thought of joining. I gave it a whole-hearted effort but just couldn't get myself to feel good about the work I was doing. Thought what is closest to where I think I would want to be and so I joined advertising....."(thinking of starting with my prepared answers on this)

F2: "No but in a single line. Why do you join advertising?"

Me: *"Mam because I believe modern day managers need to be analytical and creative both... (cuts me)"*

F2: *"But is it really required? Your manager will be standing on your head saying where are the numbers? Where are the sales?"*

Me: *"Yes mam. I know that is true, but I think in the long run in positions of authority, you will be required to also decide the communication that you decide for your brand. Having worked closely with brand managers in an FMCG major, I know how important the brand managers inputs are and those require creative abilities."*

F2: *"Okay! So Samrat you are interested in FMCG is it?"*

Me: *"Yes mam."*

F2: *"What do you think about the ethics being followed by the FMCG companies?"*

Me: *"Mam, I think none of the companies do anything illegal and they are always compliant with the law of the land."*

F2: *"But Ethics and legal are different right?"*

Me: *"Mam, I have thought of this issue and it is difficult for me to have an exact answer to this. But for example if we talk about cigarettes, I would not blame the people working in the organisations for it. Some part of the blame or rather most part goes to the consumers who create the demand."*

F2: *"But let's not talk about cigarettes, let's talk about shower gels and the beads they contain. These beads are harmful for the environment. How do you feel about this?"*

Me: (Very Uncomfortable) *"Mam. It is a very difficult choice for me to make but if given a chance I would not like to work for an organisation or a product like this. I have thought about this a lot but haven't been able to get a clear answer."*

F2: *"At least you are thinking about it. Sometimes decisions like these are a lot to handle for young boys like you. But good that you are actually thinking about it. Okay. Thank you Samrat!"*

Me: *"Thank you Mom."*

Felt it was a strong interview and an average GDPI. Was quite happy with the overall process. It started at 9 and I was back home before 10: 30.(Perks of staying 10 minutes away from the campus). Turned out to be my best interview in the entire season.

Result: Converted PGPM First list.

Interview and WAT Experience 19

Date - 23rd March 2019

Venue - IHM, Dadar, Mumbai

Profile:

10th - 95%

12th - 93%

Engineering - 76.26%

Working with Hitachi Consulting for 23 months

CAT Percentile- 96.6

WAT: Should corruption be legalised? (Took a different stand and talked about how finding ways to tackle the root cause of corruption such as lack of incentives at the workplace, meritocracy being awarded might be a good spin on legalising extra pay, which would not be corruption in its essence and may help in demolishing it in the longer run. Also talked about the role of greed in facilitating such practices and took the example of Indian railways implementing high price tickets for last minute bookings and providing lucrative incentives to ticket checkers to not indulge in illegal practices.)

Group Discussion: I started the GD and kept speaking for about 45 seconds (internally screaming for someone to stop me). Finally stopped on my own, decided to put forth an order to address our points and give the discussion a chance to be fruitful. I admit to having questioned various individuals during the discussion on extremist views, borderline dismissing their views (which is very very WRONG) but I felt they were swaying the table with politicians like promises so I had to do it.

I tried to keep the table focussed and on track, gave everyone a chance to speak if they hadn't already and concluded the GD too (because no one did)

I knew this would come back to bite me in the ass, but my experience of working with much-experienced professionals gave me the implicit responsibility to ensure the table was going in the right direction.

Interview experience:

Two professors, let's call them P1 and P2

P1 and P2: Hi Srishti. Don't you think you were too dominant on the GD? You hardly let anyone speak.

Me: Answered their query trying my best to make them understand the importance of leading through where people can get influenced by emotion and logic can be influenced by loud arguments.

P1: Why do you think you had to take that charge?

Me: This is my work-life. Being a single fresher on a table of 40 experienced professionals, I often came across conflicting tables and admired the person who took charge and led it through. I may not get a chance to practise this trait too often, but today I felt the need to do it and it ultimately led to a unanimous conclusion.

P1: Tell us about yourself.

Me: Answered.

P2: You tell me you did a lot of things because you were bullied. I think you assume every individual who challenges you to be bullying you. Do you think we are bullying you?

Me: No sir, this is to evaluate whether I am a good fit for you and if you are a good fit for me. (Boom! They were both speechless. I was praised for being so mature about this by P1. YAYAYA!)

P1: So tell me about this book you wrote? What was it about? How did you get such a chance etc?

Me: Answered.

P2: Yaar tum bohot talented ho, mature ho, published writer ho, tumhe kya zaroorat MBA ki? Tumne humse zyada teer maar rakhe hai.

Me : Smiled. Went on to explain how I see myself as a professional and what I think is the path to attain it.

P2: Sirf english poetry hi karti ho ya koi aur language bhi?

Me: I have attended many poetry readings of Piyush Mishra and I love listening to Faiz Ahmed Faiz.

P2: Piyush mishra is shit. I will judge you for this answer. And I think you mentioned Faiz Ahmed Faiz to impress me.

Me: (Internally, yes) Sir you are entitled to your opinions.

Then P2 started saying some shayaris which I had no clue about, asked me to interpret them, asked me who I would choose, guru or bhagwan, lot of philosophical discussion on the same.

P2: Okay, now I think you have answered all things way too perfectly. I can't expect someone to give such an interview. What is your percentile?

Me: Answered.

P1: Now I have one puzzle for you to answer, if you answer this, you are in. You may leave the room once you are done.

Me: Okay. *gulps*

P1: Said a complicated puzzle, don't want to mention it here because I was asked not to disclose it.

Took me 4 times to hear it and understand it properly and I gave an answer close to the expected one, but not the perfect one. It involved human conditional bias and I felt stupid for not answering it right the first time around.

P2 smiled and said, it's not your fault, I structured it such. Smiled and wished me luck.

Verdict: Converted (First List)

Interview and WAT Experience 20

Date : 7. April.2018

Venue: MDI Gurgaon (or Gurugram, which ever you fancy!!)

Profile:

X/XII/Grad(Bcom Hons, DU) : 90/88/76.85

Fresher.

STAGE 1: Written Ability Test:

WAT: 10 minutes to think and write

Topic: **Are NGOs truly benefiting the society or is it just another way to fraud ??**

And, there i was, however, a few days back i was too just reading and up voting dozens of answers related to MDI interview experience on quora, like yourself. BUT !!

THE TWIST: I was making out sample points for EAT before spitting it out on the fair white paper, but others were like running a writing marathon. And it was just a couple of minutes of my writing when the panel said: “Last 30 seconds left.” (ME : Whaaaaaaaaaat ??????)

The thing was - every batch was given 15 minutes for WAT. And ours was given only 10. So I, with my cursed knowledge, didn't catch that.

So WAT went horrible with just 2 short paragraphs.

STAGE 2: Group Discussion

GD: 10 minutes to think, pitch and summarize

Topic: Same as WAT!

It went pretty great, I pitched 4–5 times with good points, which were then carried on by the other members of the group.

STAGE 3: Personal Interview

I was second to be interviewed, so the only thing i saw was the 1st one coming out & saying :

“Bhai ye to grill kar rahe hai tagda” (They are grilling hard)

So there were 2 lady professors (Say P1 & P2)

P1: Have a seat.

P1: Tell me about yourself.

P2: What have you been doing after your graduation i.e. Since June 2017 ?

Me: Practising and learning Digital Marketing.

P1: From where? And what all you got to know there?

Told.

P1: Tell me something about Aditya . How does digital marketing exerts influence on me ?

Told. (Linked it with her smartphone, Laptop, etc. She seems convinced.)

P1: What if I was a farmer with no cellular device of any kind?

(Tried answering all possible solutions and they kept making the farmer with no touch to the digital world whatsoever.)

P2: Which subjects you fancy?

Me: Marketing majorly, but being a commerce student I have keen interest in subjects like accounting, micro and macro economics, taxation, etc.

P2: 7 P's of marketing ?

Told!

P1: You've heard of 5 forces right ?

Me: Yes Mom !

P1: Who proposed that theory?

Me: Michael Porter (After asking for some time to think it over)

P1: And what are those 5 forces?

Told.

P2: You've missed one ?

Me: Mam, I am positive I told all the 5 forces I knew. (Damn, I did!)

P2: What different books you have read on Marketing?

Me: On the Academic front I've read basic marketing books by T.N. Chhabra and other then these I read Made to Stick by Chip & Dan Heath.

P1: How can we measure the ad effectiveness ?

(Tried pitching the benefits of Digital Advertising which greatly improves measuring ad effectiveness.)

P2: What about measuring results around traditional marketing ?

(Told. They seemed unconvinced.)

P1: Have you heard of TRP ?

Me: Yes Mam.

P1: Explain it then.

(Did. It was up to their mark. Convinced)

P2: Okay. Tell us who are the top exporting partner countries of India ?

Me: Sorry Mam, but I am not very sure of my answer.

P2: It's okay, not a problem. That's all & you may leave for now.

Me: Thank you very much.

So, That was it. Second Interview of the season with a blown 1st interview at IIMs CAP. It went pretty smooth from my side. Of course, except WAT.

Result: Waitlisted

Interview and WAT Experience 21

Class X : 10 CGPA

Class XII : 96%

UG (BCom) : 79.xx%

CA

Work experience : 15 months in Audit in SRBC & CO LLP (a network firm of EY)

CAT : 98.72 percentile

WAT and GD topic- while green concerns are important, infrastructure projects should not be delayed because of them

Interview

P1 (looking at my profile): so you're a CA.. you had a job earning this much.. you want to do an MBA.. you're a silly boy... Why did you leave your job in December?

A: I was in the audit department. For us, January to May 15 is the busiest period because of Q3 and then year end. So it wouldn't have been possible for me to travel for interviews and prepare for them.

P1: okay. Have you passed the First Division in CA? Scored 60+%.

A: No sir. In CA, there's no such thing. just the first 50 students are given ranks.

P1 (to P2): a CA working in our institute was replaced because they recently found that we hire on CAs scoring 60% or more.

P1: so this school .. Where is it?

A: Ahmedabad sir.

P1: and this Ahmedabad University.. is it a private university?

A: yes sir.

P1: what is your score in CAT?

A: 98.57 %ile

P1: oh so you must have all the calls.

A: other than A and C all IIMs. XLRI SPJIMR.

P1: were you selected in SPJ?

A: No sir I'm on the waitlist.

P1: oh okay

P2: So tell me. In an M&A transaction, If the cost of an asset is ₹10 and I pay ₹15. What is the difference?

A: sir that is the goodwill.

P2: is the entire ₹5 goodwill?

A: as per Ind AS, assets are transferred at fair value and not the book value. So if the fair value of asset is 12, goodwill will only be ₹3.

P2: so what is goodwill?

A: it is basically the intangible economic benefits that the company would earn because of the acquisition.

P2: okay great. Every year , what do you do with the goodwill recognised in books?

A: as per IGAAP, you need to amortise it over a maximum of 10 years..management can determine a shorter life as well.. as per Ind AS, you need to test it for impairment every year.

P2: and over a period of time, will goodwill increase remain sane or decrease?

A: over a long period of time it will decrease. In very rare situations, goodwill shall increase in the first couple of years of acquisition. I can't exactly remember the situations but they're mentioned in the Ind AS.

P2: good. What is synergy?

A: on account of the merger or acquisition, the combined company will have an advantage that is greater than what they had before because of factors such as higher market share

P2: what is the term for the example that you gave?

A: I'm not sure

P2: it's fine .. take a guess.. you're a CA so I've asked..

A: operational synergy?

P2: operational synergy, cost synergy, revenue synergy

A: sir revenue synergy. Cost synergy is because of economies of scale.

P2: good. I'm done.

P1: you did your CA in Ahmedabad?

A: yes.

P1: where are your parents from?

A: Ahmedabad.

P1: they were born and brought up there?

A: Yes sir we've been Amdavadis for generations.

P1: okay Anay. Best of luck.

A: thank you

Verdict: Converted

Interview and WAT Experience 22

Cat - 99.71, 15 months equity research

Interview : 25 minutes

Female and male panelists

F : open your buttons and stay comfortable. What's your name

Me:. I told my name and it's pronunciation

M: what does it mean

Me: sir lord Shiva's brother - in - law was Mainak. My grandfather added a modern twist and named me. Mainak is a typical Bengali name

F: tell us 2 things that separates you from other candidates

Me: I tell about my structured approach and how it helps me in marathons and midcap equity research

M: you seem well prepared for the interview

F: so you are from Kolkata

Me: no ma'am I have always lived in Pune.

F; where in Pune

Me: I told them And she asks me whether I know where NIA and flame are. Told her that Nia is in baner balewadi and flame is on top of a hill.

F: You lived in Pune for so long and you haven't been here. So why do you work in this company and good engineering percentage

Me: mam I completed my engineering in 3 years and then told the story of why finance and Equity research

M: three years, iska degree farzi hai, immediately F says you earn this much and must be getting bonuses of 6 digit figures so MBA finance, what's the deal

Me: I smile and tell sir I am from Vit Vellore and my degree is legit as I did my final year project at JCB. Then explained mam the well defined why finance answer

F: okay so what else do you do, extracurriculars

Me: I teach children, trekking and run triathlons

M: what is so motivating about trekking, she loves trekking but I find it a waste of time

F: Which treks have you been to ?

Me: i answer M about exploring nature and watching birds and then tell F about my fort treks and Himalayan trek

F: how did u reach bhrigu and where is it?

M: You can't see birds in a sanctuary kya?

*Both bombard me at the same time

Me: told the trek route and told I prefer watching birds in their natural habitat

M: again why trekking , what does it do

Me: sir breaking my limits and moving ahead. Achieving new heights

M: okay so you say it's right to break limits, I jumped from first floor my friends jumped from second, we were fine should I jump from 3 to break my limit

Me: I tell that limits are internal and should have a set amount of parameters and my trekking I meant physical limits

M: okay so I put one finger in the plug socket and nothing happens, should I put the second and break my limits.

Me: I try to give an explanation regarding the legitimacy of limits and what should be the defined parameters

M: okay you seem so fit , yesterday mam and I went jogging at shivaji park, she ran 3 rounds and I ran 1.5

What's the reason and how to improve

Me: about to explain when F says since u wore wrong shoes

M gives me a math problem and keeps talking to me about weird situations like if I will take a girl with me for treks or a guy while I am thinking about the problem

M: tells me Kabhi mental gym bhi jao instead of your natural physical gym

Me: still thinking " sir where can I join such a gym"

M: one you are attending now and next you will attend at *MDI* (this point felt good in an otherwise stress PI)

Me: I smile and tell 2-3 ways for the sum but can't decode the stuff he wants

M: he tells me the solution and says you wanna ask something then ask otherwise interview is done

In between F comes in and says, what do you read

Me: mam I just get time to read balance sheets and company docs now

M: he is just a capitalist what will he read

M : you wanna ask something

Me: sir I wanted to know about the portfolio allocation of unnati

M: again finance, unnati is student run and MDI is famous because of it but we teachers don't put our money in it so u decide

Me: I tell yes sir it's the biggest student run fund

M: thank you we are done

Me: I smile thank them and leave

Verdict : Waitlisted

Interview and WAT Experience 23

Interview Date : 06th March, 2019.

Location : De Sovrani Hotel, Salt Lake, Kolkata.

Profile : Oracle DBA (TCS), Computer Science Engineer (WBUT)

GD and WAT were on the same topic. We had a GD followed by the WAY. The topic was "E-Learning can substitute classroom learning". There were 11 members in our panel (1 was absent). At times, the discussion was getting intense, but we managed to come out with a number of valid points. The GD lasted for 12 minutes. It was followed by a WAT for 10 minutes. I managed to write about both the sides, the pros and cons, and later justified them.

Next was PI. I was the 3rd in my panel. There were two panelists, one male (M) and the other female (F).

M : Tell me about yourself.

Me : Narrated my well prepared answer.

M : So, you are a computer science engineer. Tell me something about DNS ?

Me : Answered.

M : Tell me the difference between (DoH) and (DoT)

Me : I do not know, Sir. (M told about DNS over HTTPS and DNS over TLS). Told that I will definitely read about them.

M : Okay, your hobby is photography. What kind of photography do you prefer ?

Me : Nature and portraits, Sir.

M : Okay, so where do you click these photographs ? Tell me something about them.

Me : Told.

M : Okay, what is Mamata doing to bring more members of her party to the parliament ?

Me : (A bit confused). Told about a few specific things Mamata was doing in our state.

M : (Realizing I was beating around the bush), Okay, tell me what is Mamata doing, in general ?

Me : Told about the recent business summit in Kolkata, the investments, also highlighted a few schemes for women empowerment, education in general.

M : So, how do you decide whom to vote for ?

Me : Told about the promises made by the government, and that I compare the latest newspaper reports.

M : These newspaper reports are incorrect. They are manipulated by these parties for the upcoming elections. Any other sources ?

Me : Told me about the government websites. Also told them I referred to the RBI website for the annual budget facts and figures.

F : (Was quietly observing up till this point). Tell me some business news.

Me : Since I am a TATA employee, I told you about the recent news that a number of TATA companies would be brought under a few business units.

F : Why are they doing so ? Would this help ?

Me : Answered.

F : Okay, so do you think that the recent bank mergers would reduce the NPA problem in India ?

Me : (Took a minute to think about the facts), then answered this, also mentioned about the upcoming mergers.

F : What has SBI done to reduce the NPA problem ?

Me : Sir, SBI has also acquired a number of its associates.

F : Do you know what NPA problem is ?

Me : Answered with the facts and figures.

F : So, the government is providing a lot of subsidies to farmers. This is causing the NPA problem, right ?

Me : Quoted Raghuram Rajan and mentioned that these would aggravate the problem. But, mentioned the root cause of the problems as the bad loans that have been offered to subprime customers. Gave an example of IL&FS scam.

F : Who are subprime customers ?

Me : Answered. Also referred to the housing loan crisis in 2008 where loans were offered to subprime customers.

M : So, IL&FS is a banking company ?

Me : No Sir, it is an infrastructure development firm.

M : Okay, so what other calls do you have ?

Me : Answered.

M: Thanks.

Me : Thanks a lot.

Verdict : Rejected

Interview and WAT Experience 24

Date: 15-02-2018.

Before I delve into my experience, a little background on me :

10th - 9.2 CGPA (87.4%)

12th - 93.6

B.E. Instrumentation and Control (NSIT) - 67.7%

CAT 2017 - 99.76%

Work Experience - Associate at Axtia (~19 months into the job at the time of appearing for the interview)

The process started with document verification and then we were allotted our panels.

The panelists in my case were 2 middle aged profs (1 male, P1 and 1 female, L1).

We were taken to a room for the WAT and GD process. (There were 10 people in my group)

WAT : Are digital payments secure enough for the Indian economy to go completely cashless?

GD : Everyone got a chance to speak and it played a big role in everyone's interview.

Few points before I share my PI experience:

The issue of policy making was raised and I mentioned Basel norms to indicate that policies exist (Yes we deviated a bit from the topic for a brief period of time)

I also mentioned the problem of Double Spending in the online transactions (The rise of crypto currencies as well)

Towards the end of the GD all of us were asked to summarise the discussion by the panelists and I concluded that after the discussion I have reconsidered my views and I feel there are still a few challenges which needs to be addressed before we can go completely cashless (I had concluded completely opposite in my WAY).

PI:

P1 - Briefly tell us about yourself.

Ans - Gave the prepared answer.

L1 - What made you change your opinion after the discussion?

Ans - (I was 3rd to be called in for the interview so I was prepared for explaining my stand in the GD) My answer revolved around the points which other's put forward and how that made me re-consider some aspects to that Indian economy to reach this conclusion.

P1 - (While nodding to my previous answer) You mentioned Basel Norms during the discussion, What do you know about it?

Ans - (This was like a dream come true) I was prepared with the answer. Explained the history, idea behind it and India's compliance goal.

P1 - What do you mean by CAR?

Ans - Told them about Capital Adequacy Ratio and its relation to the Basel Norms.

P1 - Ok, suppose you are the decision maker of a company and you have to make a decision based on the current macroeconomic trends, what will you do ?

Ans - (This was an open ended question where I was allowed to choose my own variables, exactly the kind of question i like) Although it's very difficult to answer as I am not very well versed with macro economics but I can take a small example of RBI increasing the Repo rate (in vacuum). If that happens, I will put a hold on the recruitment process.

P1 - Explain.

Ans - Increased repo rate indicates that the government wants to take the money away from the economy which means that the cost of lending will increase. This will result in less development initiatives taken up by firms and may result in less business than the company projected for this year. As the recruitment is done based on the projection, I will probably put a hold on that process.

P1 and L1 nodded.

L1 - So, you must be planning to take up financial jobs post MBA?

Ans - No ma'am, I am interested in Strategy and will probably look for a job in that area (In the hindsight, I should have gone with the finance story as my whole interview was based on it)

They asked me if I had any questions for them and that was it.

Verdict : Converted :)

Interview and WAT Experience 25

CAT OA % : 98.95, V - 99.3, DI/LR - 98.7, QA - 92.13.

Profile

X - 84.57 (ICSE)

XII - 93.3 (AP BIE)

Undergrad Major - 7.24 (BITS - Pilani)

Work-Ex - 19 Months

Sector - BI & A Consultancy

Venue - Pai Viceroy Hotel, Bangalore

Slot - 9 Am, 14th March, 2016.

WAT Topic - Certainty of Justice can curb crime more effectively than severity of punishment.

(I was clueless in the beginning but managed to give write a brief intro and a small example to prove my stance)

We had a 15 minute WAT followed by a 15 minute GD. GD didn't go that well, we didn't introduce the topic well nor did we conclude well in the 15 minutes allotted to us.

PI Details -

2 Male Panelists, one in his 50's [P1] another in his early 40's [P2] (going by the looks, of course looks could be deceptive)

P1 : Let's have a rapid fire, Who is Rajat Gupta?

Me - Answered, mentioned he was in the news for his "Insider Trading" charges

P1 - When I ask the next question, assume the previous question has ended. What is Insider Trading?

Me - Answered

P1 - Mallya is a lot in the news, for some defaulting chargers...

Me - (interrupted the middle)....for being a Willful Defaulter.

P1 - What are the consequences of being a wilful defaulter?

Me - Told.

P1 - (Saw my certificated and asked) So you did a certification in Commercial Banking in India, What did you learn in that?

Me - RBI as Regulatory body etc etc.

P1 - What are NPA's

Me - Explained.

Interview was going well till now.. The panel thought I was getting too comfortable probably, they moved on to my transcripts. I did a dual degree from BITS - Pilani, he exclaimed, people usually do MBA after B.E, you did a [M.Sc](#) after B.E.

Me - (Started explaining, why I chose a dual degree)... P1 cuts me in the middle and asks "What are you answering that for?, Did I ask you anything, If you answer anything you want I will assume you are like RG."

Me - I said "I was reasoning why I took a [M.Sc](#) after B.E..."

P1 - If you want to talk whatever you want you are free to talk , you have 10 minutes I will listen to you and the interview will get over, up to you.

Me - Sorry sir, I was explaining why I took an [M.Sc](#)

P1 - You don't have to be. So you did [M.Sc](#) in Mathematics, what topics did you have?

Me - Topology, Algebra, Real Analysis, Functional Analysis...

P1 - (Cuts me in the middle) ..What is Fermat's Theorem?

Me - Sorry sir, I can't recollect.

P1 - okk, what did you learn in Topology?

Me - Learnt about Real Spaces and calculating different measures in Real Spaces.

P1 - He took my case here, he asked what are imaginary spaces, asked me to explain, (I told they can be represented with an equation, but I can't think of any real life example)

P1 - What are Prime Numbers, sorry, everyone knows what they are, tell me its applications in Computer Science.

Me - Not sure sir, I can't recollect its applications.

P1 - What is Boolean Algebra?

Me - Boolean is binary values, like a 0 or 1, but... I can't recollect what boolean algebra exactly is.

P1 - ok, why do they use the Binary system, why not any other system?

Me - explained.

Had a discussion about GD and my "hand movement" in the GD, this discussion happened for a full 2 minutes (they were 2 very stressful minutes).

P2 - So you are an analyst, why do they take 95% confidence level in analytics, why not any other value?

Me - Told I don't know that as I do the BI part and not the BA part. A discussion on what is the difference between BI and BA happened for 1 minute.

P2 - You may go.

The interview ended abruptly after 10 minutes. It started off well, but went out of my hands once the panel brought in my Math subjects.

Verdict : Rejected

Interview and WAT Experience 26

Date:- 8 th march 2018 mdi gurgaon).

Profile- fresher food technology

Cat-96

The proceedings started with the document verification. It was the quickest verification comparing all my interviews.

Then we were distributed in panels. I was 2nd in my panel.

Then came the war with the topic "we need more entrepreneurs than managers" . I wrote about how our resources are going depleted and we need out of the box thinking and risk taking ability to make the most of what we have. Also mentioned the employment entrepreneur generates. I ended with the fact that both managers and entrepreneurs need to be in a symbiotic relationship for betterment of society and business (gave an example that the very definitions of these terms supplement each other as entrepreneurs have risk taking ability and manager takes a calculative decision).

Then came the gd which got quite messy sometimes ,but i pitched in with the above points and some stats.

NOW PI :- two panelists M and F (M in his 30s F in her 50s).

M:- why food technology?

Me:- told about how i got the national talent scholarship from icar and my parents thinking it was a big deal so i took admission. Didn't have much interest at first that is evident from my marks but after sometime I got interested and then did a project in 3rd regarding selling whey based beverages in kisan mela and how it made me want to learn about marketing more.

M:- what did u learn from the project? Told (he was convinced).

M:- asked me how could you have marketed the product better. I told him that we could have marketed it as lime water fortified with milk proteins. He was smiling all the way.

M :- what other calls (told)

M:- ahmedabad and lucknow are good for you. I told the fact that I have not converted any and just going through interviews and if I convert iima would surely join it.

M:- what about placements?

Me:- I didn't sit for any because I don't want to work just for the sake of experience.

F:- (she was quite till now) what kind of work would you like to do?

Me:- would really like to work in an agriculture start up or in an co operative like amul.then she asked me some facts about amul which i told with some stats as well she looked convinced.

M:- asked my fav subject and some questions regarding that

Verdict : Rejected

Interview and WAT Experience 27

CAT Percentile - 98.75 and General Male Engineer

Academics - 91.2 | 94.6 | 8.48

Work Experience - 3 months at OYO rooms and currently working as a Business Analyst at another startup

5 months of work experience at the time of the interview

Mumbai - 25th March 2019 - Afternoon slot

Two Male Panelists - P1 and P2

Entered the room. Exchange pleasantries.

P1 - So, you have applied for only PGPM. What's your CAT percentile?

Me - 98.75

P1 - 98. You must have some other calls as well.

Me - Said

P1 - Ok, You field of work is IT right?

Me - In Analytics

P1 - Ok, so tell me how data analytics will help a new startup approach investors.

Me - Gave an example of web scraping <http://Angellist.com> and how one can find out what investors are investing in a particular type of startup.

P1 - Well, I am looking for a more relevant answer. Some other data analysts might use the same approach as yours. Anyway, how is your current job different from your previous one?

Me - Explained my work at OYO and at my current company in detail.

P1 - Okay. How do you think Data analytics helps in the Auto industry?

Me - Explained how Uber and Ola use data analytics to retarget its users and identify what offers to give.

P1 - Who do you think will win - Uber or Ola?

Me - Said it's difficult to predict. The competition is fierce and that Uber is a global company which has competition from Lyft with both the companies going for IPO. Also added that Karnataka imposed a ban and then revoked it.

P2 - How will the car manufactures be affected? Will people stop buying cars?

Me - Said in metro cities, people have actually started to prefer cabs due to traffic and don't look for buying cars.

P1 - You are working in analytics then why do you want to leave this industry and do an MBA?

Me - Said I don't want to leave analytics. I want to use analytics and the things I learn about the management field together. Said how it is important for managers these days to understand the importance of analytics.

P1 looked satisfied and asked P2 to ask questions now.

P2 - How is Data warehouse and database different?

Me - Started to explain. Said Data warehouse is a bigger picture. The amount of data is huge. In GB.

P2 - So, what is the limit?

Me - Started to answer

P2 -And Bigger picture of what? Ok, The mobile phone you have, what is the internal storage and what is the google drive?

Me - Said internal storage is a database and google drive is cloud storage.

P2 - What is a cloud?

Me - Said that one doesn't have to actually have the infrastructure in case of a cloud. Gave an example of Amazon.

P2: - So, your current profile is Business Analyst, right?

Me - Yes sir

P2 - But what do you actually do?

Me - Gave an example of the current analysis that I was doing and explained it in detail. He asked about what the action plan will be. I explained how we have already started taking actions and told him in detail.

P2 - So, this is a startup, right?

Me - Yes sir

P2 - If I want to invest in it, should I do it?

Me - Yes sir, It's doing very well.

He was waiting for me to say this and jumped to grill me

P2 - How do I or any investor know if the startup is doing well?

Me - Said investors look at EBITDA.

P2 - Oh, you know EBITDA.

Before I could answer

P1 - What is market capitalization?

Me - Defined it

P1 looked satisfied

P1 - What is diluted market capitalization then?

Me - Said I don't know much about it.

P1 and P2 - Okay. Thank you.

VERDICT - WAITLISTED

Interview and WAT Experience 28

X/XII/grad: 96.55/82.67/6.86

CAT 18: 98.12 overall (all sectionals > 90)

Workex: 15 months as a GET in an Indian pharma MNC then 8 months as a derivatives trader in a prop trading firm

Overall inclination towards Finance and then Ops

WAT and GD: Only voters and not the political parties are responsible for the criminalization of politics.

My WAT was pretty average; threw in a Bhagwad Geeta quote as a primer; said poor people are gullible and the political parties feed on them; the more well-off myopic people sell their votes to the highest bidder and the more pragmatic of the lot have to choose the best of the worst rather than someone they actually like; expanded on these lines.

Started the GD; i guess this has extra points but then i also think this topic didn't have many points to discuss so IMHO the first mover advantage was a home run.

PI started off by the panelist asking me what stream of engineering i did; I'm done with core engineering for good and don't wanna go in that space again so i quickly pointed it out that my last job was in the financial markets and i intend to work in this space (I guess MDI is very considerate in this regard as the panelists do not show contempt if you want to change your field after having done engineering); also fortunately for me the other panelist was a finance professor specializing in quant finance (after the WAT i went through the faculty section on MDI website to check if there was any finance professor in the panel)

The next questions were mostly knowledge based questions regarding markets asked by the non-Finance prof; which company has 2 stocks in NIFTY50 index; which is better BSE or NSE; what is poison pill; who is SEBI head; honestly i don't think these questions had too much bearing on the interview as i didn't give straight answers to all questions but an insight is important; as in for the 2 stocks in NIFTY50 question, i said, not 100 percent sure but if i were to guess, I'd say one of HDFC, Reliance or Aditya Birla group; in short, "blank nahi chodna, thodi chul karke jaana".

Then the finance professor asked me questions on what my role at the prop firm was; what all we traded; what is initial and maintenance margin; how margin is calculated for futures contract; what're the prime drivers in the oil market right now; types of crude oil; where does India buy crude from; why was US so interested in the developments in Venezuela; one question on what is sustainable management and what was the equivalent of it in the pharma firm i worked in.

Verdict: PGPIM convert; upgraded to PGPM in first updated list

Interview and WAT Experience 29

CAT OA Score:98.8

X: 83

XII:91

Undergrad Major – GPA/%age:71

GD Details:

Topic:

Number of People present: role of indigenous leaders in UP elections

Time: 10 min

Brief Snapshot of Discussion: time was insufficient. entered a couple of times. might have done better. performance okayish

Other Salient Details: every1 asked to summarise.

PI Details:

PI got progressively shorter. Started from 20 mins and was down to 8 mins by the time I went in.

Panel Members Intro: 1 prof from MDI and one from IIMB

Questions:

1. What is this company you are working in and what is the market space?
2. Competitors? Number of people in India centre? Maturity of Indian market in this space.
3. You are making good money now. Y MBA now?
4. You are focused and know what you want to do. How can MDI help you?
5. Some more qs on my resume and family background.

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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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