



CATKing NMIMS

GD PI Workbook

Congrats for NMIMS Call. How to use this workbook!

This is a consolidation of **32 NMIMS, CD PI Experiences**. These are consolidated from various online sources.

NMIMS CD* PI happens in Bangalore / Hyderabad / Mumbai.

Candidate Profile is also given in most cases, for you to understand the Personal Interview 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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1) Interview and WAT Experience–1

Date: 19/02/2021

Time: 9:40 pm

Duration: 15-20 minutes

Panelist: 2 female(f), 1 male(m)

f: xx, your sop is the most eye-catching one, what's the dynamic equalization & how it will change everything?

Me: since college I had inclination towards music but I faced the problem that sounds are not always balanced, talked about problems I faced and how I got the idea

f: tell me quickly how will you solve the problems, will ml going to help you in this, what technologies will help you and please demonstrate how it will be working practically?

me:

[wasn't expecting array of questions]

I told her how I practically created slacks of pieces of my favorite music artist illenium on the mixer track and linked it up to the master track, judged the waveform at every instance and created a preset.

told her ml will definitely help

(To be very honest they were not interested, it was 10 pm and they were tired & that killed my confidence in between)

f: okay xx, why hr?

me: told her how i loved to manage people & going to continue it.

f: okay xx, tell me the sub branches of HR?

me: ma'am what exactly do you mean by sub branches of HR

do you mean specialization like HR analysts?

f: nah, just tell me about all the roles of HR

me: talent acquisi- - -

f: apart from generic roles

me: keep a check on payroll & check out for any disciplinary action in case of any harassment on any employee.

f: okay XX, I am done

f*: tell me the happiest country in the world?

me: if I have to choose between two, I'll go for either Finland & Denmark

f*: wrong! it's Bhutan

f*: tell me how will you create happiness in the workplace

me: I'll be kind with everyone, I'll be honest with my colleagues and that will create an environment of trust, I'll motivate my team in the time of trouble.

(It was unexpected question, and I was tired too, so I kind of fumbled in between)

f*: over to you sir

m: tell me top 2 college for HR in India
me: xlri, Jamshedpur & tiss, Mumbai
m: what Mumbai university?
me: no sir, tata institute of social science
m: did you convert any one of those?
me: nope, tissnet is tomorrow but I might not be appearing.
m: okay xx, we're done
you can leave.

2) Interview and WAT Experience–2

3 panelists 2f, 1m
nmat score: 256, acads: 95/84/78, workex: 18 months, gem.

f1: tell me about your work.

f1: tell me about the projects that you have worked on.

f1: do you read newspapers?

f1: let me tell you about the 2008 crisis and covid crisis. it was explained to me. now compare between the two in terms of Indian economy and how can India combat the current crisis.

f1: do you like reading? tell me about what you read recently.

f2: let me take the covid crisis ahead, what do you think has been its impact on India?

f2: why is Sensex on the rise even during the slowdown.

f2: what is your view on bitcoin?

f2: as you mentioned Elon musk, what do you feel about ev in India? will it be successful?

f2: how should India go about ev and driverless vehicles?

m1: coming back to your work experience, give me one incident where you feel you contributed the most to the organization.

m2: if you face a problem where your team member needs to go on leave, how will you handle it as a manager?

m2: give me one positive and negative trait of your manager.

thank you for participating in this process and good luck.

overall experience: the 2 panelists were friendly but sir had a poker face throughout. I could answer almost all the questions. I had a work ex in it and an electrical background so all the questions made sense to me.

3) Interview and WAT Experience–3

20th feb, 8.30 am

Wat- it is a standard practice accepted by all of us that at airports we will no longer carry liquids in our personal baggage; even small implements and things we took for granted like the cigarette lighter and pins are now a no-no on flights. we have graduated into accepting body searches, and at some airports removal of our belts and shoes, retina scans, and sometimes, whole-body imaging. all this is done in the name of safety and security. whole-body imaging, critics say, is a virtual “strip search” and recent attempts with innovative ways to carry explosives in clothing have directed more attention to travelers of specific nationalities. this privacy intrusion in the name of security is not acceptable under the garb of security improvement and the privacy and dignity of people should not be violated and discriminated against.

PI:10 mins

m1:

how was your morning? how is it different?

what is your daily routine?

tell us about yourself, hobbies, family background, city in 1 min

what subjects do you like?

college?

school?

I said math for school (m1 gave a big smile. he was waiting for me to say math). then gave me a situation where I had 100 1\$ coins to be distributed in 100 bags. you have 100 \$, now distribute it in 7 bags. how would you create combinations ranging from 0-100 using these 107 bags? gave me 30 seconds to solve, still couldn't.

what sports did you play?

what did you do?

best performance?

did you get placed in college? why didn't you take?

f1:

which school?

where is it?

one thing that you will provide to your team players?

work ex.

how is Kolkata different from Delhi culturally?

m2:

hobbies?

done. panelists were friendly.

4) Interview and WAT Experience–4

22/02/21- morning 8:30 slot

nmat: 253

acads: 86/72/7.4

work ex: 22 months in market research.

p1:

q. nice sop, did you write yourself?

q. are you following any current affairs?

q. what is happening in Australia?

q. what would you do if you were the media outlet and the death of the newspaper is evident? how will you consult them?

q. what is differentiation and what sets you different from others?

q. why do you want to do marketing?

q. how does it relate to your job?

q. what will you bring to the table for nmims?

p2:

q. that's a nice set of headphones you are wearing. sell them to me?

q. do you like to work from home or do you like to work in the field?

q. what software's or tools do you use for market analysis?

p3:

q. do you know about sustainability? explain it to me in an easy way.

q. what would be more sustainable? work from home or work from the field?
and a long discussion followed.

q. have you read the book written by a person known as the fourth generation or something like that?
thank you.

5) Interview and WAT Experience–5

NMAT 2016 SCORE: 211(96 %ile)

Venue: NMIMS

Date: 10.02.2017

Profile: Aggregate X ICSE (91%)

XII ISC (87.17%),

Graduation (up to 5th semester): 78.90% |

X (Best 4): 94.5%,

XII (Best 4): 91%

Extra-curriculars: President of the Commerce Department of my college (2016–17), Secretary of Commerce Department (2015–16), Student Event Coordinator of Entrepreneurship Awareness Drive(EAD) 2016 held in collaboration with IIT-Kharagpur, Chat with A Diplomat 2016, National Seminar 2016–17 and 2015–16.

Won the Best Individual Award in the case study competition(SRCC Marketing Summit), Completed Garde 3 of Communication Skills Course, which is a certified program of Trinity College(London).

Moving on to Round 1....

CASE DISCUSSION

1. CASE TOPIC: Topic was related to the competition between Patanjali and Hindustan Unilever Ltd. I don't remember it word-by-word. But I'll mention some key statements. Patanjali is posing stiff competition to Hindustan Unilever in the FMCG Sector. Patanjali has become a Rs. 5000 crore company within a decade. Although still small compared with HUL's Rs.30000 crore plus revenue but it is threatening HUL's dominance in the consumer products market. Hindustan Unilever launched Ayush in 2001 as a premium brand of ayurvedic products but lost momentum by 2007. Now, Patanjali by selling ayurvedic products has been successful in capturing this market. HUL has now decided to again come out in the market with ayurvedic products.

You are a Marketing & Sales Manager of HUL. You have to decide whether to relaunch Ayush or come up with a new brand. You also need to decide the marketing strategy to counter the threat of Patanjali in the FMCG-sector.

2. Time Given: 5 minutes for reading the topic and 15 minutes for discussion. After 12 minutes of discussion, students were informed by the panelists that 3 minutes were remaining for the discussion.

3. Size of the group: 12(11 boys and 1 girl).10 members in the group had work experience and 2(including me) were freshers.

4. Number of Panelists: 3 men (2 were in the age group of 55+ while the third one was in the mid-40s.)

5. Other Key Observations: All the candidates were assigned chair numbers for the Case Discussion. No changes were henceforth allowed in the sitting arrangement.

I was the first person to speak. After having given the introduction, I added one strong point to the discussion. Our group discussion was comparatively peaceful as compared to other groups. After the initial turbulence, more or less people allowed each other to say and also gave due opportunities to the people with soft voices (I remember the moment when the entire group got silent to allow 1 guy to speak who gave his first statement at the 9th or 10th minute of the discussion owing to his soft voice). When we were informed that only 3 minutes were left, 3-4 people started shouting. I requested the group to focus on giving concluding remarks rather than prolonging the discussion. I was candidate no. 3. So, I gave an idea of beginning with the opposite side that is, from candidate no. 12. Fortunately, the entire group agreed readily. All candidates came up with 2-3 concluding statements without a single interruption by any other candidate. The interesting part is that as of now, I have got to know that 3 of my group members are selected.

This is where the CD was held. We were made to sit in the second row, where 12 chairs were arranged.

Within 5 minutes of completion of the Case Discussion Round, the first 4 candidates of my group of 12 were asked to go to another room for the Personal Interview. I was candidate number 3 thus, even I was asked to get ready for my PI soon after the Case Discussion.

Round 2.....

PERSONAL INTERVIEW

1. Number of Panelists: 3(2 men and 1 woman)
2. Time Duration: 20–25 minutes
3. Personal Experience:

PS: From now onwards, P1 refers to the male interviewer(young), P2 refers to the 2nd male interviewer (Comparatively older) and P3 refers to the lady.

Chapter 1: Entrance and a bit of bantering

Me: Please may I come in?

P1: Yes Mr.Johar you may.

Me: Thank you, Sir.

(After reaching near the chair, I wished all of them, hoping that they would ask me to take a seat! But that wasn't to happen.)

I was still standing...

P2: So Mr.Johar, are you a relative of Mr. Karan Johar?

Me: Sorry sir, I fear the answer is no(with a broad smile on my face). I just share my surname with him. (They too were in a great mood).

P1: (Looking towards P2) Anyways, who would like to associate himself with Mr.Johar. Then he looked towards me, checking out my reaction. I still had a measured smile on my face. (The only reason they asked this question was to check how I handle a bit of bantering regarding my surname. Many candidates are over emotional regarding these things and tend to overreact.)

Chapter 2: I finally sat down!!!

PS: The first question was not "Tell me about yourself".

P3: Tell us something about the Chat with a Diplomat session since you have mentioned it in your SOP.

Me: I was comfortable speaking about it. I gave the full details like the name of the diplomat(Mark Azua), the purpose of this event and why was it worth mentioning in my SOP.

P3: Can you give me the profile of the diplomat?

Me: I was the one who introduced Mr. Mark Azua on the day of the event. So, I remembered some 8–9 statements which ultimately proved enough!

P1: Rohan, you are the president of the commerce association, right?

Me: Yes.

P1: What's the difference that you see in yourself after joining college. How has Delhi changed you(since you are from a small town-Jamshedpur).

Me: I spoke on it for around 2–3 minutes. Reiterated all the work I had done in college so far and what have those responsibilities taught me.

Chapter 3: Moved on to the academics.

P2: Name the subjects that you have studied in your 5 semesters so far.

Me: Did what was asked- Hardly had I named some 10–12 subjects out of the 20 that I had studied so far when I was interrupted.

P2: In which subject are you doing a major?

Me: In DU we don't have a major and a minor. We study around 22–24 different subjects in our 6 semesters.

P1: Which is your favorite subject?

Me: Economics! (I was waiting for this question to be asked. Economics happens to be my favorite subject and I had also prepared for it thoroughly.)

Chapter 4: Economics Saga

P1: What is Keynesian Theory? Explain in brief. Also tell us about its origin.

Me: Spoke on it for a couple of minutes including its introduction in context of "The Great Depression" (This question was mentioned many times in the PI material provided by TIME. This same question was asked of me in my Mock PI.)

P3: What's your take on Demonetization?

Me: I gave points for and against, but ended up saying that due to bad preparation, there were no fruitful gains because 97-98% currency was back in the banks. So, the expectation of the government to receive windfall gains from RBI in the form of dividend wasn't to be a reality! And that only 0.002% of the total fake currency is used in terrorism. So, it wasn't worth if you compare it with the cost that the rural economy and the informal cash-based economy suffered.

P3: Good!

P2: Why is demand curve downward sloping? Also give exceptions to this case.

Me: There were 4-5 points in my mind. (As soon as I started explaining my 3rd point, I was stopped.)

P2: What are the 4 Ms of money.

Me: Explained M1, M2, M3 and M4.

Chapter 5: My interests.

P1: Tell us about your interests.

Me: I told them that I read newspapers every day and love solving sudokus.

P1: Which are the newspapers do you read?

Me: TOI and The Economist (on my mobile via their apps), The Huffington Post, Bloomberg, The Nikkei Asian Review, The Financial Times, The Wall Street Journal (on Facebook).

P3: Which section of the newspaper do you love reading the most?

Me: Politics, finance and international news.

P1: Name the 5 states where elections are being held soon.

Me: UP, Manipur, Goa, Punjab and Uttarakhand.

P2: Who is the CM of Manipur?

Me: Okrom Ibobi Singh

P2: Something happened in Lok Sabha some 2-3 days before. A lot of ruckus was created because of that incident. Could you tell us what happened?

Me: This incident was about Narendra Modi's "RAINCOAT" statement regarding Manmohan Singh. I was well aware of that incident.

P2: According to you, was that statement justified against an economist who saved the country during 1991 crisis?

Me: In my opinion, Mr. Singh has done a fantastic job as an economist. No one can disagree with this statement. But we need to also recall his tenure as a prime minister where he has more or less failed to lead his team from the front. This statement of the PM should be analysed from that point of view. And anyways, if Leader of Opposition. Mallikarjun Kharge can strike at the PM with a dog analogy, I don't think this "RAINCOAT" statement of the PM against an ex-PM is humiliating.

P1: You have mentioned in your SOP that you have won the case-study event in SRCC, Delhi. It seems you are good at case-studies. How was the case discussion here?

Me: It was an interesting experience. It was comparatively less noisy than what I had anticipated.

Chapter 6: The Conclusion!

P3: Why do you want to do MBA?

Me: Various subjects were taught to us in our bachelors program where we obtained some elementary knowledge of them. The focus on the theoretical aspect of the subjects helped me develop a reasonable understanding of the concepts and theories and fascinated me to explore the practical intricacies of them ambitiously. My primary objective of doing MBA is to put myself under rigorous training and acquire analytical, logical and problem-solving skills, thus helping me grow as a manager and also make my organization and society better. Business Intelligence will help me gain proficiency in a wide variety of programmed like Marketing, Finance, Strategy, Operations, etc.

P1: Which specialization would you prefer opting for? Why?

Me: I had studied Science up to Standard 10. Infact, I was very good at those subjects. I was also a core member of the Science Club of my school. Even after having a score of 94% in my Best-4 subjects, I shifted to the commerce stream owing to my then fast-growing interest in the finance and economic concepts. In Std.9 and 10, I watched CNBC TV18 at a regular basis. The analysis and reasoning of the experts on the channel really garnered my attention. This led to my decision of opting for commerce stream back then. Thus, I would love to opt for MBA in Finance otherwise the very basic purpose of choosing this stream would be nullified.

P1: Last question, where does NMIMS fit in your career path?

Me: I firmly believe that NMIMS with an astral faculty, a dynamic peer group and illustrious alumni-network, will certainly be a stepping-stone and provide me with a competitive advantage in my pursuit of a career in management (This was a well-prepared answer).

P3 (the lady): Don't go out and tell your friends that the panelists were in a lighter mood, thus chances are that you'll get selected. If we joked a bit with you in the beginning, that doesn't mean you'll be selected.

Me: (With a smile on my face) "Yaa, Sure ma'am. Thank you"

Verdict: Converted

6) Interview and WAT Experience-6

Date: 6th Feb 2018, 9am

Venue: NMIMS Mumbai "campus"

NMAT: 210 (94 %ile) (The setback)

Profile

X: 94%, XII: 92%, Undergrad: 70.1% (B.tech Mechanical)

Work Ex: 6 months at market research firm (at that time)

Course: MBA core

Case discussion: Topic- A farmer couldn't pay the bank the loan back and the bank chose to publicly shame him. He committed suicide because of this. Was it fair on the bank's part to do this?

Overall, a peaceful discussion, didn't really turn into a debate. I felt as a group we were very good and discussed the pros and cons very well. Very smooth conclusion and excellent people in the group. Group rating- 9/10, Personal rating- 8/10

Personal interview-

2 females (P1, P2) and 1 male (P3) I was the first one to go in

P1: Good morning Srinjoy, what a lovely name! what does it mean?

Me: It means humble ma'am. (Stuttered a bit)

P1: Are you nervous? (laughs)

Me: Yes ma'am.. this is my first interview (2nd actually)

P2: Don't worry, we're friendly people.

Me: Yes ma'am.. let's continue (a bit too assertive)

P2: In your SOP you mentioned an MBA would help you fulfill your potential.. what is your true potential?

Me: Ma'am I think my true potential is something that has been untapped. All my life I have studied science because I thought that's what people do after being academically good. I had confused good marks with interest. While in college my true potential was never realized and that's when I realized it will continue to be so unless I do something that interests me not something I'm good at.. and this is where my love for marketing comes into play. I want to make a difference in the world by being in the marketing strategy team for an FMCG company.. (Cut off)

P3: Why FMCG?

Me: Sir because those are the companies which affect people's lives the most. In this room you have a sanitizer.. Dettol right? Reckitt-Benckiser! The drink you're having.. PepsiCo! No other sector touches as

many lives as FMCG does and that's the reason why I want to be in this sector and particularly in marketing because of the number of lives I believe I can enrich.

P2: Okay, but NMIMS doesn't get too many FMCG companies.. I'm warning you (wry smile)

Me: Oh, that's okay.. I have done my research.. less in NMIMS means 10 companies for FMCG that is a lot! (That was a bluff.. 6 at max)

P3: So, you researched? You seem to be in a lot of research related fields.. market research, mechanical engineering research papers.. why are you sitting here man? Go to IISc Bangalore!! :D

Me: (Reiterated a few of my points as to why MBA in marketing, but by now I had gotten rattled)

P2: So, you follow any sport?

Me: Yes ma'am my favorite sport is football and I also box.

P2: Have you been in any boxing competition?

Me: Yes ma'am I participated in the Karnataka district boxing tournament of 2017 and received a silver medal there.

P2: Interesting.. which is your favorite football team?

Me: Brazil internationally and Manchester United in the club format

P3: United's manager?

Me: Jose Mourinho

P1: If Jose Mourinho was to study in NMIMS what branch would he study and why?

Me: Human resource management and gave the explanation

P1: Okay, what is CPEC (China Pakistan economic corridor)?

Me: Told the specifics.

P3: What is the capital of the following countries?- Brazil, England, Spain, Germany, Egypt and Russia?

Me: Brasilia, London, Madrid, Berlin, Cairo, Moscow

P3: Any similarities between the countries?

Me: (after 15 seconds) they've all qualified for the FIFA world cup this time!!

P3: Not the answer I was looking for but good thinking! You may go now.. Thank you ☺

Me: Thank you all and have a nice day!

Post interview feeling: Great CD, decent PI but actual borderline score (210 was the cutoff this time) .

Touch and go stuff if selected.

VERDICT- Reject

7) Interview and WAT Experience-7

Venue: NMIMS Mumbai campus

Interview date: 06-02-2018

Profile

10th; 89.85, 12th: 88.62, Grad: 74.30

Work ex: 2 years in LPG bottling plant

that day, I had an interview for MBA Core in morning slot and for MBA HR in afternoon slot. I do not remember the questions distinctly, but I am sharing the experience of the morning interview here, regarding HR interview I can only say that I was not prepared, hungry and somewhat tired after completing the MBA Core process, so just scraped my way through the HR process.

Before beginning the selection process, we were assembled in 2 lecture halls wrt the group numbers assigned to each candidate, there the staff members asked for original ID proof and NMAT scorecard/call letter. No other verification done. Document verification is done once candidate gets selected for admission and he/she goes to college to pay the fees and secure the admission. One professor arrived and explained to us the selection process. He also mentioned the weightage of each of the evaluation parameters, NMAT score weightage was 70%.

Interestingly, he asked us to make sure that we do not carry NMAT scorecard while going for the PI, and told us specifically to not disclose our score even if the interview panel asks us. He said that this is to be followed to ensure that the NMAT score does not become a factor to evaluate a candidate during his/her PI.

Personally, I was glad with this system, not only because the PI evaluation becomes more objective, but also because now the panel may not ask me regarding other calls or priority and unnecessarily grill me on those questions! Anyways, after this announcement, we were directed for case discussion to different rooms wrt the assigned group number.

Case discussion (CD): Topic- A farmer couldn't pay the bank the loan back and the bank chose to publicly shame him. He committed suicide because of this. Was it fair on the bank's part to do this?

Only 15 minutes for discussion among a group of 12 members, candidates were cutting each other's sentences sometimes, but overall, everyone got a chance to speak and the group performance was okay. I pitched in 4 times.

I was 8th among the panel of 12 candidates, so there was a gap of around 2 hours between CD and PI.

We were sent back to the previous lecture hall and asked us to wait there till our chance came for PI.

Now, this was my first B-School interview, and I have heard the instances that sometimes, even candidates with NMAT score of 240, 245, etc. were getting rejected. I was reasonably sure that I will get selected eventually, at least for MBA Core program, because of my good NMAT score and the tendency of NMIMS Mumbai to select the candidates with work experience over freshers. But still, I was quite nervous. Every candidate till 5th number were giving the similar feedback. "Chill hai!" I felt a little more positive due to such feedback. I was called to wait outside the PI room when 6th candidate's PI was going on. The feedback of 6th candidate threw me back to nervous state, when he came out shocked and disappointed and told that his was a stress interview. I feared that the PI panel may try to finish off the remaining 6 interviews in this fashion as they have got tired, restless and hungry, as it was already past 12 PM. But the 6th candidate's experience was one-off. The candidate before me had a friendly interview. So, with little tentativeness but high hopes, I went inside the room when called.

3 panel members: P1, P2,P3 (left to right)

P1: middle aged lady

P2: around 50 years old gentleman

P3: middle aged gentleman

M: Me

Don't know if any of them were alumni.

Upon my entering, I first greeted the Madam and then the Sirs, they greeted me with a smile and offered me to sit.

P2: So Viraj, you're from Gujarat right? Why not take admission in a college of Gujarat? Why do you want to come to Mumbai?

M: Explained about the benefits of Mumbai as a commercial hub of India, advantages of NM brand and its ability to attract eminent industry leaders to deliver guest lectures, etc.

P3: Tell me about your work experience.

M: Explained the business that my company was involved in India. Elaborated on my role and responsibilities as a plant engineer.

P3: Oh, so you must be working in unsafe conditions. Used the technical term BLEVE, it's an acronym for a kind of explosion that is associated with LPG.

M (somewhat surprised and impressed due to usage of this term): No Sir, while LPG is a hazardous chemical, the plant I was working in was not unsafe, we employed safety features and safe practices to prevent accidents.

P3: What were the safety features employed in your plant?

M(happy): Spoke about various safety features for around 2–3 minutes.

P2: What is your choice of branch in MBA?

M: Operations. Elaborated a little bit.

P2(with a wry smile): What if we do not offer you Operations?

M(tentatively): Sir, I went through the course structure online and saw that 1st year courses are common. It's only in 2nd year that electives are chosen and the branch specialization get decided according to our choice of electives. Could you please elaborate on the system for allotment of electives?

P2(still smiling wryly): We cannot reveal that to you at this point of time.

P1(jumping in for the 1st time): So Viraj, you mentioned Saudi Aramco in your answer. It has been in the news in recent times. Can you tell us why?

M: Told them about their announcement to launch 2 trillion-dollar IPO, and how countries like USA,UK are trying to list the IPO on the respective stock markets.

P1: Which are the stock exchanges in India?

M: BSE and NSE

P1: How are BSE and NSE index points calculated?

M: Told her that they are calculated on the basis of the stock prices of the leading companies on that day.

P1: What are the number of companies whose prices are considered to calculate the indices?

M: 50 for NSE, may be 30 for BSE, I am not sure.

P1: What are the various indices within BSE and NSE?

M: Sorry Madam, I do not know.

All three interviewers looked towards each other, nodded and asked me to leave.

M: Thank you Madam. Thank you Sirs.

Overall, I felt that I did okay. The panel was courteous and the interview lasted for 10–15 minutes.

Verdict: Converted

8) Interview and WAT Experience–8

Date: 7 Feb, 2018

Place: NMIMS Mumbai

NMAT Score: 216 (97 percentile)

10: 10 CGPA

12: 92.2%

B.Tech(Metallurgical Engineering): 83.1%

Work Ex: 0 months (*sighs*)

CAT 2017: 98.4 percentile

Category: General

Converts: IIM K, IIM Shillong, NITIE, NMIMS MBA Core, MDI PGDM, IIM I, New IIMs (waitlisted in a two, didn't pay to reserve my seat on the list, so not converted)

I had calls for both MBA-Core and MBA-HR.

So here goes my MBA-HR experience.

WAT: There was a written ability test on a given case or story you may call it. We were supposed to write our views in 10 min, either in the form of a paragraph or in bullet points.

My case was something like:

Owing to the increase in the number of heart patients, the local authorities have asked an NGO to make it mandatory to own a dog. Dogs prove to be good companions and have positive effects on the health of their owners. Also, these dogs were homeless without shelter and the patients will not be asked to pay for buying one. What do you think about the whole idea of making it compulsory to own a dog? Explain briefly.

Interview: We were called for the interview process one by one according to the sequence to a room, on a separate floor.

My panel had 3 members, a man in his late 40s (P1), a man in his late 50s (P2) and another in his 30s(P3) So, here comes my turn.

Me: Good morning Sir! (nodding and repeating)

P1 & P3: Good morning, please take your seat.

P1: So, Nidhi, tell me something about yourself?

Me: Answered, confidently (my very first chance to test my well-rehearsed answer :))

P1: So, are you a fresher or working?

Me: (totally expecting this question, but still got nervous) Sir, actually I was placed on Day Zero in Wipro Technologies, but they kept postponing the date of joining and eventually I got my joining date as 5 Feb, 2018. But, now when the calls are out I didn't join, because of issues with leaves during the training period.

P1: OK. Not a fresher, not working, you are in transit (*laughs*). Why did you leave it? Now, you don't have a job, what if you don't convert?

Me: Sir, they were really not flexible with leaves during the training period.

P3: How do you know that, Wipro is a good company, how can you say that?

Me: Certainly, it's a good company Sir, but this was supposed to be the last batch, and I was not allowed more than 2 leaves on medical grounds, exceeding that I would have been asked to join the next batch

or maybe you know sacked (this came from my timid heart: p), I don't know. But, I needed at least 5–6 leaves, so I thought this was the best option.

P1: What if you don't convert any calls?

Me: Sir, my focus right now is in converting my calls, and I will try my best to do so, but in case I don't convert any, I will start preparing again and yes, look for a job.

P2 didn't speak a word, he just kept staring at me in the eyes, and that was really scary

P1: So, you are from Jhumri Telaiya, what do you know about it? *smiling*

Me: Yeah, I just shifted last year, I didn't originally belong to Jhumri Telaiya. Ok, so about the history of this place *smiling*, there is a joke that this is a fictitious place like Honolulu, that is why we have those mentions in movies, songs and poetry.

P1: So, you know about that, tell me then.

Me: Told.

P1: Very well, even your generation knows this, that's good.

P3: Why MBA?

Me: Answered.

P3: What do you know about HR? Who is an HR?

Me: (I gave a very unsatisfactory answer, I just told him what I read the previous night from some GD PI material, and clearly he wasn't satisfied. Well, I actually wanted MBA-core and not HR, so I didn't care. And, with this kind of answer and only 60 seats, I became sure that I won't make it.)

P3: And, what else?

Me: (looking at his face blankly, and then did a lot of "umm...", "mmm...", "sir...")

P1: OK. You may leave now.

Me: Thank you! and have a good day. (smiling nervously)

So, this was my first interview for the season (out of a total of 11), and for my MBA-core experience checkout the link to that, which I will put down below (only when I write it *foolish smile*), hopefully very soon.

Verdict: Well, I converted MBA-Core and was waitlisted for MBA-HR (60 seats duh!), but I didn't take admission, because of the hefty processing fee of Rs. 92,500 (Yeah, yeah! Read that right.) Right now I'm waiting for the results for the other interviews. I would be happy to help regarding anything that I am capable of.

9) Interview and WAT Experience–9

Date: 13 February 2018

Venue: NMIMS Mumbai

10th: 93.2%, 12TH: 89.7%, UG: 84.2%

Round 1:

Case Discussion:

We were divided into groups of 12. A case was given to us.

(In brief)

It was about two clients of a company. A manager of a company was accused by one of its clients that some of the employees under the manager are favouring the other client that is leading to a loss in its revenue.

(It was a long case with some financial jargon)

I couldn't start the case. I spoke fourth but I started by giving structure to the case and gave concrete step wise solutions. The points were well received and the team members added to those points while mentioning that the initial few points were given by me. I made 5 to 6 good entries. There was no fish market scenario. A very healthy discussion and we came up step by step conclusion and solution in the end.

Round 2:

Personal Interview

There were 3 panelists: 2 male say P1 and P2 and 1 female say P3. When I entered the room, they didn't pay attention to me. They were still discussing about the previous candidate. I was standing and waiting for them to respond to me. After a minute or so, they realized I was in room and they left the discussion.

P1: So, Ruchi. Ohh you don't use a surname. Why so?

Me: Sir my family does not believe in caste and caste systems. So, I do not use a surname.

P2: From your SOP, it seems you are interested in marketing. Is that so?

Me: Yes sir.

P2: Why do you think you are a fit for marketing and why should we select you for marketing?

Me: I mentioned about the various events I have organised in college and the various clubs I was the head of and how I helped my mother in increasing the revenue of her cloth shop to about ten folds. While I was answering, P1 interrupted.

(During this entire time, P3 was just looking at me. I felt a bit conscious in between and was thinking why wasn't she asking any questions. I tried to make eye contact with her several times while answering.)

P1: So first you did B.Tech in CSE and then worked as an IT Professional and now looking forward to do MBA. You are just following the crowd.

Me: Sir, I beg to differ. Then I explained in detail why I pursued in bachelors in Computer Science. My short term goal when I joined my present company X and how it has shaped my long term goal. Then I went on to tell how an MBA would help me achieve my long term goal.

P1: (In an assertive tone) You are just following the crowd. Why should we take you?

Me: I told them about my achievements in academic as well as extra curricular front. How in a short period, I have worked across multiple teams in my company. And how I will uphold the excellence of the institute.

P2: Do you follow ad campaigns. What is the current ad campaign that has impressed you the most and how?

Me: I told about Fogg and how in a short duration it has managed to win over 70% of the deodorant market share. I discussed about one of their ads and how it is different from all the other ads concerning deos.

P2: Is it necessary to target the entire audience for every product. (This was one of the lines I had mentioned in my previous answer)

Me: No sir. Some products are age group specific while there are several others that depend on the type of customer. However, a product like deo that people of all age groups from students to elder people like my father use, can be targeted towards a larger audience. And that is where Fogg has been able to make a difference.

P1: What is happening in Maldives.

Me: Talked in length about the political crisis in Maldives and explained how and why it is important for India.

P3: (Finally she asked a question!) When you walked inside this room, what was the thing you feared the most?

Me: (I was smiling and was honestly not scared at all) . When I walked inside this room, I just had the feeling that today is the most important day of my life and I will just be confident and give my best. I was not scared.

P2: So, your views about digital marketing?

Me: Explained how it entering our everyday lives. We feel more connected with the products and services.

P1: So you mentioned that your mother runs a shop? What is it related to? And how exactly it runs and generates revenue?

Me: Explained in detail about the clothing shop my mother has started and how is it different from the rest. Explained the various clients involved and bulk orders that we receive.

P2: Thank you. We are done. You can leave. **Verdict: Converted**

10) Interview and WAT Experience-10

Date: - 8th February, 9:00 AM

Venue: NMIMS Mumbai

Profile

Interview process for MBA HR

Many shortlisted candidates backed out because this is a new course at NMIMS. We were given a war zone scenario and were asked to write about "whom will you save and why? ". The options were a civilian or a fellow soldier who's wounded.

Our Case Discussion group which had 15 members on paper, was reduced to 12.

Case Discussion: -

It was straight out of Scooby Doo show in childhood. A theft mystery. In MBA Case Discussion terms, it was a ranking based case. A robbery scene was described and candidates were given 5 minutes to list down the suspects from the given list of people according to them.

The next 15 minutes, the group had to discuss the ranking of suspects and come up with a conclusive list. To the panelists' and our surprise, the discussion was healthy and we concluded very well. A highly satisfying one. Some tips that I'd share is:

1. Start the discussion only if you have thoroughly gone through the case
2. Lay down the parameters on which you all will be discussing on

3. If someone is breaking the flow of discussion, have the balls to correct them. Showing direction is a leadership trait. This very well helped our group in this case

4. Last but not the least, be a good listener :)

Immediately after the CD, it was time for the personal interview

Personal Interview: -

It started as usual with questions like Tell me about yourself, Why MBA, What is HR and Why MBA in HR.

Then there were questions asked on SOP. They asked me about Toastmasters, Stand-up comedy, Trekking. I was able to control the flow very well. They were trying to make inroads with statements like

“Are you one of those who come here for practice before the MBA Core interview? “

“Consider us your friends and frankly tell us which course will you choose if selected for both? “

Only negative from the interview was - they pointed out to my not so well trimmed beard and asked “

What’s your opinion? Should beard be a first impression of a person? “

I said “I don’t deny the fact that it should be but it is also true that Beard shouldn’t be the only aspect contributing to the first impression “

The interaction went on for 15 minutes.

Result - Merit no.310 (Selected)

MBA Core -

The atmosphere was intimidating! Candidates with embellished profiles around you, thoroughly professional conduct and a lot of energy. There was no WAT. The CD group was different from the one that we were assigned to in the morning.

Case Discussion -

It was a HR based Case on a female employee of your team facing problems at home and sexual harassment at workplace. What will you as a manager do in that situation

After the fairy tale discussion in the morning, the next 15–20 minutes were least expected. People were growling at each other, speaking irrelevant shit, not even a minute of sane discussion and cherry on this cake of misery, we didn’t even conclude. Worst possible case discussion. So worse that the panel members were defining the expression “Facepalm! “

Interview: -

I was literally the last person to be interviewed on that day. And the panel was being portrayed as notorious by all the candidates coming out of the room. One mechanical background candidate was even asked to “Go marry a robot! MBA is not just for any XYZ. “

Entered the room -

P1 - So Mr. Pavan! I hope your answers don’t reverberate the meaning of your name * smiles looking at the other two panel members *

Me - They will not * smiled at one person at a time left to right * I hope my parents were wise in naming me Pavan

P2 bursts out in laughter

P3 - Why did you switch from a well established MNC to a start-up that was paying you less and that too in a tier-2 city?

Me - Explained them how the learning at MNC was slowly tending to zero and how the role at the start-up enticed me

P1 - *comes from nowhere* Most of the companies that recruit from NMIMS are top notch MNCs. You mean to say that you won't sit for placements?

Me - As I already mentioned, I've learnt most of my skills during my term at the MNC. The only and the major reason why I left the firm was non-existent learning factor. It's not that I had any issues with the work culture or the concept of MNC

P2 - You mentioned International Relations as one of your interests. Are you aware of the recent news around recognition of the state of Israel?

Me - *was waiting for this!* Explained them entire Israel - Palestine conflict in a nutshell. P1 was smiling sheepishly.

P3 - You've also mentioned Public Speaking as one of your skills. Suppose you were to give a political speech in front of a crowd of 2000 people. How will you write the speech?

Me - *took a deep breath* No matter how much the speech duration is or how big the crowd is, the first thing that a speaker should do is to identify the purpose of his speech. Then know his/her target audience. Use the Opening - 5-6 Anecdotes - Knockout policy

P1 - *out of nowhere again!* You follow international politics very well I see. What is that one leadership lesson that IP taught you?

Me - "keep the core happy" - No matter how big you are in stature, you remain in power only when you keep your team happy. Gave them an example of Saudi Monarchy.

P3 - *sarcastically* So listen to all the crap happening around me leaving my work? Ok Pavan your role at the start-up had elements of marketing in it. Are you aware of Marketing 4.0?

Me - No Sir, never heard of it

P1 - Are you sure?

Me - Yes Sir :)

P2 - Tell us about Bitcoin

Me - *kept talking for a minute and then interrupted*

P3 - What will you tell your friends about us when you go out?

Me - That you guys were fun

P1 - P2 burst out in laughter

P1 - Thanks Mr. Pavan! Best of luck for your future

Result - (Selected)

11) Interview and WAT Experience-11

Date- 05/02/2019, Morning Slot

Location- 10th Floor, NMIMS Campus, Vile Parle, Mumbai.

Program - MBA Core

Background - CA + B. Com

Profile-

1. X: 96.80%, XII: 98.40, Grad: 64.34% .CA: 58.53%, NMAT -95

2. Non-Science Background

3. General Category - Male

4. NMAT Score- 212/360 (Just above the cutoff of 209/360 which means I need to have an extraordinary CDPI for more chances of conversion)

A) Case Discussion (5 minutes to think, 15 minutes to discuss) Topic-

There was a case study given about Walmart Top Executives where Vice President of the company had committed some fraud beginning with marginal and meagre amounts and lasting to substantial sums. The fraud has been committed by VP with the help of his subordinates who had been motivated to commit such fraud without others' notice. We were required to discuss the importance of Ethical Leadership issues.

Flow of Discussion-

Someone cited recent example of Chanda Kochchar as a resemblance to this. Someone assumed about the involvement of other executives too. Someone assumed about situation of everyone doing fraud.

The discussion ended with suggestions like need for external control such as timely Third Party Management audit, Establishment of Internal control via Shareholder committee being set up, Talks about Ethical issues, Talks about Trust & ego issues etc etc.

Moreover, the discussion went too general and out of the line as the question asked was too much philosophy oriented & theoretical in terms of Leadership.

B) Personal Interview (PI) Round-

There were 3 panelists. 2 Male & 1 Female. 1 young Male around 40 years of age was only asking questions. The other 1 male and 1 female were both around 60-65 years of age and were not asking questions and were just listening to my answers or asking counter questions to my answers. (That 60-65 aged male almost looked alike Mr. Narayana Murthy)

The young fellow started asking questions only on My SOP. He started breaking each single word of my SOP into a question. (The previous 4-5 candidates to the same panel were mostly asked questions on academics which I had expected already but there was a drastic hit to my expectations when no single question came to me from my academics.)

The questions were as follows:

1. In your opinion, What qualities a good manager should possess? (I told about 3-4 good points. I screwed up in between when I told a point like - "He should be COOL with his subordinates". They told me to use a decent word instead of COOL. Sadness in my heart & and I got upset but replied calmly by asking for an apology for that word and replaced that word sooner)
2. You seem to be scoring outstandingly high in Class 10 & Class 12. What happened to you during your graduation as your scores seem relatively on lower side? (Such a question was expected and I was also prepared to answer for the same. The panelists were sounding impressed with my answer considering the positive grin on their face.)
3. Why there was Academic Gap of 1-2 years after your graduation? and also Why no Work Experience if you have completed your graduation in June 2017? What were you doing from that time? Just preparing for CAT, NMAT? (I had an answer to this, I told them about pursuing CA Articleship and CA Final studies alongwith & also after Graduation, which was the reason for this so-called Academic Gap) (They took it positively and responded it with a satisfactory smile)
4. You mentioned in your SOP that you aspire to be a Financial Consultant. Do you know the difference between Financial Consultant and Cost consultant? (I answered it in 2 sentences)

5. Even without doing an MBA, you could be a good Financial Consultant. You could also do CFA. Then, Why MBA? (I had spoken about analytical skills, Case Studies and blah blah blah as I was already prepared to answer the same as it being the most typical question ever, but the interviewer now begin counter questioning me on all my replies)
6. You talked about Analytical skills in your SOP. What are analytical skills? Do you possess the same? (If answered in Yes, they asked then why are you doing MBA if you already have that skills?) (If answered in No, then they asked that We have a pool of eligible candidates with us who are having analytical skills. Then Why should we select you? What synergy you could add to NMIMS without those skills?)
7. (As I said Yes to above point, then they asked the next question) Having sound analytical skills, Do analyse "Global Warming" with your skills? (Shocking question but I answered what all I know about it) Then the other female aged panelist asked - US is currently facing temperature of -20 in degree celsius. Is it also Global Warming? If Yes, then why it is called Warming? (I was checkmated but still I tried to answer something which left them not upto the mark) (Dissatisfied impression)
8. You recently spoken about Case Studies you will learn here. What importance it would play after you move out from here into a Corporate world? (I answered it superbly) Also, have you read any Case studies before? (I answered Yes) Then what is it all about? (I was blank as I was not able to recall at that moment. All I could do was to say Sorry and mention that I am not able to recall any at this point of time) (They seem unsatisfied with it)
9. You might be having calls from SPJIMR? (I answered No) Also you might be aiming for JBIMS through MAH-CET? (I told Yes for giving MAH-CET) Then if JBIMS selects you, you would leave us? (I told my first preference is NMIMS citing its relative advantages over JBIMS) Then they dug deep into "WHY NMIMS?" (I talked everything positive and good I knew about NMIMS)
10. You mentioned in your SOP that "NMIMS has qualities that will best fit your background & Expectations". Have a talk with me about this Background & Expectations? (At this point, they were auditing my SOP and raising queries on each & every word)
11. The Final concluding question - "Why should we select you? What you would give to us which others won't give?" (I talked about my USP when compared with others and also talked about how I could be an Asset to your B-School)

Verdict: Converted

12) Interview and WAT Experience-12

DATE: 10TH FEB 2017

Venue: NMIMS Bombay

Profile

It was held in 2 stages:

1. Case Discussion on topic "Increasing complaints in private banks" which went well (not like a fish market). Though i participated 3-4 times but all time in short sentences. Two lady teachers were observing our 12 students discussion.
2. PI- I entered the room. 2 ladies(P1, P2), 1 male teacher(P3) were in the panel.

P1: You asked anyone outside their interview experience?

Me: No mam. It makes me more nervous!

P3: Why nervous? P1 and P2 along with him asked me to relax!!

P1: Tell me something about yourself

Me: Telling them prepared answer but in between they asked—

P3: So you are from a business background. Which kind of business does your father have?

Me: Told them in detail

P1: (Hell of a question) Why so early?

(In each and every interview, this question has been asked from me)

P1: Why don't you work in your father's business?

Me: Answered (about mba before business with sufficient reasons)

P3: Why mba? Most of the people don't have an MBA degree but have very successful businesses
!!(Gave some examples)

Me: Answered (All were smiling- seemed quite satisfied)

P1: What do you do to remain aware about what is happening around you?

Me: Read newspapers and mobile apps

P1: So, tell me the business news that caught your attention?

Me: Told them about a chinese merger

P1: Indian?

Me: Jio!

P1: last 7 days?

Me: (blank!!)

Sir, all 7 days were passed in travelling. So I couldn't get any!!

P2: But there are mobile apps and internet connectivity everywhere!

Me: After 5-6 sec, told them I was mainly focusing on budget.

“P3 came into the picture”

P3: So, which 2 things you would like to change in budget

Me: *facepalm

1- Increase opportunities for youth jobs

2-Reservation in education sector

P3: 2nd reason is not included in budget

P1: Budget is regarding allocation of money in different sectors

Me: Heartbeats stopped for couple of seconds

(after my interview, I can remember all the things that could have changed in budget)

P1: Do You know Mumbai is the financial capital of India?

Me: Yes

P1: Why?

Me:

1-One of the most income generating cities of the world

2- Industries are rising with great pace

P3: Where are RBI headquarters?

Me: Delhi #BiggestMistake

P3: Are you sure?

Me: I think so!

P2: Tell me what is SENSEX?

Me: Told them but couldn't answer how those top companies are allocated!

P2: Tell me financial risks involved in a business? Gave 1 risk for example.

Me: Couldn't recall any but somehow I gave 2 other risks!!

Wished everyone and left the room!!

VERDICT: Rejected

13) Interview and WAT Experience-13

DATE: 20TH FEB 2017

VENUE: NMIMS Bombay

NMAT- 220

I had opted for both MBA and HR. So I had 2 interviews scheduled on the same day.

First was the HR Interview.

Round 1: WAT Topic: Pollution in cities: Time -> 10 mins

Round 2: CD (Case Discussion): Time -> 20 mins.

We were given a case which involved a family of 6 members having problems of their own. We (A team of 12 members) had to discuss the priority of the problems and then come to a conclusion

Round 3: PI

2 panelists (P1: an aged man, P2: A middle-aged lady)

I was 8th on my panel. After being invited inside, I warmly greeted the panelists and was asked to take my seat.

P2: Tell me something about yourself.

Me: Answered.

P2: Your acads are so good. Why not M.Tech?

Me: (I was prepared for why MBA but not this). Answered (They looked convinced).

P1: Why HR? Did you select the option by mistake?

Me: Answered

P2: Tell me the roles of an HR

Me: Answered

P2: Tell me 2 policies that you like about your company and 2 which you don't

Me: Answered about the dress code policy of Infosys as well as elaborated about their training schedule.

P1: Can you tell me a bit about the Vishal Sikka fiasco.

Me: Answered

P1: Do you agree with what happened in this.

Me: (They tried changing my opinion but I maintained my stance)

P2: What do you opine about the H1-B visa and how does it affect the Indian IT industry

Me: Explained fully

P1: Can you tell me about Glass Ceiling.

Me: Sorry Sir i have never have heard about this

P1 & P2 looked amused.

P2: Thank you and all the best.

The interview lasted for about 12 minutes. I was satisfied with the interview. It was more of a conversation rather than an interview. They made me feel comfortable and luckily wasn't grilled much.

Verdict: CONVERTED!!!

14) Interview and WAT Experience–14

DATE 7TH JAN 2018

VENUE: NMIMS Mumbai

MBA Interview

By afternoon I was tired to be honest.

Round 1: CD (Can Kaali Peeli taxis compete with Ola and Uber)

Round 2: The most amusing PI i have ever had in my life. I was last in the panel and by the time I was called it was 6 pm. I didn't have any energy left.

3 male Panelists: P1(middle aged professor), P2 (an old professor), P3(Alumni)

On entering greeted them and was asked to take a seat.

P3: So tell me, how sleepy are you?

Me: Blabbered something which I don't even remember now.

P3: So you are in an Apple Project. Could you explain some things about it.

Me: Answered

P3: Do you agree with Apple's pricing strategy.

Me: Talked about niche marketing.

P1: (Looking at my marksheets). So you had Principles of management. Can you tell me what actually it is?

Me: (taken back) Answered some vague points.

P1: You had Operational Research too. What all did u learn in that.

Me: Uttered 2–3 topics and mentioned that I hardly remember them

P1: What is normal distribution curve.

Me: Sorry sir I can't recollect

P1: Which probability distribution curve determines the telephone network

Me: (wondering whether if its a valid question in the 1st place). no Sir. I don't know.

P1: Wow. Thanks and all the best.

Me: (I was very sure this is the worst interview in the history of NMIMS).

The interview lasted for 2 minutes and P2 didn't even ask a single question.

Verdict: CONVERTED!!!

15) Interview and WAT Experience–15

DATE 15th march 2016

Venue NMIMS Mumbai

Profile

the panel had 3 people, one lady and two gentlemen (weren't above the age of 50)

P1: So Nayanika tell us something about yourself.

Me: Told.

P1: Why should we take you?

Me: Told. (I mentioned that economics background equipped me with analytical and theoretical skills)

P2: Since you say you're analytical tell me the analytical purview of demonetisation.

Me: Told. (Although I got stuck initially, the gentleman told me that the lady beside him did econometrics hence I should get straight to the point, so I gave them an analogy.)

P3: What do you think will GST be good for India?

Me: Told.

P3: But then what are the drawbacks of GST? And why will the services be charged more?

Me: Told, although I did stammer on the why services will be charged more as I was unsure of my answer. Turns out I was correct.

P2: Have you done any internships?

Me: Told.

P2: What did you do in the Ngo?

Me: Told.

P1: What is GDP? How is it calculated? What are the methods and components? What is the growth rate and what is the current GDP of India?

Me: Told except I couldn't answer the components of GDP.

P2: What do you do in your vacation?

Me: Go to my nan's place.

P1: What are your hobbies?

Me: I said books, tennis and blog. They asked me what kind of books. Told.

P3: You got 89.3 in class 10 then 66.26 in graduation, why so?

Me: Told, then he said, "here at NMIMS we have a lot of extracurricular how will you cope up?" To that I answered I would put academia as my priority.

P2: What is your reaction when you see poor people? Do you feel angry or sad?

Me: Told.

P3: What would this class miss out if we don't take you?

Me: I paused, took a deep breath and smiled and said, "You would be missing out on a leader."

P3: What are the qualities of a leader?

Me: I said, "I don't know if you would be able to comprehend it but I think stoicism is very important."

And i started sobbing :P

P2: "You're a stoic aren't you?"

Me: I said yes, but by then I was uncontrollable. The panelists looked at each other in a puzzled way, they told me it's okay and all the best.
I apologised and left the room.

VERDICT- Rejected

16) Interview and WAT Experience–16

NMIMS INTERVIEW EXPERIENCE

Date: 4th Feb,2018

Location: 6th floor, NMIMS Mumbai

Time: 11:45 AM

Profile:

Class 10- 89%

Class 12– 88%

BBA- 81% (Till 5th sem), Christ University, Bangalore

NMAT SCORE:214

P1: Male

P2: Female

P3: Female

Me: Ma'am may I come in?

P2: Yes, please

Me: Good morning ma'am and Good morning Sir.

P2: Please have a seat

Me: Thank you

P2: So what are you doing?

Me: I am currently pursuing BBA from Christ University, Bengaluru

P3: So you have come here from Nepal? (Probably did not pay attention to my first answer. Busy going through my SOP)

Me: No ma'am I have come here from bangalore as my college is still going on.

P3: Oh... so you are still to graduate.

P3: So do you have a nepali passport?

Me: Yes ma'am.

(P3 seemed confused so i explained further).

Me: Ma'am i was born in Nepal and came to India when I was 8 years old. I have been studying in India for the past 12 years and go back to Nepal for summer and winter vacations.

FINALLY ALL PANEL MEMBERS UNDERSTAND!!

ACTUAL INTERVIEW BEGINS

P2: Being a fresher how will you cope up with students who have had prior work experience?

Me:(Had prepared an answer before hand therefore answered comfortably)

AND THEN THE GRILLING STARTED. IT WAS A ONE ON ONE WITH PANEL P2 FOR CLOSE TO 4 MINS. THE PANEL WAS TRYING THEIR VERY BEST TO CORNER ME AND MAKE ME AGREE THAT I SHOULD NOT JOIN NMIMS. I WAS REPEATEDLY TOLD TO WORK FIRST AND THEN COME FOR A SECOND INTERVIEW AFTER A YEAR.

I SOMEHOW SURVIVED AND THE INTERVIEW MOVED ON.

P3: So you have won a distinction in an Entrepreneurship conference?

Me: Yes sir

P3: What was the conference about and what did you do?

Me: (Explained my project and role and the panel seemed convinced. I was asked 2 follow up questions on the conference and i answered comfortably).

P2: Why don't you take placements from Christ?

P1: Yes the placements at Christ are good. Don't you think not having a work ex will be a disadvantage?

MY INTERVIEW WAS AGAIN BACK TO WHY NO WORK EXPERIENCE?

I ANSWERED.

P1: So what is your long term goal?

Me: (Had prepared an answer beforehand and answered comfortably)

P1: What is your father's business?

Me: (Answered with ease)

P3: So what are your hobbies?

Me: Fitness and marathons

P3: oh... so then you must have taken part in the TATA-MUMBAI marathon.

Me: No ma'am unfortunately i was not able to make it.

P1: Why?

Me: Christ has an 85% attendance policy and anything lower than that would lead to cancellation of hall ticket for final exams.

P2: During your MBA also you will have strict rules. So will you stop participating in marathons?

Me: (Answered and mentioned that I participated in various marathons in bangalore so I balance both academics and hobbies)

P2: what is your dream company?

Me: ITC

P2: Why?

Me: (Gave an answer)

P2: what is brand value?

Me: (Gave an answer)

P2: Why not patanjali?

Me: (Answered)

Thank you Akash we are done.

****This was my first MBA interview experience. I feel that there is still a lot of room for improvement**.**

Result; Converted

17) Interview and WAT Experience–17

NMAT score 296 percentile)

Place: Mumbai

Date: 06/02/2019

Profile

X/XII/Grad: 9.4/96.4/ 79

18 months work-ex in Big4

The process began at 9:00 am, we were divided into groups of 12. After registrations, we were sent in groups for our CD.

Case discussion

CD topic: ** We were given an extract on agricultural conditions in India. We were also provided with a comparison between India and the US on agricultural factors (per hectare productivity, total productivity, total cultivable land, etc.)

I went ahead and opened the discussion and made 4–5 entries throughout. The CD for our group went well, everyone got enough chances to put out their points.

Post CD we were taken for PI. I was 8th in line In my group.

Personal Interview

PI - 3 panelists. 1 male (50 plus) and 2 females (30–40)

*My PI was very different compared to my fellow group mates. No general HR questions were asked and it was more of a stress interview. *

W1 : What is an LLP? (I had mentioned in my SOP that I work in a LLP)

*Told, however W1 was not convinced and what a more precious answer. Explained a bit further. *

M1 : You have 18 months of work-ex, tell me something interesting about your work.

Explained about my project

W2 : Interrupted and cross questioned on my work-ex.

Explained

W1 : What would be your specialization?

Marketing

W2 : What do you know about marketing

Told basic book knowledge

W1 : Interrupted, what are the 7 P's of marketing?

Told and went on to explain 4A's of marketing also

W2 : Why do you think online food ordering apps like Zomato are booming?

Explained about their core product i.e service to consumer

W2 : Interrupted, talk to me in marketing terms

*Explained further including few marketing terms (value addition to consumers, better customer support etc.) *

W1 : What are the recent trends in marketing?

Explained about an online marketing campaign done by Burger King on twitter

W2 : Interrupted, what do we call such type of marketing?

*Viral Marketing (W1 was not aware of this term) *

W1 : Your school was in the news for the wrong reasons (an accident happened in my school leading to a student's death). If you were the marketing head, what would be your response to it.

*I was amazed that they were aware of it. *

*Explained, how I will take necessary measures and try to restore confidence of parents on school authorities. *

W1 : Explain me in marketing terms, what specific marketing techniques would you use?

*Explained a bit more on how I will use direct marketing channel for this. (W1 didn't seem satisfied with my answer) *

W2 : Are you aware of any product that might have done this type of marketing recently?

Maggi

**W2 & W1: ** Thank you

I would suggest you to be thorough with every detail mentioned in your SOP, as most of the questions would be asked from it only.

****Result: Converted**

18) Interview and WAT Experience-18

INTERVIEW EXPERIENCE

5th Feb 2019, 9 am slot

(GEM :10th-93.66/12 () th-93.69 (GSEB)/ B.Tech (MECH)- 9.13, NMAT SCORE -219)

Profile

Venue: NMIMS CAMPUS MUMBAI

The campus is fully made of glass and its magnificent view enralls any aspirant entering for the first time. Mobile phones were taken by the security staff and official document verification process, followed by Tea and biscuits.

CD : Walmart scam (situation described in 200-250 () words) and the issue of ethical leadership in the corporate world.

5min to jot down points ,15min for discussion

(Panel consisted of 3 persons)

CD was pretty cool with everyone getting a chance to express his/her views. The idea of ethics made it difficult to take a different stand and everyone was on the same note.

PI Experience:

(Panel had 2 ladies (F1&F2): F1 was polite and she lead the interview, F2 asked mostly HR questions and male interviewer M1 asked technical questions and also did cross questioning)

I was the 7th person to go for an interview in a group of 12 students.

M1: So, what's your name?

Me: (Replying enthusiastically) XYZ, sir.

F1: XYZ, as your name suggests patience, so tell me how patient were you in waiting for you chance for PI.

Me: Told them (frankly)about how I heard various experiences of interview of my preceding group members and understood their mindset.

M1: So, what are you currently doing?

Me: Pursuing B.tech in mechanical engineering from Nirma University, Ahmedabad. (Semester 8)

M1: Did you sit for the placements? If yes, in which company did you get placed.

Me: I am placed in Thermax Engineering Ltd. At Pune.

M1: What does Thermax do and which services it offers.

Me: Told them about various chillers, air conditioning units, boilers and various accessories manufactured by thermax.

M1: Asked me about what are boilers.

Me: Told them basic definition and its use.

M1: (Googly) So, what is your salary at thermax.

Me: Told them x.x lacs.

M1: Suppose, The company offers you xx.xx lacs salary, then what will you do: Job or MBA?

Me:(Cannot make a mistake here) Sir, without any doubt MBA.

M1: Why MBA?

Me: Explained them about how MBA perfectly paves the path for me and fits my long term career goal. (In a desperate attempt to steer my interview towards my forte) Also, told them about how various courses such as Organizational Behaviour, Marketing etc. help me develop an interest in this field.

F1&F2 :(Two lady panelists who were silent for a long time now suddenly plunges into situation)

F1: Ok, you mentioned marketing. Explain what you learnt in Marketing.

Me: Described in brief marketing strategies of philip kotler, market segmentation, etc.

F2: Portray a real life scenario where marketing strategies were used.

Me: Explained the case ofReliance jio and its deeper price penetration policy in an oligopolistic market. Also, its marketing with 1 year free services.

(It was going all well until this happened)

F2: So, how do you see yourself (Your personality)

Me: (Got into flow) Quoted harsha bhogle's words emphasizing the importance of hardwork and related with my way of working hard.

(Don't know why I said the below lines. Things just happen.)

I am a believer of "Nishkam Karmayogi".

M1:(Sensing the opportunity)

Explain what is Nishkam Karmayogi?

Me: blah blah

M1: It means if I give you "0", it won't affect you. You don't want to achieve in life.

Me: (Sensing danger) No, sir, that's not what I meant. I believe in karma and fruits are bound to come one way or another, but I believe in selfless deeds.

M1: So, Krishna says, "I am the Doer".? What is your say on that

Me:(Not able to grasp what he meant) Sorry sir.

F1:(Takes the lead) What are your hobbies.

Me: Reading books, trekking, watching political debates and their analysis.

F1: Tell me in brief about US SHUTDOWN.

Me: Told about the conflict between TRUMP who is a Republican and the Senate house (Where democrats are in the majority).

(*Seems a bit satisfied.)

F1: Asks me about more details as what is the reason behind Trump not signing the bill.

Me: (Anxious: Could not recollect) Sorry, ma'am cannot recollect the exact reason.

F1: Ohk, fine No problem. I suppose we are done then. (Panel nodded in agreement) Best of luck.

Me: Thank you.

Overall, the interview was mostly driven by general questions, some traps were there that could have been avoided and interview did end on an ignorant note.

(P.S.: The reason was very evident as Trump wanted to divert all the funds for the building of Mexico wall and hence Democrats didn't allowed the bill to pass in parliament which resulted into a spat between both parties and hence a shutdown that has been continuing for almost a month)

Verdict: Results Awaited

19) Interview and WAT Experience–19

NMIMS Bangalore PGDM 2019–21

NMAT Score: ** 208 (Cut off for NMIMS Mumbai - 209)

Graduation Background: Bachelor of Engineering in IT

The PI panel consisted of 3 individuals (for convenience's sake, let us assume them to be P1, P2, P3).

P2 - What does your name mean? (My first name is Priyadarshini)

P2 - Which famous personality of India had the same name? (Indira Gandhi's maiden name was Indira Priyadarshini)

P2 - Who was she?

P3 - What is your favourite subject? (Software Testing)

P3 - What is SDLC?

P3 - Which step of SDLC involve the client?

P3 - What is the difference between White Box Testing and Black Box Testing?

P1 - If you've done IT, why are you moving towards HR? Is it because IT isn't paying much nowadays?

P1 - How is IT used in HR?

P2 - What is Artificial Intelligence?

P2 - What is Machine Learning?

P2 - Do you have any questions for us?

****Verdict: **Converted!**

20) Interview and WAT Experience–20

Date: 7th Feb 2018

Venue: NMIMS Mumbai

Profile

NMAT-222

I was selected for the GDPI of NMIMS Core and HR. The HR process has WAY too.

I chose to attend the core interview and skip the HR process as I wasn't interested in it

The single most important qn asked was 'Why MBA as a fresher'. I was grilled on that. It went on for a good 5-6 minutes. Why not stop with BMS? There are so many people who are BMS Grads yet are successful. Why not take up a job for 2 years and then pursue an MBA?

I have a gap year after Grads. But surprisingly, they didn't qn me on that

I drove it towards my internship. I worked in an Image Consulting firm. I was grilled on that- Service provided, Work done by me in detail, things you learnt in your internship that you implemented in your 3rd year, was told to give some Image Consulting tips.

I was asked my hobbies. I told that I am an avid cricket follower. I read cricket related books and articles.

I have also completed 6 levels of abacus, for which they asked me if I have taken part in any national competition. I answered in the affirmative and told them that I won consolation prize twice.

Finally they asked me my specialization. No qns on that

No acads, no CA.. Majorly focused on Why MBA and my Internship which I undertook after the 2nd year

Verdict: Converted

21) Interview and WAT Experience–21

Class 10 (CBSE) - 10 CGPA

Class 12 (CBSE) - 89.2 %

Graduation (B.Tech ECE): 82%

Fresher

Profile:

NMAT 2017 score: 220 (98%ile)

Round 1: Case discussion

3 panelists (2F, 1M), 11 group Members,

Total time: 20 min = 5 min to read, 12 min to discuss, 3 min to conclude

Case topic:

There is a conflict of interest between the legislative and judiciary. The MPs and MLAs are not ready to pass the ordinance of salary and allowances hike of the judges. Also, some MPs have made some irresponsible statement that judiciary doesn't deserve much compensation etc. There were also some past salary hike tables given (one can exploit those to make a good point).

We were asked to resolve this conflict to save both the pillars of democracy from dilution.

My experience:

Started the discussion by highlighting all the major observations and added one of my own points. Group was peaceful compared to other groups and everyone got their chance. I spoke again 2-3 times after starting. As the topic didn't give much scope to innovate, the points started to become redundant and everyone was just rephrasing it. Turbulence increased when panel signalled for the last 3 minutes. Here also, most of the people made their points and a decent conclusion was made.

Round 2: Personal Interview

(Three professors in the panel- all males, say P1, P2, P3)

Me: May I come in sir?

P1: Yes

(P2 was mostly silent and P3 was going through my document set and SOP the whole time)

(Interview started with a good tone)

Phase 1: Generic questions

P1: What is the meaning of your name?

Me: Good and prosperous age (they were satisfied)

P1: So why MBA?

Me: Told, and added some reasons why from NMIMS (praise them!)

P3: Why not work-ex then try again?

Me: Told my justifications.

Phase 2: Knowledge test level 1

P3: Do you read newspapers?

Me: Yes sir.

P3: Which one?

Me: Indian Express.

P3: Tell me about 3 important events happened in last 2 days.

Me: Sir, there is a major international stock market crash in the US, the SENSEX is following the same down-trend. Another is the Singh brothers have Siphoned off money from the FORTIS

(for the third point, thought for a while)

Sir, the other news is that of politics where Opposition members are demanding Modi's presence in the Parliament (can't think of any other at that time)

P1: Do you know the names of Singh brothers.

Me: No sir but I think one of them has an initial 'M'

(all of them consulted for a while for the name)

Phase 3: Knowledge test level 2

P1: Do you know there is a major thing happened in automotive a few days back.

Me (didn't get a clue): Sir, I am not aware of that.

P1: They have sent a car to space.

Me (spark ignited): Yes sir, Tesla has sent their car to space in association with SpaceX (thanks to a friend who mentioned this in a conversation a week ago)

P1: Who is the CEO of tesla?

Me: Elon Musk

P1: Do you know what is the name of the rocket that carried it into space.

Me: Sir, I do not know the name of rocket but know the name of the car - Roadster

P1 (slightly unconvinced): Do you know its weight?

Me (not having even the slightest idea): No sir.

P1 (mentioned some weight, I affirmed while nodding head)

Final Phase: Getting more out of it

P1: You mentioned that Indian stocks are falling because of LTCG and foreign stock markets but what is the reason of slowdown for foreign stock exchange.

Me (didn't know the exact reason so told what all I knew that time): I think the Dow Jones index, which gives a picture of all sectors of the economy, is falling.

P1 (wasn't convinced): But what is the reason for that fall?

Me (out of no choice): Sir, I don't know the exact reason

P1: You must have heard the news that Air India disinvestment is going on. Do you think it is a right step?

Me: Told a couple of good reasons in favour.

P1: But how will you convince various labour unions that are still in opposition of the move

Me: Told that there must be some consultation and some agreement can be worked out to keep both stakeholders in win-win situation.

P1 (looked convinced this time): Do you have any questions (looking at the other panelists)

P1: So that all. Thank you.

Me: Thank you sir!

The interview went for about 13-15 minutes and overall a decent experience.

Verdict: Converted

22) Interview and WAT Experience-22

Date 7th Jan 2016

Venue: NMIMS Mumbai

Profile

10th: 84%, 12th- 76.5%, Grad: 75.8%

NMAT 225

Case Study – Teacher Training Programme in India has not been effective in India. No effective teachers are being produced Through Training Programme. It is better to stop all these Training Programme and save public money to build Toilets and infrastructures in Schools.

Personal Interview: Professor 1 (Anirban Das) Professor 2 (Not Able to find)

P2 – So, you are a production engineer, how production engineering is different from mechanical engineering?

Me: Told (There are few Papers that are more managerial that we study in 7th and 8th Semester)

P2: No, I am not asking about papers, but as an overall role they play?

Me: Mostly Production Engineers are handling role that mostly relates directly to production like production supervisor or even in PPC their role comesLiKE in my company mostly these roles were given to a prod. Engg. (I was an exception)

P2: Ok, So u were in PPC?

Me: No, sir, I was in L&D, working as Training Manager.

P2: Ok, What u were Doing?

Me: Explained them in detail about how Time, motion study was used in training to reduce skill conversion time.

P2: Wait? What is that skill conv??

Me: Sir, it is time taken to convert a trainee into operator (Conversion of Skill level)

P2: Ok, Can you tell me what are the types of yarn?

Me: Sir, It depends on Count (I.e Thickness of fibre is called count) Varies from 1 to 100. (Can vary more)

P2: Ok, Can you tell me how variability in yarn can be dealt with variability in production?

Me: Stuck (Blank)

P2: Did you understand my question ...?

Me: Sir, Can you repeat that...

P2: Ok, tell me what are variabilities in yarn that comes?

Me: Sir, only the thickness and initially some mixing comes into play other than this if you are taking dyeing into account . it was not done in our plant.

P2: Laughingly, Ok dying was not done there?

Me: No, sir only yarn manufacturing.

P2: What about Arvind mills? Look towards P1 laughingly

Me: Sir, I don't have any idea about Arvind mills but they are also in textile and Vardhman is the major leader in yarn industry. (Later I came to know Arvind is in Ahmedabad)

P2: Asked one more question related to what parameter to look into Fully automated plant? (Don't remember exactly)

Me: Answered, but was corrected by P2.

P1 comes into play

P1: So Anup you have written that you are looking for some data to agree with the author? (Referring to WAT)

Me: Yes, sir as I think without proper data, we are mere giving opinions.

P1: But what you will do with that data, they are mere chunk of numbers?

Me: Sir, We all can share our opinions and views in day to day life but taking such decision of stopping training programmes without any sound data analysis is vague.

P1: What data are you looking for?

Me: Sir, I would say what are the % of students getting failed in schools % of teachers passed/failed through these training programmes.

P1: But still how data can help you in making decision?

Me: Sir, I would like to add one point that recently a data was released by aspiring mind showing unemployability among 80 % of engineerthis figure Of 80 make us think that the problem is grave and engineers are not getting jobif the same figure would have been 10% or 5% , we don't bother much...data are helpful in understanding different scenario..

P1: Tried to question again but P2 came into play ...

P2: So, Do you think so many engineers are not getting job ...there should be some training for professors of engg. Colleges?

Me: Definitely, sir...There is a need for that...(Confidently)

P2: (Smiles) Why you think so?

Me: Sir, the education is not job oriented there, even a lot of my peers after getting job faced lot of problems in their job as they felt what they are learning now, should have been done in college itself. like I myself faced a lot of problems in learning excel as most of my work was related to data and I was not good with that.....

P2: (Going completely out of the track) But most of the parliamentarians are given training but yet it is dysfunctional?

Me: Sir, I think two opposing parties would never like to agree on to same views

P2: You are also giving opinion now.....how can you say that..?

Me: Sir, we can look for data in this case also.

P2: Ok, What data u will look?

Me: What number of bills were passed /not passedblahh.....

P2: (seems satisfied) Ok, data of republican and democrat will be helpful in this?

Me: Yes, it can be...

P2: Ok ...Anup u was working in L&D ...Can happiness be taught?

Me: Sir, it can be but mostly comes from inside.

P1: Which is the happiest country in the world?

Me: Switzerland.

P2: Ok, What is happiness index?

Me: Sir, Not sure about it.

P2: So did you guess?

Me: I studied about it somewhere ...and about its measurement but was not aware about index.

P1: Which neighbouring country of India follows this index?

Me: P1 gave hint, then I guessed Bhutan.

P2: I can see you published a paper in international Journal ..what was that?

Me: Told

P2: Ok, There is one more paper that you presented individually in some International Seminar...Where it was held?

Me: Sir, It was held in Goa.

P2: What was it all about?

Me: Sir, this Seminar was on Emerging Trends of Entrepreneurship.....and I presented a paper on Trends of direct selling Business and its impact

P2: So you did some research on to that?

Me: Yes, sir

P1: So, you read newspapers?

Me: Sir, not a regular reader but follows financial market ...regularly as I want to pursue a career in finance.....blauh...

P1: ok, Tell me about Jan Dhan Yojana?

Me: Told

P1: Don't you think opening so many account is a problem?

Me: Definitely, sir ...if I go to sbi they would take at least 2 days to open my account may be more than that also.....so opening crores of account in short span of time ...definitely a problem.

P2: Smiling as I answered

P1: So, Anup Last question.....How much forex reserves India has?

Me: Sir, not sure about reserve but I know GDP is 2 trillion\$.

P1: Starts Laughing ...I was going to ask this question but acha hua nhipucha otherwise you would have answered..Not a problem take a guess..

Me: Sir.....40 billion \$I know about world's forex is somewhat 80 trillion \$ not sure about India.s

P1 & P2 – OK...Anup u can leave

Verdict: Converted

23) Interview and WAT Experience–23

Date- 9th jan 2016

Venue- NMIMS Bangalore

NMAT Score 210

CD Topic: An antiques collector has a very important artifact which is believed to bring good luck to a tribe in the Amazon. But there is no scientific proof. If you are a collector, would you give the artifact back to the tribe?

Ethics based CD.

Special Points for CD: Smile. Smile when the panel arrives. Smile when they look at you. Say thank you when they give you the CD paper. Do not attack anybody, you will get a chance to speak. Say valid points. Look at the group while speaking. You are discussing the case with the, not with the panel. Listen intently. listening helps not to repeat important points which have already been said once or twice. Be original. Say original points and give original inferences. The CD is meant for you to display your analytical, people, vocab and public speaking skills. Being polite gives brownie points too.

PI Review: I entered the room after knocking and asking permission. I was told to sit. I only remember a few questions as there was a barrage of questions from go time.

Panel of 3. M1 55+, F1 55+, F2 45+

F2 – (on my internship) Is this a family concern from which you have done your internship? Said – Not immediate family, its my Mama's firm. It's an NBFC registered with RBI.

F1 – What is Mama called in English? Said Uncle. F1 – What uncle? Said Maternal Uncle.

F2 – Walk me through what you did after graduation. Explained – First studying for MBA entrances. Didn't get through. So uncle offered an internship as I was a finance student. Did internship for 8

months. The started an import-export firm. (All eyebrows raised) So then explained what all I did in the company. Why shut down. Reasons – Bureaucracy and bribery.

F2 – Bureaucracy and bribery will be everywhere. What makes you think doing an MBA will take you away from all this? Said – No it won't. But I won't compromise on ethics and moral even if it means shutting down a profitable business.

F2 – What do you think about the current prices of dal in India? All the price rise? Said – I think it is because of hoarding. In 2009 it was around 60/kg and now it's shot upto 150/kg. Input costs have not risen so much. Fuel has risen about 20%. So it's the middlemen and hoarders that are responsible.

F2 – Do you think dal can be hoarded for so long? How long can it be stored before rats infest. Said – Our regular basmati rice are aged for 2-3 years before consumption. So yes, dal can be stored too. You need proper medication/box units to prevent insects and rats.

F1 – So walk me through what next. Said – I shut the business and started pursuing finance full time. Learned technical analysis of stock markets, started a consultancy where I advise clients on stock buying/selling. And I completed FRM from US.

This is when M1 came in, who until now was out of the process.

M1 – Oh! so you completed FRM. You are certified? Said – No just finished exams in consecutive attempts, not yet certified so can't call myself an FRM. Just cleared FRM Exams.

M1 – Tell me what is Negative duration? (Didn't remember and tried to say in my own words. Said something about negative interest rates) he again asked – What is it related to. Said – Fixed income, bonds or fixed income funds.

F2 – So why MBA? You should do CFA instead. Said – I am doing CFA. I want to do MBA because it will teach me the skills needed in an organization. It will help me relearn basics and it's like a finishing school for business skills. This is where I can hone my existing skills and acquire new ones from the diversity. The diversity is another factor. Our group has 3 IT ppl, 4 Civil Enggs, 3 doing CA and me. This type of diversity is what attracts me towards an MBA as it will help me get skills and knowledge from all of these people. Networking, Re-learning and Diversity.

F2 – So about your consultancy, how does it work? Said – I focus on technical analysis. So at the end of the day, I do my research and email to clients wit a buy, sell, hold, target and stoploss figures who then trade accordingly.

F2 –F2 – Do you trade? Said – No, I only provide advice, clients trade in their own accounts. But I do trade in my own account.

Then was asked about trading, I said trades can be punched in microseconds. Some more talk on trading.

F2 – Elaborate on technical analysis. Said – I specialize in trend following, dow theory, trendlines and RSI.

M2 – What is bollinger band? Said – It is like standard deviation. A volatility indicator. He said no it's not standard deviation. I explained I don't know how its derived. but it is a volatility indicator, Explained how its drawn, etc.

M2 – Do you know stochastics, MACD, SAR, Parabolics? I said I don't know them. He said How do you follow trends then? I said – I use dow theory, and trend lines. He was not happy with trend lines.

I had to explain chart types like bar, candlesticks, line etc. Explained how trend lines are drawn. But they didn't understand. So I offered to draw on the whiteboard and show, but they refused.

F2 – You said about technical analysis. Explain the process. Said – I think technical work best in the short term to medium term. Not so much in long term. She asked what is short term. I said – anywhere from 5 minutes to 3 months.

Verdict: Converted

24) Interview and WAT Experience–24

Date- 05/02/2019, Morning Slot

Location- 10th Floor, NMIMS Campus, Vile Parle, Mumbai.

Program - MBA Core

Background - CA + B. Com

Profile-

1. X/XII/Grad. /CA/NMAT - 96.80/98.40/64.35/58.53/95

2. Non-Science Background

3. General Category - Male

4. NMAT Score- 212/360 (Just above the cutoff of 209/360 which means I need to have an extraordinary CDPI for more chances of conversion)

A) Case Discussion (5 minutes to think, 15 minutes to discuss) Topic-

There was a case study given about Walmart Top Executives where Vice President of the company had committed some fraud beginning with marginal and meagre amounts and lasting to substantial sums.

The fraud has been committed by VP with the help of his subordinates who had been motivated to commit such fraud without others' notice. We were required to discuss the importance of Ethical Leadership issues.

Flow of Discussion-

Someone cited recent example of Chanda Kochchar as a resemblance to this. Someone assumed about the involvement of other executives too. Someone assumed about situation of everyone doing fraud. The discussion ended with suggestions like need for external control such as timely Third-Party Management audit, Establishment of Internal control via Shareholder committee being set up, Talks about Ethical issues, Talks about Trust & ego issues etc etc.

Moreover, the discussion went too general and out of the line as the question asked was too much philosophy oriented & theoretical in terms of Leadership.

B) Personal Interview (PI) Round-

There were 3 panelists. 2 Male & 1 Female. 1 young Male around 40 years of age was only asking questions. The other 1 male and 1 female were both around 60-65 years of age and were not asking questions and were just listening to my answers or asking counter questions to my answers. (That 60-65 aged male almost looked alike Mr. Narayana Murthy)

The young fellow started asking questions only on My SOP. He started breaking each single word of my SOP into a question. (The previous 4-5 candidates to the same panel were mostly asked questions on academics which I had expected already but their was a drastic hit to my expectations when no single question came to me from my academics.)

The questions were as follows:

1. In your opinion, What qualities a good manager should possess? (I told about 3-4 good points. I screwed up in between when I told a point like - "He should be COOL with his subordinates". They told me to use a decent word instead of COOL. Sadness in my heart & and I got upset but replied calmly by asking for an apology for that word and replaced that word sooner)
2. You seem to be scoring outstandingly high in Class 10 & Class 12. What happened to you during your graduation as your scores seem relatively on lower side? (Such a question was expected and I was also prepared to answer for the same. The panelists were sounding impressed with my answer considering the positive grin on their face.)
3. Why there was Academic Gap of 1-2 years after your graduation? and also Why no Work Experience if you have completed your graduation in June 2017? What were you doing from that time? Just preparing for CAT, NMAT? (I had an answer to this, I told them about pursuing CA Articleship and CA Final studies alongwith & also after Graduation, which was the reason for this so-called Academic Gap) (They took it positively and responded it with a satisfactory smile)
4. You mentioned in your SOP that you aspire to be a Financial Consultant. Do you know the difference between Financial Consultant and Cost consultant? (I answered it in 2 sentences)
5. Even without doing an MBA, you could be a good Financial Consultant. You could also do CFA. Then, Why MBA? (I had spoken about analytical skills, Case Studies and blah blah blah as I was already prepared to answer the same as it being the most typical question ever, but the interviewer now begin counter questioning me on all my replies)
6. You talked about Analytical skills in your SOP. What are analytical skills? Do you possess the same? (If answered in Yes, they asked then why are you doing MBA if you already have that skills?) (If answered in No, then they asked that We have a pool of eligible candidates with us who are having analytical skills. Then Why should we select you? What synergy you could add to NMIMS without those skills?)
7. (As I said Yes to above point, then they asked the next question) Having sound analytical skills, Do analyse "Global Warming" with your skills? (Shocking question but I answered what all I know about it)

Then the other female aged panelist asked - US is currently facing temperature of -20 in degree celsius. Is it also Global Warming? If Yes, then why it is called Warming? (I was checkmated but still I tried to answer something which left them not upto the mark) (Dissatisfied impression)

8. You recently spoken about Case Studies you will learn here. What importance it would play after you move out from here into a Corporate world? (I answered it superbly) Also, have you read any Case studies before? (I answered Yes) Then what is it all about? (I was blank as I was not able to recall at that moment. All I could do was to say Sorry and mention that I am not able to recall any at this point of time) (They seem unsatisfied with it)

9. You might be having calls from SPJIMR? (I answered No) Also you might be aiming for JBIMS through MAH-CET? (I told Yes for giving MAH-CET) Then if JBIMS selects you, you would leave us? (I told my first preference is NMIMS citing its relative advantages over JBIMS) Then they dug deep into "WHY NMIMS?" (I talked everything positive and good I knew about NMIMS)

10. You mentioned in your SOP that "NMIMS has qualities that will best fit your background & Expectations". Have a talk with me about this Background & Expectations? (At this point, they were auditing my SOP and raising queries on each & every word)

11. The Final concluding question – "Why should we select you? What you would give to us which others won't give?" (I talked about my USP when compared with others and also talked about how I could be an Asset to your B-School)

That was all about my pleasant, challenging and exciting interview experience at NMIMS Mumbai.

P.S. There might remain some other questions too in PI round which I couldn't recall at this juncture, but if I recall it at any point of time later, then I would edit this post.

Verdict- Not converted

25) Interview and WAT Experience-25

NMIMS Bangalore PGDM 2019-21

NMAT Score: 208 (Cut off for NMIMS Mumbai - 209)

Graduation Background: Bachelor of Engineering in IT

Case Discussion:

We were divided into groups of 12. A case was given to us.

(In brief)

It was about two clients of a company. A manager of a company was accused by one of its clients that some of the employees under the manager are favouring the other client that is leading to a loss in its revenue.

(It was a long case with some financial jargon)

I couldn't start the case. I spoke fourth but I started by giving structure to the case and gave concrete step wise solutions. The points were well received and the team members added to those points while mentioning that the initial few points were given by me. I made 5 to 6 good entries. There was no fish market scenario. A very healthy discussion and we came up step by step conclusion and solution in the end

The PI panel consisted of 3 individuals (for convenience's sake, let us assume them to be P1, P2, P3).

P2 - What does your name mean? (My first name is Priyadarshini)
P2 - Which famous personality of India had the same name? (Indira Gandhi's maiden name was Indira Priyadarshini)
P2 - Who was she?
P3 - What is your favourite subject? (Software Testing)
P3 - What is SDLC?
P3 - Which step of SDLC involve the client?
P3 - What is the difference between White Box Testing and Black Box Testing?
P1 - If you've done IT, why are you moving towards HR? Is it because IT isn't paying much nowadays?
P1 - How is IT used in HR?
P2 - What is Artificial Intelligence?
P2 - What is Machine Learning?
P2 - Do you have any questions for us?

Verdict: Converted!

26) Interview and WAT Experience–26

DATE 10th feb 2017

Venue NMIMS Bangalore

10th – 78%, 12th – 72.7%, grad- 75%

NMAT- 209

WAT: There was a written ability test on a given case or story you may call it. We were supposed to write our views in 10 min, either in the form of a paragraph or in bullet points.

My case was something like:

Owing to the increase in the number of heart patients, the local authorities have asked an NGO to make it mandatory to own a dog. Dogs prove to be good companions and have positive effects on the health of their owners. Also these dogs were homeless without shelter and the patients will not be asked to pay for buying one. What do you think about the whole idea of making it compulsory to own a dog? Explain briefly.

PI:

I was 4th in my panel.

Two professors P1 and P2.

P2 called me in.

(In my head I was traversing through all the questions that I had prepared like the 'Tell me about yourself', 'Why MBA?', et cetera.)

P1: Please have a seat.

P1: So the thing is I don't know much about music. Why don't you tell me about this event you took part in?

(One of my extracurriculars mentioned the fact that I play the keyboard and have represented my school at a national event.)

M: Explained.

P1: Okay great but how do you decide which instruments need to be played in a given song.

M: Explained how emotions play a big role in music. Gave an example of how a sharp staccato of a flute can instill fear or how the beat of a drum have the ability to relax and energize one, at the same time.

P1: (satisfied with the answer) Hmm.. What about the prices of these pianos you play?

M: Sir I play the keyboard. I went on the explain the difference between the two..

(Suddenly interrupted by..) P1: The answer to my question?

(My first mistake. I immediately realised that he was expecting a very concise answer.)

M: Told the base prices and the fact that as we go up the feature/brand ladder the price soars.

P1: Alright.. But if you know so much about pianos and are even passionate about it you can also consider this as your career line you know.

(It must be noted that this wasn't a question but more of a direct statement followed by a question. My initial response was going to be a nod of the head but I realised the ramifications of the same. P1 was suggesting me an alternative career and I was simply going to reply in the affirmative).

M: I'm sorry sir but I would beg to differ here. I explained how various factors come into play when one's hobby turns into one's career.

(Both P1 and P2 smiled and welcomed the argument.)

P1: Does YAMAHA make keyboards?

M: Yes.

P1: What is the profitability of YAMAHA?

M: (This was something that I couldn't have anticipated.) I'm sorry sir, I don't know.

P1: Is it even profitable?

M: (With a nervous and confounded expression)...It should be!

(P1 smiled and P2 laughed. I spoke about this to an IIM-A alumni who suggested that such questions are generally to throw you off your game or test your presence of mind).

P1: So you're from Computer Sciences, explain to me how a laser printer works.

M: (I hadn't studied about laser printers, albeit I did remember something pertaining to how charge accumulates on the sheet from class XII. I chose not to answer as I wasn't sure.)

P1: Not a problem. How is data stored on RAM?

M: Explained.

P1: Asked about the architecture of a system.

M: Explained.

P1: Everything around you is binary when it comes to systems, are there currently any disadvantages to it?

M: Tried to explain how we're reaching the end of the line when it comes to the capacity of binary systems (in terms of gates) and the solution to it.

P1: (Seemed satisfied.)

(I believe I digress here a little as well.)

P1 signals P2

Enter P2 with his questions.

(Until now P2 was busy writing. While I tried to make eye contact with him he was mostly engrossed in his notes.)

P2: So xx, do you know who is Shashi Tharoor?

M: Sure sir. Gave a description in one line.

P2: (with a smile) I'm not quizzing you on him, your hairstyle just reminded me of him.

(both P1 and P2 laugh)

M: (poker face) but I give in eventually and start laughing as well.

P2: Do you know about the situation in Maldives?

M: Told about the state of emergency.

P2: What is your opinion on it?

M: Answered. Dwelled around how the emergency was being misused by Mr. Yameen.

P2: How can you say it is being misused? The provision for emergency is there for a reason.

M: Explained how I am not against the provision but against the reasons stated by Maldives.

P2: Elaborate.

M: Told about the three reasons under which an emergency can be declared. (P1 nods).

P2: Did we have it in India? Which year?

M: Explained, but couldn't recall the year for one of them.

P2: (seemed satisfied) you are from Delhi you should know.

M: Nodded in agreement.

P2: Okay Shaunaq, we're done. Thank you! Do not discuss these questions outside.

M: Sure sir, thank you!

(P1 offers an eclairs.)

Verdict: Not Selected.

27) Interview and WAT Experience-27

DATE: 23RD JAN 2015

VENUE: NMIMS Mumbai

To give some background, I belong to a physics UG programme (currently in my 4th year) with decent research and academic credentials. My interview preparation involved researching about economics of Science & Education in India and opportunities after an MBA programme in order to tailor my background, reasoning and aspirations together. I was the 8th candidate (last of our slot) of the panel assigned to me, so it might be safe to assume that they were a little exhausted.

Two panelists. One was a senior Economics professor (P1), the other was a relatively younger professor (P2).

P2: "Good morning."

Me: "Hi, Good morning!"

P2: "Why are you here?" (in a very unwelcoming note if felt)

Me: "Can I start by telling about my background?"

P2: "Sure. Go ahead."

I explain my academic background and inclination towards Sciences (particularly Physics and Biology), and how I had strong intentions to apply for graduate school programmes (PhD) till the end of my third

year. I also tell how I taught Math online for free (for a Khan Academy project) to support my interest in Education problems in India. I further justify why I decided not to apply for those programmes. They did not nod or express any concerns to my rationale.

Me: "After my 3rd year, I explored opportunities apart from academic research. I ultimately want to solve foundational Education based problems in India. I interviewed with a firm that is trying to solve ground level education problems through technology, and they were started by IIM A alumni. Mr X, Mr Y and Mr Z. They started off as a school in Ahmedabad itself. After interacting with them and the team, the idea of solving education problems through an economically sustainable model crept in me. I am also interested in Management Consulting, in order to gain experience before I start something of my own."

P1 interrupts.

P1: "Management consulting is of course about management, but it's also about solving domain problems in industry. Due to which I think your background in the sciences is a poor fit and won't provide any special expertise."

Me: "I would politely like to disagree with you."

P1 laughs.

P2 smiles.

P2: "Me too. I would like to disagree as well."

Me: "I think the skills and experience I gained in academic research goes well with management consulting. Scientific research is not about solving complex problems while being alone in a room. Due my research internship at XYZ University (one of the top uni in the US), I realised (and learned) the importance of 1) communicating research results. I constantly had to show my results to the Principal Researcher, the Post-doc etc. 2) I developed strong problem solving and critical skills while working in research. Especially in the Sciences, we do not make vague qualitative claims, but have to be extremely precise and critical about what we say about things. 3) I am not sure as to how relevant this is, but I also learnt building relationships with fellow researchers. Apart from this, academic researchers are high in demand for such roles in the US. As an example, expertise in Molecular Biology goes very well with Pharma industries."

P2: "Okay. But why Management Consulting and MBA? Why not some other route to enter industry like Law, or for your interests, a masters in Education?"

Me: "I think that's because I am exposed to such opportunities and options through batchmates and family."

P2: "What does you father do? Is he an academician?"

Me: "No, he is a Chartered Accountant."

P2 laughs.

P2: "Now it makes sense. Continue."

P1: "So you mention modern problems in Physics is currently at halt, and you feel you do not have the freedom to pursue questions that interests you. We are layman in sciences, can you elaborate on what these problems so that we are able to understand?"

Me: "Sure."

I further explain problems with fundamental incompatibility of QM, GR. How QFT explains things but we are looking for a unified theory. I also explain the common buzzwords and relevance of them (like string theory, CERN etc). I remarked how CERN has been pretty useless, and we don't hope to progress smoothly for the next 10–20 years.

P2: "What did you learn in Physics that you think you can apply to problems in Business context?"

Me: Explains scientific method (hypothesis building, analysis, drawing inferences etc) and how problems are essentially broken down into such steps in research and consulting both.

P2: "But consulting, you only get to the scratch of problems, and you work in an environment which would be entirely different from academic research."

Me: "I agree with you."

Small pause

Me: "I agree with the fact that it may not be the perfect option but I still feel it's a solid option."

I further explain what I can learn in consulting (problem solving in business context etc) which can still be a strong leverage to what I want. (despite what the drawbacks pointed out by P1)

P2: "Fair. So, apart from Research and Business, what do you do? Hobbies?"

Me: "I like to read Philosophy."

P2: "What kind?"

Me: "I recently finished reading Arthur Schopenhauer's essays in Pessimism."

P2 interrupts.

P2: "Oh! Schopenhauer! I have tried reading it, it's a pretty heavy read. I know that he influenced eastern culture and philosophy"

Me: "Uhm. To elaborate, Schopenhauer is the one influenced by eastern schools like Buddhism etc." (Schopenhauer is much recent, 1800s)

I continued to explain how his work was influenced, and how he was the first western guy to put eastern philosophy in western context and structure. I also explained the difference between the approaches and works of eastern and western philosophers, and how I find eastern philosophy to be more complex/abstract than western.

Me: "I just read his comments on Education, quite fascinating."

P2 ignores and interrupts.

P2: "What else do you read?"

Me: "I am reading Beyond Good and Evil by Friedrich Nietzsche."

P2: "Yeah, I find it much easier to read and he puts these funny aphorisms."

Me: "Yeah! The first chapter was ironically about bashing the act of doing Philosophy. He is funny."

P2: "Okay, thank you!"

Me: "Thank you. Alright. Bye!"

I think I was a little nervous in the beginning, but I caught my pace. I did not learn or prepare any of my answers, so my structure was a little off when I was telling my background. I am not sure as to how convinced they were to my answers and logic. They didn't provide any feedback in the middle (like nodding etc).

Verdict: Converted

28) Interview and WAT Experience–28

10th - 91.2

12th - 94.8

Grad (BCom) - 85.45 (till sem 4)

Fresher (final year student)

I was 6th in my panel. The interviews of candidates before me lasted for 25-30 minutes.

The panelists were two male professors, P1 and P2. P1 is a stats professor. I haven't been able to identify P2.

Me: Good evening!

P1: Don't scare us. It is still in the afternoon.

P1: How has your day been?

Me: I am doing good so far, sir.

P1: So, you are a local boy. Where do you live?

P1 going through my form sees my pincode

P1: This is also our pincode.

P2: How far is your home from here?

Answered.

P1: Okay, so tell me. What do you do apart from studying?

Me: I am a basketball player. I enjoy playing basketball, watching it, analyzing it and listening to podcasts related to basketball. I wake up early in the morning at 4:30 or so to watch basketball matches.

P2: So, why do you listen to podcasts?

Me: I listen to podcast during my commute. I like listening to podcasts because they are very informative and entertaining. They give greater insights into the games and supplement my game watching.

P2: Don't you ever like to travel in complete silence?

Me: Sometimes I do. Rarely, though.

P2: When do you do that?

Me: There are no such parameters. When I have completed listening to podcasts before my commute, I travel in complete silence.

P1: I saw you talking to the boy whose interview we took before you. He told you that we were talking about GDP. Tell me which other measures we should consider?

Me: Sir, HDI and Gross Happiness Index are two good measures of welfare. While Gross Happiness Index may not be very useful for economic purposes, it is a good indicator of welfare.

P1: What are the components of HDI?

Me: Access to healthcare, education and another component that I am unable to recall right now.

P1: You talked about Happiness. Who would you consider happy?

Me: I would consider myself happy.

P1: No, not like that. For high Happiness index, what should happen?

Me: Social rights, no segregation, no diseases, access to amenities like health, education, adequate food

P2: You are from Ahmedabad. Tell me something that is bad about this city.

Me: Talked about segregation of different communities. Certain communities confined to certain areas.

P2: Why is it so?

Me: For protecting each other.

P2: Any other bad thing?

Me: Traffic sense.

P2: Have you heard about the Me Too campaign?

Me: Explained.

P2: Was India also speaking up?

Me: Unfortunately, not.

P2: Why?

Me: Society, corruption in those meant to protect victims

P1: Any Indian organisations, people speaking about this issue?

Me: MARD, Kangana Ranaut

P1: Have you completed your graduation?

Me: No.

P1: What are you studying right now?

Answered

P1: What do you like in economics?

Me: Demand and Supply

P1: Explain.

Explained.

P1: Any commodities whose demand rises with increased price?

Me: Prestige goods.

P1: Anything else?

Me: Inferior goods

P1: What do you mean by inelastic supply?

Me: Explain perfectly inelastic supply. Hopefully doesn't hurt me.

P1: In your form, you have mentioned an English Olympiad rank. What did you do?

Me: Written test. However, a lot of other activities apart from it: Managing events, students' council, sports events, playing basketball.

P1: Thank you. Take something from the bowl and go.

Me: Thank you.

Entire interview lasted for 15-17 minutes. Shorter than others in panel.

Result- Converted

29) Interview and WAT Experience–29

10/12/Graduation (IITK-EE): 10/93.6/9.0

Work Experience: American Express (7 Months at the time of Interview)

Case discussion: Topic- A farmer couldn't pay the bank the loan back and the bank chose to publicly shame him. He committed suicide because of this. Was it fair on the bank's part to do this?

Overall a peaceful discussion, didn't really turn into a debate. I felt as a group we were very good and discussed the pros and cons very well. Very smooth conclusion and excellent people in the group. Group rating- 9/10, Personal rating- 8/10

Personal interview-

PI: (Brief Summary)

I was the second last in my panel which consisted of two professors.

Panel: So you graduated in Electrical Engineering from IIT Kanpur.

Me : Yes Sir !

P: And currently you are working in American Express. What use of electrical engineering are you making in AMEX? *with a smile*

M: *nervous laugh* No use of Electrical engineering sir. It is a non core job with an analyst profile.

P: Why did you choose to work in AMEX?

M: Sir, I did a course in Data Mining which interested me and that matched with the job profile that I am currently having so I...

P: *Interrupts me in between* So you did a couple of courses in the field of data science and data mining and got interested but did a whole lot of more courses related to core electrical but that didn't interest you to do a job in core electrical field. Does that mean you don't have good electrical professors at IITK?

M: *thinking, that escalated quickly! * No sir, it's not like that. In the starting years of my B.tech I did projects under professors of my department to explore the field of core electrical Engineering. Along with that to explore the corporate and Industrial life I did an Internship with ITC. After both the experiences I decided to pursue the path of Industrial and corporate life. To strengthen my decision I even completed a minor under the Industrial and Management Engineering Department of IITK.

Also, we do have great professors in our department of Electrical at IITK. A lot of my batch mates have gone on to pursue jobs in core electrical engineering and also pursue higher studies. So my choice of non-core job doesn't mean that we don't have good electrical professors at IITK.

P: So what work do you do in American Express?

M: *Talked about how I am a part of Fraud decision science division of AMEX. Part of Fraud modelling team whose main role is to build models that detect fraudulent transactions happening in the US market, live on the go. Gave examples to explain how our model work. Was well prepared for this answer (obviously :P) *

P: What supply do we get in our household? AC or DC?

M: It is AC.

P: What are the advantages of AC over DC?

M: It is easier to step-up or step-down the voltages in AC transmission to avoid transmission losses. While transmitting over long distances AC is being used in the world currently except when the transmission is between countries under the sea. Because of the high capacitance of cables under sea HVDC is used instead of AC because the capacitance will increase transmission loss significantly.

P: How do we step up or step down in AC?

M: We use transformers.

P: What is the operating principle of Transformer?

M: It is mainly based on the Lenz law (when I actually wanted to say Faraday's law of Electromagnetic Induction) where a changing flux in one coil-primary induces changing flux in the other secondary coil which then induces the voltage in the second coil. The ratio of turns of primary and secondary coil determines the step-up or step-down in transformer.

P: So you are from Raebareli and currently working in Gurgaon. Who is the MP of Raebareli?

M: Mrs. Sonia Gandhi.

P: What is the connection between Raebareli and Gurgaon?

M: * trying to think very hard! Unable to think of any answer I was just going to say I can't think of any connection except me :P *

P: Have you heard of Robert Vadra?

M: Yes, he is the son in law of Mrs. Gandhi. And I think the connection you are referring to is based on Robert Vadra. There was a controversy of Robert Vadra being offered land by DLF very cheaply.

P: So, you are from UP. What was the old name of UP?

M: I guess it was United Provinces.

P: What was the old capital?

M: *thinking* Sir, I don't know the correct answer but if I had to guess I would say it might have been Agra. Because I believe Agra was a city of significant importance in UP in the past. Mughal rulers also had their capital in Agra.

P: Which ruler?

M: I can think of Akbar, Fatehpur Sikri?

P: What are your hobbies?

M: Sir, I like to follow WWE, Tennis and cricket.

P: Oh, WWE! Isn't it all fake?

M: Yes Sir! It is professional wrestling where the fixtures are scripted. It is like watching movies ,which are mostly fake too.

P: What is the full form of WWE? And what was its old name?

M: WWE stands for World Wrestling Entertainment and earlier it was WWF- World Wrestling Federation.

P: So what has changed between the two except names?

M: Well they have tried to rebrand themselves as more family friendly especially to cater to children as their audience. We could see quite some content obscenity and vulgarity when it was WWF but since it has become WWE that has reduced significantly with more focus to Wrestling.

P: Who is your favourite Tennis Player?

M: Rafael Nadal

P: Really, why not Roger Federer?

M: I have always enjoyed watching Nadal play from the beginning. Federer is definitely the most naturally gifted player out there but Nadal has achieved all that with his hard work.

P: Do you think Nadal can surpass Federer's grand slam tally?

M: I think yes he can. If he plays 3–4 years more than that would mean at least a couple of French Opens and I think he can win a couple of hard-court slams also just like last year's US open. But it also depends on where Federer ends his tally because he is in great touch nowadays.

P: Okay, Do you know who is Manish Sisodia?

M: *thinking where did that come from* Yeah, he is an AAP (Aam Aadmi Party) leader and also part of the current Delhi government ministry.

P: What is his post in the government?

M: *not sure* I am not 100% sure, but I think he is the Education minister of Delhi Government right now.

P: Okay Salil, I think that would be it.

Offer me to take one toffee from the bowl. I take a polo after a lot of thinking

Overall it was a decent interview experience where the panel was friendly and didn't grill a lot :P

Result: Selected :)

30) Interview and WAT Experience–30

Date: 24th February, 2018

Location: NMIMS Bangalore

Slot: Afternoon Slot (1.15 pm)

Started at 1.45 pm

Time allotted - 20 mins

Topic of Case Study: IITians are offered subsidy for their education and it is taxpayers' money. They end up taking management jobs and hence it is a wasteful expenditure on them. Write the claim of the author, whether you agree or not and why?

Had 5 related questions to the topic which we had to answer (don't remember any of them)

After the CD, we were informed that they'll start with the interview in the serial order and each interview would last nearly 20 mins and by that time other candidates can get their documents verified. Since I was the last candidate in the panel, a professor in the panel smiled and told me that you will have good 2–3 hours to get your documents verified. I smiled back.

Ironic to the professor's statement, I was not able to get my documents verified in those 2–2.5 hours because they were giving preference to those who got their interviews finished (which really make sense)

Interview:

I was first in my panel and there were two persons in the panel. P1 (aged around 45), very calm and composed, he listened to me very attentively during the entire interview. He was paying attention to minute details and was keen to extract more information about things which intrigued him. P2 was much younger, aged around 32 (might be a faculty or alumni but seemed more like a faculty).

So after the usual exchange of greetings, P1 asked me so you are Nitish Kumar.

Ans: Yes sir and coincidentally, I am also from Bihar.

P2: Who is Nitish Kumar?

Ans: He is the current CM of Bihar and holding his 2nd term as CM.

P2: Why did he break his alliance with Lalu Prasad?

Ans: Sir because he got convicted in several fodder scams and it would not have been good for Nitish Kumar party's image.

P2: Did Lalu Prasad get convicted only now. Was he not accused from quite long? Then why did he break his alliance now?

Ans: Sir, he was an accused from quite long but he had not been convicted. Further, once a person goes into jail, the public perception of that person changes dramatically.

P2: (continuing further on this same thing) What is your perception of Lalu Prasad?

Ans: He is notorious for doing politics on the basis of caste and creed neglecting the growth and development of the state.

P2: Why did you use the word notorious (by his looks, he was saying, don't you think it's too uncharitable to term him notorious)

Ans: Sir, he did not have any firm political ideology and kept making fool of people for around two decades. He has time and again supported the dalits and muslims just to grind his own axe.

P2: (he was in no mood to let it go and was pushing me further) Then do you think that Nitish Kumar did the right thing first by forming a coalition with him and then breaking it?

Ans: Sir, Nitish Kumar also did it for his personal benefit and as the situation suited him. (me thinking inside that I need to come up with something which would close this political newshour debate so that the interviewers can know me in other aspects besides someone who give naive remarks about sensational political happenings) So, I proceeded, sir there is a quote about politics, Politics is the art of gaining political campaign funds from the rich and votes from the poor on the pretext of protecting each from the other. So politicians do things not because it's in the best interest of their subjects but because it serves their purpose.

At this moment, P2 seems a little satisfied but by now, I have got the idea why IIMA and consequently its filtering process for selection is different. P2 was in no mood to let me go easy and I had further rapid fire rounds with him later in the interview. He was a little fastidious, as I guess many intelligent people are, and kept nudging me on every answer.

P1: (after a long time) Whose words are these?

Ans: I don't remember exactly but I think it is of Mark Twain.

P1: So have you read Mark Twain?

Ans: No sir, I haven't but I am interested in reading other stuff. Lately, I have been reading about behavioural economics.

P1: Behavioural economics as in Freakonomics and all that.

Ans: Yes sir and like Thinking Fast and Slow by Daniel Kahnemann, Predictably Irrational by Dan Ariely etc.

P2: (back in the mood) Pointing towards the AWT paper, so what you have written here has come from your exploration of this behavioural economics?

Ans: No sir, these are my personal opinion too.

P2: Can you summarize in one minute what you have written here?

Me: Sure sir. So the author's reasoning is that money is everything irrespective of its source and one should strive to earn as much as one can by whatever means possible. But I beg to differ sir.

P2: (interrupting) So you think money is not everything then why are you here?

Ans: Money is important but there are other things as well which are equally important if not more. Self-satisfaction and a sense of achievement by legitimate means fall among such things.

P2: Can you give an example?

Ans: (pointing towards P1) As sir named Freakonomics, in the book, the authors (Steven Levitt & Stephen Dubner) have detailed the story of drug dealers who earn very handsomely however they always live with the fear of getting incarcerated or worst yet, murdered. Similar to this when last week, ED (Enforcement Directorate) asked Mehul Choksi to consult the nearest Indian embassy so that he can return to India to co-operate in the investigation process. His immediate response was that he won't do so because he knows that as soon as he'd land in India, he would get arrested. So with money which has been acquired illegally, there is always a fear of getting caught. (In that month Nirav Modi & his uncle Mehul Choksi had given the page 3 celebrities a run for their money and were in every print and online media, so I thought it appropriate to offer this example)

P2: But don't you think there is one Nirav Modi who gets caught among thousands who manage to escape the clutches of law successfully?

Ans: You are right sir but that does not decrease the fear and anxiety of being proven wrong.

P1: What is your job about?

Ans: Sir, I work as shift-in-charge of electrical & automation team for hot rolling mill. I lead a team of 4-5 people and tackle the problems which we face during the running of the mill. My job is to increase the overall availability of the plant so that production is not hampered. Besides my day to day activities, I have also done a few small improvement projects using quality circles and TQM (Total Quality Methodology) methodology.

P1: What is FMEA and how is it done?

Ans: Failure Mode Effect Analysis (FMEA) is carried out in a manufacturing hub to suitably address the problems according to their severity and frequency. This is done by first making a tree diagram of all equipment in the manufacturing facility and according to the relative importance of various machineries, they are treated accordingly.

P2: You mentioned TQM, have you used any technique related to this in your plant?

Ans: Yes we use control chart which falls under SPC (Statistical Process Control) to monitor the variation of any ongoing process.

P2: Tell us something more about it?

Ans: Sir, even in the best of the processes, there occur some variations which can be of two types, the first due to chance or common causes which are inherent to the process and can't be eliminated until some major modifications are made in the system. The other kind of error is special or attributable and happens rarely in a well controlled process. Using control chart, we monitor the numerical values of any process by drawing three lines on a paper (mean, upper control limit and lower control limit), where,

$UPL = \text{mean} + 3 * \text{std. deviation}$ and, $LCL = \text{mean} - 3 * \text{std. deviation}$

P2: Are these limits used always to make a control chart?

Ans: No sir.

P2: So you mean this is not a universally accepted approach?

Ans: For making a control chart, we take historical data and calculate these values, however, as process may improve or deteriorate over time, we need to adjust the limits so as to identify the two kinds of causes.

P2: Nods.

P1: What were your favourite subjects in undergrad?

Ans: Electrical machines and power electronics.

P1: What is power electronics?

Ans: Told how it's similar to basic electronics but differs in the capacity of power handled and its requirement of being more efficient overall unlike basic electronics.

P1: Ask to draw the diagram of 3-phase AC to DC converter.

Ans: I drew the diagram and explained in the context of an electrical drive as to how speed control can be achieved by varying the output voltage.

P1 seems satisfied.

P1: We are done. Take a candy.

I rose from my seat. One thing was coming into my mind. Outside I had seen an interviewer who was in another panel and he was probably Satish Deodhar (author of few books in IIMA book series, most famous among them being Day to Day Economics, it's a good book to begin understanding economics for tyros). I had seen his photo somewhere but was not sure. So, I wanted to confirm if I had really seen Mr. Deodhar (I had really liked his lucid and perspicuous style of writing).

So I sheepishly asked, may I ask one small question sir?

P2: Yes yes go on.

Me: I saw one other sir outside, is he by any chance Satish Deodhar.

For the first time, P2 smiles.

P2: We are not allowed to confirm identity but yes you are mostly right.

Me: Smiles and thanks them.

Verdict: Converted.

31) Interview and WAT Experience – 31

Date: 27th Feb 2017

Venue: NMIMS Mumbai

X-10CGPA, XII-95.3, B.Tech, Mechanical Engineering (Hons), IIT Hyderabad- 86.2%

NMAT: 221

CD:

The Kannada Development Authority recently protested against the conducting of a Staff Selection Commission recruitment exam in Karnataka and Kerala to fill the posts of clerks, assistants and data entry operators as the exam was conducted only in English and Hindi. The KDA felt that it would put the local aspirants at a disadvantage as they wouldn't be able to attempt it in their mother tongue. SSC countered by saying that the jobs being central government based, would be subject to transfer to other states, where they would be at a disadvantage. The conducting of a language test before moving to other states is not feasible. Hence candidates should know Hindi to attempt the test.

Q. What is the claim?

Q. What is the reasoning provided?

Q. Is the reasoning strong or weak? Why?

I did a good job of it, by analyzing the argument and finding the fault that aspirants from Hindi states would face the same problems when they come to non-Hindi speaking states, while retaining the advantage in the exam. Hence, it is a weak support.

There were seven panels and around 6-7 people per panel. I was the first in my panel. The panel seemed to consist of one alumni and one professor by their ages. Let the professor be P and the alumnus be A. My answers shall be represented with the letter G.

The alumnus came out and asked me to enter after closing the door behind me. P was reading my AWT as I came inside. They asked me to take a seat and the interview started.

P: So you work at BPCL. Where do you work?

G: Yes sir, I work at the Kochi Refinery of BPCL in the maintenance department.

P: So what units do you take care of? What kind of equipment do you handle?

G: (At this point, I understood that P had more than a passing idea about how maintenance works and that I would have to weigh my words before I spoke them.)

Sir. We have an area concept and I work in area 1. As a part of the area, we have the second largest crude unit, the fluidized catalytic cracking unit and an isomerization unit. I am in charge of rotating equipment along with 15 technicians who work in the field to solve problems in any rotating equipment.

P: So what do these rotating equipment generally consist of?

G: For the most part, these equipment consist of pumps. There are also turbines and compressors. So yes, pumps, turbines and compressors.

P: So Ganesh, is BPCL a profitable company?

G: (smiling) Yes sir.

P: Lots of profits, eh? So which of the Public Sector Oil companies have the best profits?

G: That would be IOCL sir. Indian Oil.

P: Oh. And why is that so?

G: It is majorly due to their vast distribution network sir. They own close to 46% of all the retail outlets in India.

P: Oh. Is that so? So tell me, there seems to be awfully little to do in this industry. The prices are fixed by the government. Are they fixed by the government?

G: They used to be fixed by the government, sir, but now they are free to fix their pricing on a daily basis based on their costs and the current market petrol and Diesel rate. Each of the companies is allowed to place their own rates.

P: So is there a price war between these companies?

G: No sir. For the most part, all of these work together. The difference in pricing is less than 1 rupee per liter.

P: So is there a committee that determines the price of petrol?

G: Sir, there is a committee that determines the targets for each of the three companies each month. They also determine the price range. (Blunder. The price is determined by each company's costs, as I've read. I have no clue if the professor knew what the right answer was. I was confident in saying this though.)

P: Oh. So are there any private competitors in this market?

G: yes sir. The major competitor is Reliance. There is also Essar and Shell. Shell does not have great presence in India, but it does exist.

P: So how do they price their products?

G: Sir, their products are a little higher than the market price. They price it around 2 rupees higher than the other three companies.

P: Why do people still buy at their centers then?

G: Sir, the kind of service that they provide at their retail outlets is better than the service that you would receive at the government outlets. They have lady DSMs, a more service oriented experience to give a premium feel.

P: Don't you think you can implement the same in government companies.

G: Sir, initiatives such as Pure for Sure are present in government companies like BPCL. For instance, BPCL has a 20 point checklist including cleanliness, service to customers, ensuring zero before filling, etc. But since these employees are majorly contract employees, the service does not mostly carry on to the customers.

P: So you are a mechanical engineer. What is honors?

G: The honors program at IIT Hyderabad involves two M.Tech level courses in the fifth and sixth semester and a project in the seventh and eighth semester, which is usually a research project.

A: So your publication is from that?

G: No sir. It is from an earlier work I did in my second year summer and through my third year.

A: So what was that about?

G: There is this material called GFRP- Glass Fiber Reinforced Plastic with a high strength by weight ratio. These panels are generally used in aircraft wings and ship hulls. We were trying to determine the effect of stiffening on these panels and their compressive strength.

P: Okay, coming back, you're a mechanical engineer. So I always had a doubt. How did these steam engines work?

G: Sir, I'm not exactly aware, but I'd guess that they worked with the help of a piston arrangement in a chamber. The fluid, in this case steam, expands and there is a reciprocating motion that is generated in the engine.

P: Okay. So how is this used to drive wheels, to convert reciprocating motion to rotating motion?

G: sir, using a crank arrangement.

P: Okay. So now tell me, how does a turbine work? Does it also have a reciprocating motion?

G: Sir, in the case of a Gas Turbine, there is an arrangement with multiple cylinders, where the combustion takes place.

P: But in the case of a steam engine, you don't need all that right?

G: Yes sir, in a steam engine, we wouldn't require a cylinder arrangement. The energy of the steam is directly transferred to kinetic energy.

P: So why use all this crank arrangement? Why not use a turbine to run a steam engine directly?

G: Sir, turbines are high speed machines that provide high thrust. It requires a huge amount of steam energy to make a turbine rotate at such high speed. Hence, they are primarily used for applications where high thrust or high speed is required.

P: High thrust? But all these are used to produce power in power plants. Why do they require high thrust there?

G: sir, I was referring to the example of Jet Engines. There the exhaust gases propel the flight forward providing thrust. But in general, it is used for high speed applications where the rotor is required to rotate at a high rpm.

P: Okay. But high speed is good, right. We get faster trains. Tell me finally, can we use a turbine or not?

G: Yes sir, technically, we can, but our infrastructure does not support such high speed.

P: okay. So if I were to give you a function $f(x)$, assume it is continuous differentiable and all that and I ask you to find the length of the curve, how would you do it? You can use a paper.

G: (I've never ever been able to solve any math question in any interview before, and froze for a moment. Then I decided I had to think aloud and try to get at least an approach.) *Drawing a random shape* So, first I'll divide the curve into small pieces. Now, to find the length of each of these small pieces, let's say this is x_1 and x_2 *pointing at two points* - oh. So that would be whole $\sqrt{dx^2+dy^2}$. Then by integrating this-

P: Correct. *Looks at A*

A: So what do you do in your free time?

G: (Finally!) So ever since I was a child, I have been an avid reader. I have majorly read fiction over the years, but I've tried to move to non fiction recently.

A: So you're majorly an indoors person?

G: Not really sir. I do go out to the occasional movie every week or so and enjoy spending time with my friends. But if I have nothing to do, reading is my go to hobby.

A: Oh. So what is the latest movie you've watched?

G: (At the pain of being honest, I sounded the most stupid I've ever sounded in my life.) Sonu ke Titu ki Sweety.

A: So you watch a lot of Hindi movies?

G: Not really sir. It was the preference of the person who was going with me.

A: So what were the books you read recently?

G: I completed reading the Origin by Dan Brown yesterday. I am also reading Jane Eyre simultaneously. I also completed my annual rereading of Harry Potter.

A: Annual rereading? You read all the books?

G: Yes sir. All the seven books.

A: So how long have you been doing this?

G: Ever since I was 13 or 12 years old.

A: Do you still have to read the books? Or do you have it all in your memory?

G: Not really, sir. I still do have to read it.

A: Who's your favorite character from Harry Potter?

G: Luna Lovegood, sir.

A: And why is that so?

G: Because first of all, she was an interesting and a very independent person. Irrespective of what people thought about her, she never backed down. People humiliated her, and yet she spoke her mind. That shows her strength of character. She also valued her friends a lot. This can be seen by her room decorations.

A: So what do you want to do after MBA?

G: when I was at IIT Hyderabad, I was involved in a lot of extra curricular activities. I founded the literary society at IIT Hyderabad, was also involved in the Entrepreneurship Cell at IIT Hyderabad. So I think I gained an inclination to brainstorm for solutions. That, combined with the knowledge I gained as a part of the oil and gas industry, makes me want to get to a role where I can brainstorm for solutions to large scale problems. Maybe in the oil and gas industry, but I would be open to options, based on the exposure that I gain in an MBA.

A: So you're sure you will do an MBA this year?

G: I would definitely do an MBA if I get it this year. If not, it would probably be postponed, but doing an MBA is definitely on the charts sir.

P: So this Entrepreneurship cell, is it connected to the T Hub?

G: We have had people coming from the T Hub and the Indus Entrepreneurs regularly, but we didn't have an official relation.

P: But IIITH does?

G: Yes sir. T Hub is practically located in IIITH

A: So what other calls do you have?

G: B,C and K sir.

A: So what would you choose between A,B and C?

G: Ahmedabad sir.

A: Why so?

G: Because of the reputation that it enjoys in India and the rich history that it has. Bangalore would be nearer home but Ahmedabad, with all it's merits would be my first choice.

A: ISB would be closest home. Why not ISB?

G: I believe that the opportunity to learn would be much higher over a two year period as opposed to a one year course. I also haven't given my GMAT.

P: Okay Ganesh. Thank you for attending our interview process. All the best. Take a candy.

G: Thank you sir.

The interview was pleasant enough. I had no idea of the mistake I made until after I left the interview.

Result: Converted!

32) Interview and WAT experience - 32

CD - 20 minutes: 5 to read, 15 to discuss, with a reminder when 3 minutes are remaining. (10 people, 3 panelists)

Topic: Kalisoda, a beverage company wants to launch a new product. It is top 3 in Asia, does everything on its own (manufacturing, bottling etc) and has networks of retailers as well. The new product is a sports energy drink. This generally has sugar and electrolytes(salts), but they are not going to have sugar in this, only salts, owing to the trend. You have to analyse the market forces involved and the internal capacity to implement it. How would you launch the product?

(The discussion was cordial, everyone got points across comfortably. Many groups had this same topic)

PI: P1- a lady; P2 - older gentleman; P3 - younger gentleman

P1-

1. Tell about yourself, with respect to your graduation and something about yourself.
2. Job responsibilities?
3. What were your inputs regarding the marketing side? (This was a follow-up question based on my answer to Q.2)
4. What qualities has sports given you? (Owing to my sports background)
5. Why are you here? (Tip- it's why mba, not literally why you're there, i.e. for getting in the bschool)

P2-

1. What do you wish to gain from an MBA?
2. Why not work for 2-3 years more then come for an MBA?
3. What after MBA?

P3- (background: I had mentioned client names in my sop)

1. He basically asked things related to and experiences at each of these clients. Basic questions like what did I do there, or what was unique there.

Verdict: waitlisted

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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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