



# CATKing Welinkar

## WAT PI Workbook

### Congrats for Getting a WELINGKAR Call. How to use this workbook!

This is a consolidation of **15 WELINGKAR Mumbai , WAT PI Experiences**. These are consolidated from various online sources.

Welinkar WAT\* PI happens in Bangalore / Delhi / Kolkata / Hyderabad / Mumbai.

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

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

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

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2. This is just a repository of the past interview experiences, if a candidate was rejected or approved it was on the decision of the respective panelists and should not be generalized to associate to all such candidate profiles.

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## Interview and WAT Experience 1

### **WE experience-19th May,9:00 am**

I woke up at 8:50 and it takes 20 mins from my place to reach WE School. I was there by 9.30 but was still allowed to give the Interviews without any issue and, then we were separated into groups. After a good wait for about 30-40 minutes where they were explaining about their courses like Retail, healthcare, rural development, etc. They requested if someone has to ask any questions but no one was willing to ask any, they even said +5 marks to anyone who asks, this made a few people. ask questions. (No marks were added)

Then we were taken to a GD room where a group of about 10-12 people were & 2 topics were given 1 had an option to select any one of them, the topic was 'What is more important for a country Like India-Industrial development or Environment protection'.

I started the topic and tried to structure, after me a girl spoke with quite good confidence and stated her points later a student started contradicting every statement in order to come in the attention of the panelist I found him to be a bit aggressive as he started bombarding with negative contradiction by proving peoples statistics to be wrong. The panelist consisted of an elderly lady and disinterested man who was literally trying to sleep

After that came the personal interview round the person who went before me took good 20-30 mins which made me a bit scared as to why is he taking so long. The panelist consisted of 2 professions which I have named P1 and P2 and the conversations Started

Me: Hello.

P1, P2: Hello, so tell me something about yourself?

Me: I gave my biodata

P1: So, you did BA in Economics?

Me: No Sir, I mean yes Sir, but I also did Aircraft maintenance engineering as a full-time course which is a licensed course

P2 (impressed): That's great. You did Engineering and BA together. Tell me what did u learn during you OJT as you mentioned here?

ME: I explained everything.

P1: Why MBA than?

ME: knew the gravity of this question in my case & nailed it, they looked convinced.

P1: What do u mean by inflation?

ME: (WTF???!?!?)... Sorry, Sir.

P2: He is asking you what do u understand by the term inflation? (Even he must be laughing inside)

ME: I explained the way I knew.

P1: Assume if you were a financial advisor to Pranab Mukherjee what will you do to Strengthen the Rupee

ME: I explained to which he replied I am not interested in Marketing

P1: Tell me about CR.

ME: Said a bit

P1: (stopped me) And explained it correctly.

ME: Thank you, Sir.

P2: Books you read?

ME: Thousand Splendid Suns

P1: Was making fun of the title & asked me to tell the story.

ME: Explained!

P2: Nice storyline...

ME: Hmm...

P1's Phone rings...

P2: So, what do u understand by biz design?

ME: Sir, actually I am just interested in core MBA, specialization-marketing.

Both the professor shook hands with me and the interview got over.

## Interview and CD Experience 2

The process of selection at WELINGKAR consists of Group Discussions, Psychometric test, Creativity test and Personal Interviews.

Feedback- Group Discussion

Average Duration : 22 mins. (2 mins. to think and 20 mins. to discuss)

No. of Panelists: 3

No. of Participants: 12

Corporate Jobs = Slavery?

Should live in relations be legalized.

Sustainable development hampers Industrial Progress?

Should e-learning replace classroom programs?

Internet: A curse or a boon.

Feedback - Personal Interview

Average Duration: 20-30 mins.

No. of Panelists: 3

Excerpts From Interview 1: (A 93.41 CAT percentiler with 10th -83%, 12th -85.4% and B.Tech. Electronics –68% and a work-experience of 2 years with consumer durables and manufacturing sectors). Where have you done your engineering from? Why have you worked in different sectors? What are your work responsibilities? If transferred to managerial role in current organization would you accept the offer? Why are you interested in MBA? What are your hobbies? Why do you want to do e-business? (The interviewer placed an empty Bisleri bottle in front of the candidate and asked 5 different usages of the bottle).

Excerpts From Interview 2: (A 92.85 XAT percentiler with 10th -86%, 12th -89.2% and <http://B.Com>.-63%). Do you read newspapers? Which newspaper? Who is the editor of this newspaper? Where is it published? Which is its parent company? What is CRR? What is current going rate? What is the difference between a manager & leader? Why an MBA and not CA? Which specialization are you interested in? Who is the vice chairman of the planning commission of India?

Excerpts From Interview 3: (A 89.20 CAT percentiler with 10th -91.6%, 12th-92.8% and B.Tech. in ECE -80.06%). Kindly introduce yourself. Why do you want to join Welinkar? What will you bring with you to this college? Who is your role model? Who is a better leader, Narendra Modi or Rahul Gandhi? How do you see reverse innovation in India? Why are you interested in MBA? Sell this water bottle to us. What is a brand? What are the features of this water bottle? What different uses can it be put to? How would you decide on the pricing of this bottle? How is Amitabh Bachchan relevant in Cadbury's ad?

Excerpts From Interview 4: (A 93.41 CAT percentiler with 10th -81%, 12th-61% and B.Tech. in CSE -68.16% and a work-experience of 2 years with the IT sector). Kindly introduce yourself. Why you want to join Welinkar? Which specialization you want to pursue? What do you think of China as a competitor of India? What advantages does India has over China? Who is the Defense minister of India? What are the issues of differences between Karnataka and Tamil Nadu? What are your hobbies? What was your work profile?

#### Psychometric Test and Creativity Test

Process: The Psychometric Test consists of 63 questions to be attempted in 20 <http://minutes.it> has questions such as "Are you outgoing ", " Do you get nervous in a room full of people ? ", " Do you enjoy love scenes in movies ? ", " What will you more like to be: A forester or a teacher ? " All the questions have three options - " Yes ", " No ", and " Uncertain ". Every option has some marks and on the basis of the score, candidate's personality type is determined.

Creativity Test starts after a gap of 10 seconds. It consists of 20 questions like 'In a room full of 10 people, how many handshakes will happen?' In another question a logo was shown & the candidate was supposed to guess the company it belongs to.

## Interview and CD Experience 3

GD topic - social media. Group of 8 and time 15 mins

We had one guy who spoke 2nd and was continuously went on speaking for almost 2–3 mins, so all were eager to speak as soon as he stops. This guy and was interrupting a lot after every speaker saying “ I would like to add”. He almost took more than 7 mins out of 15 mins. So, guys be quick to keep your points.

Personal interview: 2 panelists

1. What is make in India? How is it beneficial? Give me some live examples of make India.

2. Why MBA after engineering? Is it necessary for everyone with BE degree to go for MBA ? Can you reach high position without MBA degree? Why didn't you continue in technical field?
  3. I had work experience of 25 months. Why did you wait for 25 months? Why didn't you do it immediately? How has your work experience benefitted you ?
  4. What is difference in PGDM , PGDM ebusiness and PGDM business design? Is business everything about money? If it is not about money they why don't you do social work or become politician in this field people will know you , you will create good network and it will provide you satisfaction.
  5. What is rafale deal ? Why Rahul Gandhi is behind it? What four questions has Rahul Gandhi asked ?
  6. Have you ever held a leadership position? Have you ever done a creative work?
  7. How internet works ? and explain as if you are explaining to a layman .
- I hope this will work for others. Kindly go well prepared

## Interview and CD Experience 4

The below are some of the aspects you need to take care while delivering your GD/ CD

Last year there was a case discussion for welingkar.

**Content** - Relevance and comprehensiveness matters.

**Analytical skills** – Yes, facts matters. But beyond just numbers it is also about how you analyze the issue.

**Reasoning skills** – How do you support your point of view?

**Communication skills**

**Creativity** – Do you have a unique viewpoint?

**Listening skills** – Are you concerned to listen to other's viewpoints?

**Leadership Quality** - Are you able to drive the group towards a common goal?

**Body Language** – Your eye contact and hand movements will be watched out.

**Group behavior** – Assertive or Aggressive?

**Background work for GD:**

Collect facts – including timelines, statistics etc., you need facts to support your standpoint.

Follow at least 2 local, 2 national, and 2 international newspapers and news channels every day

You can read editorials to know about various opinions/viewpoints.

**Some topics that was asked in many b-schools GD /CD**

- Demonetization
- The supreme court order or the Indian national anthem in movie halls
- Effective of military surgical strikes

- The GST bill
- The future of Indian telecom industry
- The future of e-payments in India
- The impact of Trump presidency on India year old).

Bullet points for PI given below :-

1. Drive the Interview Yourself
2. Be Prepared with 'Must Know Questions'
3. Reflect Confidence
4. Positive Body Language and Approach
5. Update Yourself with Your CV
6. Be Honest to Yourself and Interviewers
7. Be Cool and Polite

## Interview and CD Experience 5

Firstly, The campus.. for me it was no less than wonder. The Bangalore Campus is a design marvel, if you ask me. It has everything and yet looks so modest from outside. It is a minimalist's dream structure.

Group Discussion: The GD was in one of the lecture rooms. The topic was as generic as it is supposed to be, considering that the group can have people various graduation streams.

Interview: This was a surreal experience for me, as I was too nervous in the beginning. The interviewers were both from a design background. I later found out that one of them is Mr. XX, and he has a lot of Strategy Design feathers on his cap.

I was asked the usual "Tell me about yourself" questions just to make me comfortable. just simple questions about my education and hobbies. Then came the Googly, I was given a sheet of paper with a single curvy line that looked like an inverted "S". I was asked to just make something of it. Just that , "Make Something Of it".

I took a second, drew a Yin-Yang out of the inverted S, made it into a balloon and that is in the hand of a child. all stick figures of course.

I was asked why I did that, what is the significance of the symbols that I have used and so on. The conversation steered into design, the design interests that I had and believed. In the retrospect, wasn't that great of a thought process, but I was just being true to myself and being completely genuine.

Creative Test: We were a word. A single word on which we were supposed to create an image using a chart, colors, sticky notes, glue, sparkle dust etc. The word was "Elated". We just won the world cup in 2011 and I drew the winning shot of India and Dhoni. with a thousand fans cheering. I did my best; it definitely did not look like a 3-year-old(read 5

Aptitude Test: Simple questions of Math and English were to answered in the computer test center in the campus. The test lasted 30 minutes I think

Verdict . Converted

## Interview and CD Experience 6

The Panelist were 2 very friendly professors and as usual the first thing they told me was to relax.

-Later I was asked about my college

-They asked my opinion on does Colgate Company gives false promises while advertising their product to which my reply was "I don't know about Colgate but I don't think so Bourn Vita, Complian or Boost are any way useful to kids, I mean how can drinking Chocolate make me strong in fact "Nachnika Laddu" is way better than them." To which they laughed really hard.

-Then they asked what about fair n lovely to which I replied that I have no idea about it as I never used the product because I am happy with my complexion to which they laughed again.

-They asked me the difference between Finance & Accounts to which I replied I have no idea and the professor who belonged to a corporate world said that you are sitting in front of an accounting genius and if this if your reply he won't let you enter his class to which I replied that I will refer the notes given by him and secondly search over the internet, ask sir for extra classes and won't leave him until all my concepts get cleared to which they laughed again.

-Later they asked me about my work in Rotaract Club and all the events as one of the panelists if a Member of a Rotaract Club Himself followed by a lot of questions about my Hometown Nagpur, the reason I want to do an MBA, why did I apply ONLY for Welinkar.

The Interview got over and they gave their final words by saying "You did very good but we can't guarantee you anything hope for the best & Best of Luck."

## Interview and CD Experience 7

Average Duration: 20-30 mins.

No. of Panelists: 3

CAT - 93.41 percentile

10th -83%,

12th -85.4%

B.Tech. Electronics -68%

a work-experience of 2 years with consumer durables and manufacturing sectors).

Interview Experience-

Where have you done your engineering from?

Why have you worked in different sectors?

What are your work responsibilities?

If transferred to managerial role in current organization would you accept the offer?

Why are you interested in MBA?

What are your hobbies?

Why do you want to do e-business?

(The interviewer placed an empty Bislery bottle in front of the candidate and asked 5 different usages of the bottle).

## Interview and WAT Experience 8

The process of selection at WELINGKAR consists of Group Discussions, Psychometric test, Creativity test and Personal Interviews.

Feedback- Group Discussion

Average Duration : 22 mins. (2 mins. to think and 20 mins. to discuss)

No. of Panelists: 3

No. of Participants: 12

- Corporate Jobs = Slavery?
- Should live in relations be legalized.
- Sustainable development hampers Industrial Progress?
- Should e-learning replace classroom programs?
- Internet: A curse or a boon.

Average Duration: 20-30 mins.

No. of Panelists: 3

**Profile:** 93.41 CAT percentile

10th -83%,

12th -85.4%

B.Tech. Electronics –68%

work-experience of 2 years with consumer durables and manufacturing sectors).

Where have you done your engineering from?

Why have you worked in different sectors?

Which specialization you want to pursue?

What are your work responsibilities?

If transferred to managerial role in current organization would you accept the offer?

Why are you interested in MBA?

What are your hobbies?

Why do you want to do e-business? (The interviewer placed an empty Bislery bottle in front of the candidate and asked 5 different usages of the bottle).

Who is the Defense minister of India?

## Interview and WAT Experience 9

**Profile:** 92.85 XAT percentile

10th -86%,

12th -89.2%

B.Com.–63%).

Do you read newspapers? Which newspaper?

Who is the editor of this newspaper?

Where is it published? Which is its parent company?

What do you think of China as a competitor of India?

What advantages does India has over China?

What is CRR? What is current going rate?

What is the difference between a manager & leader?

Why an MBA and not CA? Which specialization are you interested in?

Who is the vice chairman of the planning commission of India?

## Interview and WAT Experience 11

**Profile:**

88.70 CAT percentile

10th -92.5%,

12th-91.5%

B.Tech. in ECE -85.96%.

Interview:

Kindly introduce yourself.

Why do you want to join Welingkar?

What will you bring with you to this college?

Who is your role model? Who is a better leader, Narendra Modi or Rahul Gandhi?

How do you see reverse innovation in India?

Why are you interested in MBA? Sell this water bottle to us. What is a brand?

What are the features of this water bottle?

What different uses can it be put to?

How would you decide on the pricing of this bottle?

What are the issues of differences between Karnataka and Tamil Nadu?

What are your hobbies? What was your work profile?

## Interview and WAT experience 12

I was shortlisted for Cycle 1 of PGPM interviews in march 2018.

Upon arrival, I was given a form to enter my personal details, entrance test scores and academic credentials.

Prof. D Sriram briefed us about the program offerings, the Bordeaux additional MBA after PGPM, placements, and interview expectations, after which he answered our queries.

We were then handed a sheet with three topics for the Analytical Writing Test (AWT). We had to pick one and write an essay of not more than 250 words, expressing our opinion on the topic. We had about 20 minutes to write that essay, post which the admissions officers commenced the document verification process. This part was quick and systematic. We had to arrange our documents, originals as well as photocopies, in a specific order beforehand before presenting them to the officers. They swiftly examined our documents, took the photocopies and sent us back to our seats to wait for the interviews.

During this waiting period, we had current PGPM students available to interact with us and answer any query we had regarding the program. (Although a year later, as a part of the batch, I got an opportunity to do the same for the applicants of the next cohort. At that time, we were given only one standing instruction - "Give honest answers only!")

Each interview was about 20–25 minutes long. And the panelists were true to their word when Prof. Sriram announced that the interview was only meant to get to know the candidates better and how well they fit into the PGPM cohort.

My interview was quite candid and more conversational, instead an interrogative one based on rote learning of trivia and newspaper articles (that may not even matter) that I experienced at interviews of other premier business schools. This interview actually made me feel like the school was indeed interested in knowing how I can contribute to the program instead of knowing how well versed I am with information that I (or anyone) can live without. The first question was based on how I would react to stress and situations that would infuriate me. The second question was strictly about the leadership initiatives that I undertook at my workplace and in my personal life, things that I had mentioned in my PGPM essay, and how my colleagues, organization and my social circle benefited. They then asked me about the major lessons I learnt during my stint at these organizations. I had also mentioned that I was writing my first novel at that time and I was expecting to publish it before the course begins. So, the final conversation was around the book and what inspired me to write.

What I liked the most about the interview was that the panelists patiently examined my profile to understand what background I came from, before interviewing me. At other business school interviews, I was asked questions related to

specific tasks in business functions my work experience was nowhere related to. While it's important to have an idea about other business functions in the organization that you are working for, there are certain tasks you know about only if you actually have worked in that area. Great Lakes panelists made sure that such unfair questions weren't presented at the interview. They were more interested in my general awareness and thought process, my approach to problems, and how I've made the best out of situations - things that are essentially expected from a management professional.

## Interview and WAT Experience 13

**Profile:** 2+ experience in IT industry, 10th - 10/10, 12th -93.5/100, UG - 8.25/10, XAT - 93.8

**Date:** 15th march, 2019

**Time:** 12.30 PM

**Venue:** Mumbai

Around 45 in our batch

We were asked to sign attendance sheet and fill up a form with all our details on it.

### **Writing Ability Test:**

2 topics - one was to point out reasons on why car production is going down - something related to it. I chose "Are celebrity brand endorsements immoral? Justify"

Focus was on quality, and not quantity of the writing. Total - 20 mins to write.

**Question Answer sections :** with two current faculties of 50+ age. A north Indian from Gurgaon campus and a South Indian from Chennai campus.

### **Personal Interview:**

2 panelists- a male(60), a female(50). They had gone through my essay right before I went in for interview.

Introduce yourself

What form of dance, since I told them dance is my first love?

What is your family background?

Why MBA?

Why great lakes?

Why 1 year program? Is it because you plan to marry soon?

Why do you have to worry about pocket money, since a dad's pocket is lifetime available for a daughter? Why don't you do a 2-year course, and take pocket money for 2 years?

Does your company plan on giving you sabbatical?

How are you going to finance the course?

Which area would you like to work after the course?

Since I mentioned marketing, they asked me if I have sold anything?

Since I had good marks in XAT, they asked me which other colleges I am applying to and what is my first preference?

They asked me if I wrote CAT, and I reluctantly had to tell yes. Then had to reveal my low CAT score, when they tricked me by mentioning that my low score won't affect my selection in PGPM selection.

Any questions for us - How does the LEAP program(Karma - yoga) work?

Overall, positive and pleasant experience

Verdict : Converted

## Interview and WAT Experience 14

**Profile:** 10th-9.6, 12th-94.8 , BSc Statistics-7.027 , Cat-95.67

Work Ex-5months

I was shortlisted for Cycle 1 of PGDM interviews in January 2020. Upon arrival, I was given a form to enter my personal details, entrance test scores, and academic credentials.

We were then handed a sheet with 2 topics for writing the WAT. We had to pick one and write an essay of not more than 250 words, expressing our opinion on the topic. We had about 20 minutes to write that essay, post which the admissions officers commenced the document verification process. This part was quick and systematic.

Topic- Technology would outsmart humans within a decade.

PERSONAL INTERVIEW (2 panelists )

Good morning sir (3:30 pm)

P1- GOOD AFTERNOON!!!!!!!!!!

ME - sorry sir, good afternoon.

P1-You have a significant dip in your academics in proportion to your 10th and Hsc examination?

Ans - I had a very hard time in explaining this to them.

P2- What were you doing in your Gap years?

Ans- told them about my illness and then started working as a Sales Associate in a small company for a period of 5 months.

P1- why did you leave that company?

Ans- I was not learning anything new and there was stagnation too, As I have to work on the same project afterward.

P1-(sharing his analogy- Hindustan Unilever is selling soap and shampoo for many decades. According to you, they should stop working!

Ans-BLANK..... I wanted to give my best shot in CAT this year as I scored just 44 percentile last year.

P1-Your picture in the application form appears to be very different from your real face?

Ans-Sir, that might be due to intense gymming I am doing since a year

P2-You work out daily? , what time do you wake up? , what you do right now if not working? ( Consecutive questions )

Ans- Wake up daily around 6 and right now preparing for my coming interviews

P1- any more calls?

Ans- told ( was impressed by my performance in other exams )

P2- thankyou

THANK YOU, SIR

Result- Not converted

After this had a round of 5 minutes with the admission committee too.

## Interview and WAT Experience 15

I was selected for GDPI round in welingkar.

GD topic - social media. Group of 8 and time 15 mins

We had one guy who spoke 2nd and was continuously went on speaking for almost 2–3 mins, so all were eager to speak as soon as he stops. This guy and was interrupting a lot after every speaker saying “ I would like to add”. He almost took more than 7 mins out of 15 mins. So, guys be quick to keep your points.

Personal interview: 2 panelists

1. What is make in India? How is it beneficial? Give me some live examples of make India.
2. Why MBA after engineering? Is it necessary for everyone with BE degree to go for MBA ? Can you reach high position without MBA degree? Why didn't you continue in technical field?
3. I had work experience of 25 months. Why did you wait for 25 months? Why didn't you do it immediately? How has your work experience benefitted you ?
4. What is difference in PGDM , PGDM ebusiness and PGDM business design? Is business everything about money? If it is not about money they why don't you do social work or become politician in this field people will know you , you will create good network and it will provide you satisfaction.
5. What is rafale deal ? Why Rahul Gandhi is behind it? What four questions has Rahul Gandhi asked ?
6. Have you ever held a leadership position? Have you ever done a creative work?
7. How internet works ? and explain as if you are explaining to a layman .

I hope this will work for others. Kindly go well prepared

## Legal Disclaimer

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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.

**For More Details about the CATKing IIM WAT PI Preparation course with IIM A, B, C, L, SPJIMR Mentors, Contact 8999118999 or Visit: <https://www.courses.catking.in/iim-wat-pi-courses/>**