



# CATKing IIM Bangalore

## WAT PI Workbook

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### Congrats for Getting an IIM B Call!

#### How to use this workbook?

This is a consolidation of **67 IIM Bangalore, WAT PI Experiences**. These are consolidated from various online sources.

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

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

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

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

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## Summary- What IIM Bangalore looks for?

- Good Academic Background
- Work Experience is a major plus point
- Professional Courses like CA and CFA are given weightage
- Personal Interview Evaluates Candidates on Qualities of – Focus, Clarity of Thought, Learnability, Ability to handle pressure, Decision making skills, Discipline and logical deduction,

### Prerequisite

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

### Insights - Writing Ability Test

- Time Allotted is 10-30 minutes
- When given an abstract topic time allotted is less
- When given a specific topic for in-depth analysis time is given separately for ideation and writing

### Sample WAT Topics -

1. Women empowerment made a bad impression by looking at the question before they started the timer. They warned me not to look at that
2. Traditional way of learning (Rote learning and memorisation) vs modern way of learning (Activity based) and their merits did reasonably well.

### Insights - Interview

- Interview time - 20-30 Minutes. (Sometimes as low as 10 mints)
- Interview Panel Details - Only 3 people (Generally two Professor and One Alumni)
- Interview Type - Stress Interview (like Calcutta) (Detailed Interviews check your through knowledge of subjects and Current Affairs)

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

Be completely prepared with anything and everything from SOP and form.

They will go into details of everything you speak about in the interview. (level1- what do you know about Indian Economy level2- what do you think about GST, level3- how has GST affected the sector you work in).

They can ask basic current affairs (Indian economy, president, Kashmir Issue). Might ask about what you write in WAT Assessment

It is absolutely fine to ask for time before you answer (they often expect you to think about a solution when they ask you about a problem at hand).

It is fine if you are anxious and you need not portray a brave face being real with your emotions is better. Be prepared to answer everything about your work experience or about your favourite subjects if you are a fresher.



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## Interview Experience – 1

IIMB PGPBA interview

Date : 18 mar 25

Morning slot

WAT Topic : a 34 year old man died due to marital harrasment done by his wife. Share your opinions in order to address the problem and the actions that are beneficial for both the parties.

Interview duration: 30-35 minutes

There were two panelists:

P1: Why PGPBA?

P1: do you think strategy is only for long term?

P1: what is operations research. Why do we do optimization? Can you tell me exactly how to do that?

P1: what is objective function? Can profit as an objective function be maximized?

P1: write an example of a LPP problem

P1: draw the equation of line that you have mentioned in constraints.

P1: do you know what is derivative. If we do a differentiation of the linear function ( line equation) what it will be and what will it show?

P1: draw a parallel line to the line you have plotted.

P1: what will be the equation of the line parallel to it.

P1: will the answer of objective function be the same for all parallel equations.

( P1 stopped here and p2 started asking)

So you studied six sigma and Lean tell me what is the difference.

What is six sigma

Tell me the six sigma quality level for the pencil in my hand if i want to reach there what will it be.

What is the population density in the 1 sigma.

What is for +2 sigma

What will be for +3 sigma

What are the characteristics of normal distribution curve

What if the mean is greater than median then how the normal distribution will look like. Exactly where median will be plotted. Then the corrected me in the positive skewed distribution questions.

So you led a team in your job. How big it is. Tell me the details. What is formal and informal organizations.

If IIM B an informal org or formal org. What is hierarchy of the college. Does IIMB have private ventures.

Kind of questions and i did not comment much on this one.

Then they asked me the difference between KRAs and KPIs. ( told and they are convinced but strongly argued to check my understanding)

I cant remember some other questions but it was grilling but a fun interview. They did not look disappointed with my answer also they tried to correct me if i am going to another direction.)

## Interview Experience – 2

IIMB PGPBA interview

Date : 18 mar 25

Morning slot

WAT Topic : a 34 year old man died due to marital harrasment done by his wife. Share your opinions in order to address the problem and the actions that are beneficial for both the parties.

Interview duration: 30-35 minutes

There were two panelists:

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P1: do you think strategy is only for long term?

P1: what is operations research. Why do we do optimization? Can you tell me exactly how to do that?

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P1: write an example of a LPP problem

P1: draw the equation of line that you have mentioned in constraints.

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P1: what will be the equation of the line parallel to it.

P1: will the answer of objective function be the same for all parallel equations.

( P1 stopped here and p2 started asking)

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Tell me the six sigma quality level for the pencil in my hand if i want to reach there what will it be.

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Kind of questions and i did not comment much on this one.

Then they asked me the difference between KRAs and KPIs. ( told and they are convinced but strongly argued to check my understanding)

I cant remember some other questions but it was grilling but a fun interview. They didnt look disappointed with my answer also they tried to correct me if i am going to another direction.)

## Interview Experience – 3

IIMB Transcript

17th March, 2pm

IHC, Delhi

WAT- How to ensure rural India is benefitted from Digital India Initiative (around the lines of challenges even when government is focusing on digital literacy)

3 panelists (1F, 2M)

- Where do you work?
- What is your job role? (Cross questioning on that)
- Why are we running regression model? What is dependent variable? (Again, not accepting my answers but satisfied in end)
- What is western dance? What all dance forms? (I was part of dance society in UG)
- What do you want to do post MBA ? (Was asked twice by different professors in different words)
- What are the 3 challenges faced by women in corporate?
- How will you solve these issues as CEO? (Discussion on that and that most measures are already taken by companies)
- What all subjects I had in UG related to maths and coding? (Because I applied to BA also)
- They said IIM will not teach coding and I added I have worked on R and learnt on job
- They asked me to list subjects in PGPBA (fumbled a bit but was able to tell 3-4 things)
- Asked me which current affairs topic I was following, mentioned tariff war
- They asked to detail impact on India (no cross questions)

Overall, easy going and conversational

## Interview Experience – 4

IIMB, 11th March, Delhi, Afternoon Slot

9/9/8, BTech CSE, 18months workex as a Financial Market Analyst

WAT: Something along the lines of rise in gig economy, freelance work and people are shifting towards it from traditional, office-work, day jobs. Is this actually sustainable in the long run.

10mins to think and notes and rough work.

20mins to write.

Panel 2, Sr No. 4

M1 - 30ish, M2 - 40ish

TL;DR: completely SOP based in my case, and cross-questioning on my answers.

Futures, Options, what are those?

What is the difference between them?

You deal with US Commodities?

What products? How do you strategize?

What factors do you take account of?

Suppose I'm an investor, what would you suggest my investment plan should be? Try my hands on these commodities FnO or in equity markets?

What else do you follow?

Geopolitical news? Local news?

Why is the Indian market on a downfall?  
Why are FIIs pulling out?  
Where are they going?  
What are other markets?  
(Tried to confuse me a lot with recent news, tried to make me believe that I'm going wrong or that I have no idea)

So, how you follow cricket? Before 1983 World Cup, BCCI used to be so poor? Now it's the richest, way too rich. What are the reasons? Don't say IPL.

Why was Champions Trophy started?  
Who's your favourite cricketer?  
Why Kane Williamson? He's just injured always.  
(talked about his qualities, him being a true gentleman of the game)  
Ah, you seem to like his philosophies. Why you took CAT? It's just a rat race at the end of the day. You should consider going into somewhere more on spiritual grounds.  
(countered this)  
Alright, that makes sense.

Okay thank you, you can go.  
Wait, one more thing. Your spelling has an extra A, why is that? Is it an error or the actual spelling?(Told them the story)  
See I told you, you have spiritual linkings, that's why I suggested going in that direction.

Thank you, you can leave.  
(Shall I send the next one in?)

No no, thank you, we will call them.

Overall, I don't know what to make of it, honestly hahahaha. Not my job lol.  
15-16 minutes. Conversational, lot of cross-questioning, and grilling. But they were smiling mostly, so I felt okay inside :)

## Interview Experience – 5

### IIM Bangalore transcript

Wat: Despite challenges like visa why do Indian students opt for foreign colleges, what is the problem with Indian education system and how can we work on it ( not exactly by word something in these lines)

P1 how I reached the location.

P1 you come from Batanagar I've not heard about it.

P1 India is a good copycat of things but they don't do anything new. I mentioned about a new research and then they asked say about something that has been in the limelight I said that I couldn't recall any specific tech and accepted that there is some resistance from adoption of new tech due to lack of funds somewhere

P2 I have mentioned about AI in your answer what is the greatest threat AI being, I mentioned about job

P2 don't you think trained AI could be used to wage war against countries, I said I've never thought in that direction but there will be counter measures that could be used which could have some AI in it. These kinds of questions went to and fro

P3 said do you think AI is a threat or an opportunity here I made a big statement "Every threat comes with its opportunities, we should know how to create that" lots of counter questions as they were trying to change my answers

Some questions on workex regarding what I have done and lastly they asked if I want anything to know.

## Interview Experience – 6

**Date: 24-02-2024**

**City: Mumbai; 09:00am**

**Profile: Chemical Engineer with 3 years experience in Oil and Gas.**

### **WAT**

State the importance of mental health in today's competitive world. Should the importance of mental health be taught to school students at an early stage?

### **Personal Interview**

3 panelists:

P1, P2, P3

P3: What should we call you?

Me: You can call me Prajwal

P3: What does Prajwal mean? What have you done in your life that is enlightening and shining?

P1: You mentioned about getting an income from Cricket. Throw some light on it.

Me: I talked about content writing for Dream11.

P1: So is Dream11 legal or what?

Me: I said it can be considered as legalized gambling.

P1: So what would you do in this case? Would you stop it?

Me: The interviewer went pretty deep, I tried to explain as much as possible

P1: Okay so you're continuing with your engineering domain as a job. Tell me about the oil scenario, imports, exports, what's India planning? What about Reliance?

Me: I explained in detail

P1: Why did we vote against Russia if we're such good friends of theirs? How are India-Ukraine relations?

Me: I explained

P1: Okay. You have quite some experience in Oil and Gas. Why MBA now?

Me: I explained and interviewer seemed very satisfied

P2: What's your work like? What did you do in your 2 roles?

P2: What was the component during Bhopal Gas Tragedy? Name 3 chemicals that are important but dangerous. What about HCFs?

Me: I explained

P2: Does Mr. Mukesh know about everything that's going on in his kingdom? You want to become like him?

Me: I said yes, in terms of vision.

P2: People say he destroys everywhere he goes. Will you do the same?

Me: I explained that it is rather disruptive. I'll not destroy anything

P3: You worked for Reliance for 3 years. What's Reliance's growth strategy? Tell me straight to the point.

Me: I told

P3: Does Reliance work more based on ethical grounds or legal grounds?

Me: I couldn't explain properly but he was okay with the answer

P3: What's backward and forward integration? What's Reliance?

Me: I explained in detail

P3: Do you have any questions for us?

Me: I said no.

P1: We want you to take the cookie but it'll be a testament of your strength if you can open the jar.

Me: Opened before he finished saying.

P1: Great. You may leave.

## Interview Experience – 7

Profile: Eco Grad, UPSC Gap

### Personal Interview

P1: Why is there a gap?

Me: Told UPSC

P1: Why only 1 attempt then?

Me: I Mentioned entrepreneurship

P1: What idea do you have?

Me: I told about the agriculture sector

P1: What is the issue?

Me: The conversation then went all about the Indian agriculture sector (issue of productivity, missing middle, comparing it to china, germany, mechanization, land fragmentation, what should be done, etc)

P2: What's the issue with farmer protests? Why not legalize it? How would MSP distort the market?

P2: What about APMC, why not eliminate them? Why are farmers not getting enough money?

P1: Have you read behavior economics?

Me: No

P2: Have you read Development Economics?

Me: Yes

P2: What is the difference between normal economics & development economics?

Me: The interviewer was not satisfied with my answer.

P2: He mentioned 2-3 books in economics, if I have read them or followed any of them?

Me: No

P2: What have you read then?

Me: I told him I'm a UPSC aspirant, I am well read about politics, economy, social issues

P2: But you should have known all of these authors then. Anyways, what are you reading these days?

Me: I told him about the Shiva Trilogy by Amish Tripathi

P2: Why is mythology important? Why do we have to study it?

Me: Lots of cross questioning & conversation about the ill practices in Ramayan & how can they impart values, just read science maths etc. I remained steady with my point that mythology acts as a storyline which helps people impart moral values in children, there are definitely some ill practices which are not relevant today and authors like Amish are doing a great job in re-writing them according to modern times.

P2: Kept arguing his point that it is all irrelevant, but I remained firm that there are benefits & issues can be fixed by re-writing.

P2: Do you have any questions for us? Thank you & all the best!

## Interview Experience – 8

Date: 1st March, Noon slot, Delhi

Profile: IT Engg Fresher, 9/9/9

### WAT

Direct tax base in India has increased more than double from 3.5 Cr to 7.6 Cr in the last 10 years.

Determine its economic significance alongside India's population making the country a global economic powerhouse.

Total Time: 30 mins, 10 for coming up with points and structure, 20 for writing on one ruled page (around 250 words)

### Personal Interview

Summary: went on for about 25 minutes, two panelists, both male, one middle aged, one young (looked almost my age) alumni

No introductions from their side

After the usual greetings

M1: So, football?

Me: I said yes, I am enthusiastic about it, expecting a further question but it never came

M1: Tell me something that is not mentioned in my SOP in 2 minutes.

Me: I started answering and realized I had mentioned this point in my SOP (though just mentioned and not in detail) I changed my point after apologizing. They seemed satisfied with the second answer.

M1: Are you familiar with insurance companies?

Me: Not really, just a general idea.

M1: Explained the basics. You have two identical cars, I'm selling you a premium for 75k for each car while M2 is selling you a premium for 90k for the first car, and 50k for the subsequent second car. Why would M2's firm eat into my business?

Me: I answered only according to the info that was provided for insurance companies that it'll be more economical and I'll be saving 10k

M1: Are you sure? Think about it

Me: Thought about it and said unless I'm missing something, I'm positive.

M1: You're left handed like me, I'm holding a left handed cup, suppose I make 100k left handed cups in my factory out of which only 50% sell, if I get a contract for guaranteed sale of 50k right handed cups each year, would it make sense to invest in infra to start production of right handed cups.

Me: I answered that you don't need to invest in any infrastructure as a right handed cup is identical to a left handed cup, if it were a fridge door or those study arm chairs, we'd need to invest capital.

M1: Alright good, over to you M2.

M2(alumni): Suppose you're in the government and have 10k Cr, you have a choice to invest that in building infrastructure for railways either in the east of india or West india, given cost per km of rail is same, and assume there's no existing infrastructure in place, which one would you pick and why?

Me: I answered East, giving reasons of population, smoother terrain, making it easier to build tracks, west is relatively more developed in road transport and sea routes.

M2: What about the east and west coast?

Me: I answered east coast only as west coast was where the british landed centuries ago, comparatively their sea transport would be relatively more developed as compared to east.

M2: Suppose you own a restaurant here, your peak hours are 7-9 pm, 5 of your dishes are famous and equally in demand, there's always a queue during this time at your place, will you apply surge pricing (like Uber?)

Me: Said Yes, wanted to say stuff on demand and supply but hesitated as I wouldn't feel confident enough if they went too deep into economics. So just said that yeah, limited customers' increased pricing would offset each other, have limited inventory, and should focus on quality over quantity to preserve brand reputation.

M2: Should you increase the price of all the 5 dishes or choose 2 or 3 dishes only?

Me: Answered as they're all equally in demand, increasing prices of all dishes seems logical as people would deviate towards the comparatively cheaper dish in the case of dynamic pricing.

M2: Are you familiar with the concept of happy hours?

Me: Yes

M2: Would you rather have happy hours or Price surging during peak hours?

Me: Answered price surging reiterating limited customers, quality of service over quantity

M2: Alright

M1: Any questions for us?

Me: Asked them about the Software product management summit held last week by CSITM, IIMB they said yes that happened for more info, refer to our linkedin and website articles.

**Note:** Didn't ask anything about academics, why mba, what'd you do in college, current affairs etc. Just an experience of yours not in the SOP and case studies. (2 people with work ex had they interview around it, 1 with work ex had just case studies)

I wasn't really expecting case studies and have almost no experience in such questions too, so I felt like I'm in unexplored territory, but said whatever came to my mind. They weren't overtly expressive, just had a couple of "good"s and nods and when I fumbled initially about an experience not in my SOP, M1 said to not mention it and when I started thinking, he said smiling, can your life be summarized by this piece of paper? I started elaborating on a college POR to which he simply okay alright.

#### Interview Experience – 9

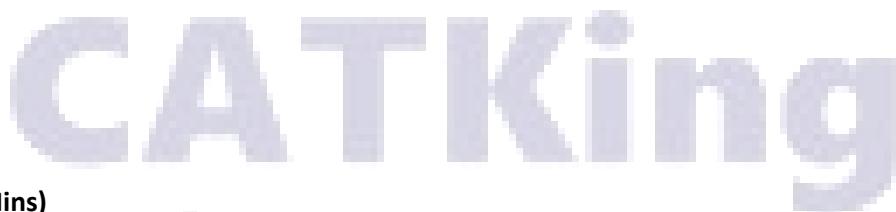
**Location:** Delhi - Habitat

**Date:** 07/03/2024 8AM

#### WAT

India FDI trade

250 words | 20 min



#### Personal Interview (22 Mins)

2 Panelists

It was super chill, conversational, laughing, there were Hindi references from movies and fun. Though extremely intense

P1: Did you have breakfast?

Me: No Sir I'll have it after this

P1: What if it was a 12PM Interview?

Me: I'd have had it. I will be traveling home to Dehradun after this, so will have it after this

P1: You have done so many interesting things, Howcome?

Me: Sir it all naturally came up to me, I grabbed the opportunity which came to me. Talked about my RJ stint, internships in order as he asked in detail. Some basic follow up questions were asked

P1: So you have done an internship at AAP?

Me: Told that I found it on LinkedIn, have been growing up seeing politics at home people talking and being involved. It was a PR Role

P1: Don't you think AAP only does PR & no work?

Me: I threw some data from a school video on an AAP Report card. Modestly wrapped it by saying, they do have a big mouth but have covered 70% of what they promised. Plus I talked about there school narrative etc

P1: What are three things you'd do on the ground if you had power?

Me: Education, talked for very long,

P1: They asked what were the problems and how'd I solve it

Me: Recently I got to know a leader of the center has 32 schools

P1: Stunned and disgusted

Me: I have done a lot of work in education as well, and told them about my experience at NIVH. Healthcare, talked about Scandinavian countries and how they have great healthcare. Obamacare, I told that I am not quite well read on it, but it's definitely better than India

P1: How are Scandinavian countries doing well in healthcare?

Me: Told that I am not quite sure on it, so would not like to comment it

P1: What about culture? Thats something Modiji is doing

Me: I absolutely love him for that. Not much discussion on it

P1: How'd you solve education?

Me: I told that I'd bring schools to a certain minimum standard, Will solve the Teachers to student ratio

P1: How would you arrange for funds?

Me: Will reduce corruption

P1: This was not done in the last 74 years.

Me: Will work on it slowly slowly. I gave reference to how Singapore solved it

P1: It is a very small city, so we can't replicate it?

Me: However we can take inspiration. There was a long discussion on it. I gave diplomatic answers. Cant increase taxes much, the government will collapse.

P2: How can we increase tax?

Me: I said it can be done through direct & indirect. I can explain that in detail if needed.

P2: No no you are an intelligent boy, I know you know that. But you said tax cant be increased, then how will you increase the government's revenue?

Me: Sir we can't take loan because of debt/GDP rising as earned by IMF

P2: No no how about through the tax rate itself?

Me: We also can't increase the population definitely, though fertility rate is below what it should be.

P2: How to calculate tax?

Me: Income \* %tax

P2: How do you increase income?

Me: To increase per capita income, we need to increase GDP

$C + i + g + (x - m)$

P2: No no, income tax is Income\* tax %

Me: Oh now I get where you were leading me towards. Sorry

P2: No worries, what will you do?

Me: Sir to increase tax payers, we need to increase digitisation across the country, have a cashless economy etc.

P2: No, it'll again come to that corruption loop. Tell me Something else. A lot of people evade tax bcz it is too complex to comply with. Lets put a fix 20% slab then? Think think

Me: Sir a lot of people may think that tax money is not being used properly. Hence they might be avoiding. They both started laughing

P1: You need to become Anil Kapoor like CM one day and convince people.

Me: We all laughed

P1: What's the cultural challenge in India?

Me: Sir the fundamental difference between India & China is the approach. Their system is like, if I may say in Hindi "bhai ne bola karne ka toh karne ka" whereas India mai it's like, kindly pardon my tone, "chal chal, baapko mat sikha" - bottoms up. Here govt knows we can throw them out  
They started laughing badly

P1: Can we really throw out the government?

Me: That line is narrowing sadly by day. Sir we can atleast be pretentious & feel good about ourselves. But what you said I'd right for sure

P2: Great, we are done!

## Interview Experience – 10

**Profile: GEM 9/9/8 Mechanical Engineer, 3 years work experience in automotive sector**

P1:

Q1. Do you watch movies? If a movie was made about your life, what would you name it?

Me: I had not mentioned movies anywhere at all

Q2. Have you watched the movie Dunki? How is it relevant and what was it trying to convey?

Me: There was a long discussion on that

Q3. Have you watched 3 idiots? Which character do you aspire to be? Who do you think was more successful, Chatur or Rancho?

Me: No diplomatic answers

P2:

Q1. What macro economic factors are you aware of?

Q2. What is the break up of GDP contribution?

Q3. What was your work role, how do you address the customer needs, what are some improvements you've done?

P3:

Q1. What is the difference between torque and momentum? Give examples.

Q2. Where does momentum contribute in a 4 stroke engine?

**Summary:** Duration was around 25-30mins. Overall a very conversational interview although I was surprised with the starting, but probably because I was last in my panel.

## Interview Experience – 11

**Date:** 20th Feb 2024

**Location:** IIM B Campus

**Profile:** 9/9/8 BSc Chemistry, 14 months work experience

### WAT

IIT placement report for 2023 records highest salary packages of over 1 crore, but given the current slowdown in hiring and the impact it would have on students especially during this placement season, the institute is considering to refrain from disclosing the packages to students. How should the institute handle this situation

### Personal Interview

Panel - 2 male M1 and M2, 1 female F1

M1 and F1 : You're the last in the panel, so tell me what others told you?

Me: They all said it went well

M1: Did you ask what questions they were asked? What exactly did you say to all of them?

Me: No sir, I just asked how the interview went and casually engaged asking which state they belonged to and where they work etc

F1: Why didn't you ask what questions were asked to them?

Me: I preferred not to because that might make me nervous and I wanted to attend the interview without any expectations

M1: Introduce yourself

Me: I gave a well prepared answer, but they didn't catch on to any of the hooks I wanted them to

M1: What is your job role as a chemist, tell me exactly what you do in the industry?

Me: I Answered

M1: You're already doing a job related to what you had studied? Why MBA? We need more people in pure science.

Me: I answered

M1: You can do an MSc to get better roles and profile

Me: I answered, gave stats on how R&D isn't given a lot of priority here.

M1: What if everyone similarly leaves their science subjects and enters management?

Me: I answered saying I believe there will always be a balance, and give an example on how 80 percent of my class are pursuing MSc and very few opted for other options. M1 gave an unsatisfied look

M1: Okay let me give you a small business scenario and tell me how you would go about it.

There is a new 100 percent wheat bread brand that has developed their product and is looking to start selling , what would be the data they must collect . It was cut in between often by F1 and they kept adding conditions like there are no other brands available and that I should think the brand is looking to sell in Bangalore

They kept trying to help, but it was more of like adding conditions and I felt it was made even more difficult

Me: I was confused and answered saying a survey must be done on how many would opt for it over the normal white bread

M1: Good, so tell me how that would be done

Me: I tried but couldn't give a satisfactory right answer

F1: Okay tell me about the venture you would like to start and follow up questions

Me: Answered

F1: How would your knowledge in chemistry help?

Me: Answered

F1: Do you follow any business news?

M: Answered saying Yes ma'am, I know the news about Paytm & Byju's

F1: I have been tired of hearing those, but anyways pick one you know very well

Me: I chose PAYTM. There were follow up questions on KYC and Axis Bank and then asked for the types of banks I know. Then asked about RBI and role. Tried answering to the best of my knowledge

F1: Tell me your role model and reason, and then follow up questions on the brand and its profit scenario

Me: I answered

M2: What do you consider the biggest achievement in your work?

Me: I answered but M2 cut me in between and asked me for a crisp 2 line answer and didn't want me to explain what I actually did entirely

M2: What are four things you would consider while starting a venture?

Me: I answered, but cut off while answering the third

M2: I was asked about a term related to capital which I don't recollect

Me: I said I'm sorry sir, I don't know

M2: Okay I'm done

M1 and F1: thank you , All the best

Overall the panel was chill with everyone who was interviewed. They were smiling throughout and couldn't really gauge whether they were satisfied or not with my answers. But they caught me on words I used and asked me the meanings and checked whether I really knew about them. No questions around my hobbies or achievements mentioned in the SOP/ Tell Me About Yourself or academics and seemed like they wanted to test my knowledge in business.

## Interview Experience – 12

**Date: 20 feb 2024**

**Venue: Bangalore**

**Acads: 9/9/8, BE EEE, Work ex: 1 year**

**WAT**

IIT students getting placed for 1 crore packages. Later due to slow down in the hiring process, the companies are withholding the huge packages or shifting to lower consideration. How can the institution handle such issues?

### Personal Interview

Panelists: M1, M2, M3 (all 30's)

M1: Introduce yourself

Me: I Deliberately mentioned my hobbies as something which I am really proud of in the end

M1: Ok, tell me about your work experience? What does core banking mean and more questions related to this?

Me: I Answered

M1: Tell me about your hobby. How did you start this? How much time do you spend on this? Do you see a future in this? Any people you look up to in this domain?

M1: How do you attract paid partnerships? How do you negotiate with the terms by different brands?

Me: I explained

M2: Do you know any business related news?

Me: I told about PAYTM issue

M2: If you're the CEO of PAYTM, what would you do to keep the share price up?

Me: I would regulate the KYC norms and collaborate with flourishing banks as merchant platforms

M2: why PGPBA?

Me: I told

M2: How good are you at probability?

Me: At a manageable level

M2: He gave a question

Me: I answered but I am not sure if it was right

M3: Openai's SORA – how would it affect content creator's jobs ?

Me: It would be a helpful tool for influencers

M3: Why are your marks comparatively low in the first 3 semesters?

Me: I took some time to fit in to the culture, but I gradually improved

M3: She also belonged to my locality in Chennai, asked how to improvise the area.

Me: I told

M3: Why did you quit your job? What if you don't get selected in any of the IIMs

Me: I would always be happy to go back to my IT domain, if I had a chance and would make a second attempt to this as well

M3: Some questions related to my hobbies and asked to leave.

### **Summary:**

Overall a decent interview. No provoking or checking the temperaments kind of questions. I was able to drive the interview the way I wanted it to.

## **Interview Experience – 13**

**Profile: Xth – 95%**

**XII<sup>th</sup> – 90 %**

**Bcom Honours : Delhi University 75 %**

**Professional Qualification: Chartered Accountant**

**Work experience: 1 year in Banking industry**

**Afternoon session 12th February 2023 (Panel 3),**

I'm the second candidate on the panel,

### **WAT TOPIC**

Higher marks required in University entry is increasing cheating in exams. How it can be prevented? Is reform required in education sector?

10 minutes were allotted for rough work and 20 minutes for writing. Front page for writing and back page for rough work which won't be evaluated. I created a basic outline in those 10 minutes that how I am going to start and finish. I wrote in 2 paragraphs with first one relating to ways of preventing cheating and second one relating to reforms in education sector. I wrote it nicely and completed it in 15 min and read again for any grammatical mistakes. After that we were told to collect it and submit that to him and leave the room. The Prof was one of the panelists.

## Interview

It was a very balanced and smooth interview, hardly any grilling (which was strange because the guy just before me came out in the state of shock)

**Panelists: One Prof (P1) and one alumnus (P2)**

**P1:** So, you're a science student? (God knows why their sheet said I was from science)

**Me:** No, Sir! I have done B.Com (Honors), University of Delhi and Chartered Accountant from Institute of Chartered Accountants of India.

**P1:** So, why finance? Why such a niche course?

<gave my reasons, talked about my family, my Father is a Chartered Accountant and how I developed an interest in the field>

This was followed by some questions about Investment Banking

Now, the real interview starts:

**P1:** Have you been following the recent debate about policy rates?

**Me:** \*Explained the economic and global factors like recession, CPI, Inflation.

**P1:** Do you know what interest rate parity is?

**Me:** <Explained Covered and uncovered interest rate parity>

**P1:** CAPM?

**Me:** <Wrote the equation of the Capital Asset Pricing Model (CAPM)

Expected return = Risk free rate of return + Beta (Market return – Risk free rate of return)

**P1:** What is Beta in this equation?

**Me:** <Beta is the measure of Systematic risk of the stock, higher the Beta, higher is the risk. Beta is dependent on the Covariance of the security return with the Market return.

**P1:** Formula for calculating Beta?

**Me:** \*  $\beta$  = Covariance of Stock return with Market return

-----  
Variance of Market return

**P1:** What factors do you think are used to calculate Beta?

**Me:** I think it is calculated using the market variance and the variance of the stock we are calculating the Beta of. <P1 looked satisfied>

**P1:** Is Beta used anywhere else? Any other application?

**Me:** \*This is what they think of me now </3\*

Yes, sir. It's used in Regression. <Explained single and multiple regression and the relevance of Beta in a desperate attempt to save my interview>

**P2:** Alright, What's the full form of RK Puram? (Cus my school is DPS RK Puram)

**Me:** Rama Krishna Puram

**P2:** Why?

**Me:** Named after Lord Rama and Lord Krishna probably?

**Me:** Or maybe the Rama Krishna Ashram nearby?

**P2:** Why is the ashram called that?

**Me:** It's a part of Rama Krishna mission started by Swami Vivekananda. Maybe he named it after Lord Rama and Lord Krishna? :P

(It's named after Ramakrishna Paramahansa, his guru. I didn't know that then :/ )

**P2:** \*Laughing at me secretly\* Achchha okay, now tell me about this, this and this. You have 30 seconds. Use them wisely.

(this this and this being co-currics and extra-currics in my form)

<I did. I think I took more than 30 seconds>

This was followed by some small talk about my hobbies. And then:

**P1:** So what kind of fiction authors do you read?

**Me:** Dan Brown, George RR Martin... (They started laughing at this mention, stopped me and started talking about Dan Brown instead)

**P2:** Last book by Dan Brown?

**Me:** Inferno

**P2:** Could you give a plot summary?

**Me:** \*suddenly super excited\* <Gave them a very nice fancy plot summary>

**P2:** So, the book is about over population, huh? What's the scene with population in India?

**Me:** 1.2 billion. Growing at a fast pace.

**P2:** How fast?

**Me:** 18%

**P2:** per annum?

**Me:** Yeah!

....

No, wait! That would be a lot! 18% in 10 years I think.

....

**P2:** <gives me a look>

**P1:** So the protagonist tries to control population through infertility? Has anyone ever tried that in India?

**Me:** \*confused, because the protagonist in inferno was a genius. It's fiction besides, no one has ever done what he does in the book\*

Ummm, I do know people fighting infertility, but someone who promoted it..

**P1:** Someone who forced it on people?

**Me:** \*taking the hint\* Oh, Sanjay Gandhi, of course! During emergency!

**P1 and P2:** \*almost smiling\* That will be all. Here have a toffee.

**Me:** Thank you Sir

## Interview Experience – 14

Date : 28/02/2023

Profile:

Xth : 90%

XII : 95 %

B. Tech : ECE Delhi University , 9.5 CGPE

CAT: 99.69%ile

Panelists: P1 and P2, both in 40s or early 50s.

WAT: (25 mins) Social Media has become a powerful tool. Many feel we need to control the content on social media. But some people feel it will violate the right to express of people. What are your view on this?

Here goes my IIMB interview experience

**P1:** I think you have prepared so well. I see you grinding books in the lounge (They were all having big smiles while saying this)

I also joined them and started smiling

P1: Actually we are tired of doing interviews. Let's do one thing. Anyways I see you prepared so well. So, instead of answers, you only take up the questions as well. We won't interview you. You ask yourself and you only answer. We will just see it

Initially, I was surprised and shocked to see how my interview started. I thought I am finished. This is truly unexpected. Also, all of them are laughing when they are saying this to me. I don't know whether I have to take this seriously or this is just a joke. I also joined the laughter and slowly collected myself and I interviewed me.

Me: What are your favourite books and Why?

Me: I like Sidney Sheldon books because here women are shown as intelligent and strong. They face a lot of hardships but they never sit and cry and succumb to those hardships. They bounce back and smartly bring the people to terms.

P1: Do you know one thing. The first person in this panel is also from your college?

Me: yes sir

P1: She said the exact same thing when we asked about her hobbies. Were you guys taught about this in coaching centre?

I was totally blank after listening to this. Having said that, I haven't shown this on my face. They started laughing after saying this and I also started laughing along with them.

I genuinely like Sidney Sheldon back then and he was my favorite author. I don't know that my senior also told about this. Now I really got scared for the fact that even though I said these things on my own. It appeared like I was taught by coaching centre. I collected myself and answered

Me: "No sir". This is my opinion and I am surprised that someone has exact same opinion as mine. I haven't copied this sir. These are my own thoughts about his characters in the novels

P1: Okay leave it. Tell me who is correct in "Tata-Mistry" case. whom do you support and why?

I answered it and justified why I support that person. There is grilling on this but I managed to answer them

This was followed by some technical questions related to 2G,3G,4G, 5G and some of my undergrad concepts. I answered them as well. But, I couldn't answer one or two in between

**Throughout the interview, other 2 panellists were laughing for some reason. I thought I screwed this interview big time. Unnecessarily, I asked myself about books. Most of the people read Sidney Sheldon books. I thought I shouldn't have brought this up.**

The interview was over and they said to read other authors books apart from what was taught in coaching centres. I smiled and left.

## Interview Experience – 15

Profile: B.Tech ECE Fresher. Acads 95/95/81.

Interview Panel : P1, P2 (Age 50+) , P3 (Age: 30-35)

Date: 22nd Feb 2023

**Overall Experience:** Was a wholesome interview covering every aspect and literally my best of the season. Liked the way they broke the ice and covered all things from there.

**P3: So, as you've not graduated yet, how is it going? Are you in college, doing an intern or having exams? (Mine was a mix of all these)**

Me: I'm currently in college hostel only. Interning at **ABC Ltd.** and semester exams are ongoing.

**So you gonna join ABC Ltd. after your graduation?**

Told him how it was an internship opportunity rather than a full time role.

**Asked about placement scenario**

I told about my college overall- how most of the students got placed and companies are visiting even now

**He then asked about mine specifically - status & company**

I told him the company I was placed (P)

**Ok, so rather than joining P, you want to come here. Is it so? Why?**

Told them I don't want to limit myself to a single domain, want to explore the opportunities and how MBA can help me in that.

One follow-up ques on the same (told)

**P2: Since, you don't have work ex, I have to ask you ECE questions.**

Around 10 min discussion on OSI model, 4G 5G, CSMA/cd, Fourier, fast-fourier

**P3 asked me about a competition I mentioned in my SOP**

I had my primary education in a Hindi Medium school by Vidya Bharti which is affiliated to RSS. So basically it was an annual inter school competition organised by Vidya Bharti. And in my 5th class, I went to finals of it. Told what was it about - Our history, values, culture, GK.

And then a 'discussion' went on **importance of history**

(And it made me forgot that it was an interview)

The exact question was:

**Is it even important to read history when your work is not even a bit related to that say finance or IB**  
Some counter questions were there.

**P2: My pastime**

Me: geo-politics & cricket. Told him that I'm learning capitals of d/f countries.

**P1,P2,P3 were simultaneously throwing question at this moment.**

**Asked 3 capitals instantly**

Answered all. He commented that's some serious learning :p

**No. of teams in ipl now:** Answered correctly

**Name of new teams:** Gujarat Titans, Lucknow Super Giants

**P2 did a Bit of cross questioning on KL Rahul lol (if he's really worthy)**

Mentioned his consistency as how he's among top3 run getters for 4 straight seasons. On if he's really destructive: I mentioned in Punjab he was alone scoring runs and there was no support from other end that's why his SR got affected but he's can score quick runs we'll see that. Also this year as a part of team with strong batting line-up like LSG, he'll get that liberty to play aggressively.

But he didn't stop :p

And asked me why I'm being a fan of him and ignoring the stats

**After this, CAME THE BEST MOMENT**

P1 said, "arey, use Karnataka ka sb kuch pasand hai" (he likes everything about Karnataka)

Brought an ear to ear smile on my face :p

**So you play cricket in your college?**

Me: Sir, I'm not a part of insitute's team but yes I play in the hostel often even in the corridors. Also I played cricket regularly back in hometown before coming here.

**P3: Where's your hometown**

Told it's a village so he asked 1 ques about district.

It's in Bharatpur district, so question was about Area of Keoladeo Ghana there.

**Next 5-6 min on questions about my state**

Governor, most illiterate districts, largest district, No. of Municipal Corporations, State symbols - animal, tree, bird, flower.

Rank engineering colleges in your state

**P1 then asked me about my father's business**

**Asked if I had any question**

Me: No.

Around 25–30min interview but very structured and in flow.

Was definitely a ever-cherishing experience.

**Interview Experience – 16**

**Profile: Xth – 90%**

**XII<sup>th</sup> – 95 %**

## B. Arch

Date : 24 February 2023

I had reached the venue one and half hour earlier than mentioned. Some candidates for the morning slot were still giving their PI. This was my best call and I was on my toes the entire time.

I was 6th in my panel (huff!), a long time to wait. Document verification was done smoothly. One of the panelists comes out and wishes us good luck telling us not to be nervous (yeah, right!), but he did ease up the tensions a little bit. (Thank you sir!)

### Interview Room

Three panelists

1 Female (Professor of Finance and Accounting) – **P1**

1 Male (Professor of Marketing) – **P2**

1 Male (Alumni, I presume) – **P3**

Myself – **M**

**P3** comes out and calls me in. On the way he tells me “Don’t be nervous and give your best”

I enter (meanwhile I looked at my watch to note the time).

**P1** notices this. Upon entering they ask me to be seated.

**P1** – Jyoti, take a seat. We noticed you looked at your watch. Why?

**M** – Yes mam that was to just make a note of the time.

**P2** – But we told you that the length of the interview doesn’t matter at all, no matter what the coaching institutes say (grinning)

**P2** was all smiles the whole interview which had a calming effect on me. I mean all of them were very calm and weren’t trying to stress me out.

**P2** – Are you following any news? Business developments, economic news? Have you heard about G20? Are you following it? What’s the use of it?

**M** – Yes sir, but not in detail. (Told him a little about G20)

**P2** – What’s the purpose of such groups, do they even do anything?

**M** – Explained that these groups give a platform for the developing countries to have a voice on the global level. The international bodies like IMF, World Bank, UN they all work for the interests of the west.

**P2** – Yes, because they give money to them.

**M** – But that’s unfair sir, the developing countries do not have that kind of money and an international body shouldn’t be biased as such.

There was a bit of cross-questioning on this, I couldn’t figure out if they were convinced or not.

**P1** – Take me through your workex. What do you do?

**M** – We...

**P1** – Use “I”, not “we”. Tell me what you did.

**M** – Told.

A little bit of cross-questioning on this. Now comes the most interesting part of the interview (well, at least for me).

**P3** – Jyoti, you've written that you want to open up your design firm later on, so why do you want to do an MBA? You can open up a firm even now.

**M** – I want to know how to handle the business. I want to learn how to make it feasible, sustainable and make sure that it does the right thing and doesn't fail. Also, it's always good to have a formal knowledge, and combined with practical exposure, it can work wonders.

**P1** – Yeah, so basically the finance aspects. I still don't understand Why MBA?

**P3** – What is your target group going to be? How will you make housing affordable? (I had mentioned affordable housing earlier)

**M** – Told.

A bit of cross-questioning on this.

**P2** – What is the price of a 1000 sft. house? What will your housing area be? Please explain your model?

**M** – Somewhere north of 50L in a tier one city sir. My housing area shall be 300-400 sft. Explained him a little further.

**P2** – So, you say these houses are for 2 people, but do you know how many members are there in a laborers family? What will you do then?

**M** – Told him about modular houses and based on the requirements, further modules can be added as and when desired. It is like LEGO blocks sir.

**P2** – Help me understand how will you make it affordable?

**M** – Explained about some new age materials like hempcrete and other materials.

**P3** – How does modularity even work?

**M** – Gave him an example of housing in shipping containers.

**P2** – Why would anybody come to live in a shipping container?

**M** – Sir, it's definitely better than having mud for flooring, wooden posts as walls and tarpaulin for the roof. (He seemed convinced)

**P1** – What are the recent technology in your industry?

**M** – Told about 3D Printed houses and some new materials being developed.

I wasn't totally aware, because mostly new materials were coming up. No big technology as such. If they were, I wasn't aware and this was my shortcoming. I believe I should have known this. Was a bit embarrassed about this.

**P1** – Do you know about it or are you just mentioning general things?

**M** – Sorry mam, but I can't recall much here.

**P1** – I think that's it, but before that, since you told us you'll write it on Quora, give us a verbatim of this interview? What was the first question asked?

**M** – Told her the flow of the interview in the order it happened.

**P1** – Are you sure that that was the first question?

**P2** – Mam, I suppose we'll read about it on Quora then. (smirks)

All of us laughed a little on that

I later on remembered that they had asked me why I had looked at my watch. Silly me.

A very good experience with a few hiccups. I wish I could have read more about G20, and some of the technology in the construction industry. Overall, it lasted close to 25 minutes and every bit of it was lively. A wonderful experience indeed. Hoping for the best.

## Interview Experience – 17

Date : 27 February 2023

**Profile (Male) 10th/12th/Grad:** 9.8 / 95.2 % / 85 %

**Undergrad:** B.Tech Mechanical - NIT Trichy, 2+ years' work ex

**Duration:** 30-35 mins for Interview and 30 mins for WAT

**Work Experience:** 24-months Work Experience (31-months until the date of Interview) at **L&T Hydrocarbon Engineering Limited** across India, Oman and Saudi Arabia Offshore.

**Overall Experience:** The most stressful of all the IIM Interviews for me. It was a roller coaster ride with highs and lows. After the interview I felt very exhausted and was questioning my chances. But clinged on to the positives. Do have a read to know what actually transpired across the four walls .

**Panel:** There were 3 members ( all Males ). One of the prof in Pyjamas was in his 40s and who **grilled and interrupted** most of the time. Lets call him **G**. Another prof in his 50s was mostly **observing** me closely and asked few questions. Lets call him **O**. Another guy in his 30s, was probably an **alumni of IIM-B** who also asked few questions and was a bit gentle among the three. Lets call him **A**. Myself will be **K**.

Fasten you belts for the myriad of emotions in my head denoted by () .

**O** comes out and call me in. After brief exchange of pleasantries.

**G:** So Karthikeyan when did you reach here.

**K:** Sir, I am based in Mumbai currently.

**O:** But you have mentioned Offshore.

**K:** Yes sir, I had been to offshore last year on May & June for 42 days at Saudi Arabia in Persian Gulf. After which I was allocated to another project which is in Design phase. Since design office is in Mumbai, I am currently in my base location Mumbai.

**O:** Okay

**G:** Okay Karthik, you have been brought up in Tambaram? ( He must have seen it in my mailing address )

**K:** Sir, recently only we moved to Tambaram.

**G:** Okay where have you been brought up during most of your schooling ?

**K:** At K.K.Nagar sir in Chennai.

**G:** You mean the posh areas near Ashok Nagar, right ?

**K:** Yes sir (I guessed he must be a Chennaitte)

**G:** Have you ever tried to climb the Ashok Pillar ?

**K:** (Surprised, as the pillar is just a cylinder with Ashoka Chakra at the Top) No sir

**G:** Why ?

**K:** I didn't feel the need to. He quickly moved on.

**G:** Which schools you studied in Chennai ?

**K:** From 9th to 12th it was Maharishi Vidya Mandir Senior Secondary School, CBSE Medium ( Was a bit nervous )

**G:** Medium or Board ?

**K:** Sir, English Medium in CBSE board ( Felt a bit embarrassed for the initial mistake )

**G:** Okay, smiles

**K:** Sir, from 4th to 8th I studied in Velankani Matriculation School at Ashok Nagar.

**G:** He quickly moved on, Okay tell me 3 differences you observed between Mumbai and Chennai ?

**K:** ( Thought to keep it simple and honest )

1. Mumbai is a bit fast paced, I can see that in terms of shopkeepers giving the change swiftly and aspirational people. He asked if in Chennai is it not like that, I told in Chennai also it's there but not as pronounced as here in Mumbai.
2. Green cover in Mumbai is very less when compared to Chennai
3. Population density in Mumbai is more, wherever I go I see a sea of people, He asked if it's good, I told No sir, it isn't considering there are fires happening oftenly. He noted down some points on his evaluation sheet.

**G:** So you have worked in Project Management right, tell me what you do ?

**K:** Sir, it involves planning ( immediately was cut short )

**G:** Okay lets talk about planning, Tell me how do you plan the project ?

**K:** Sir, first the no of activities are listed out which are then mapped against time taken , was cut short

**G:** See, I already had interviewed a guy from L&T, I want a Technical answer, This is what you guys do right ! ( The tone was stern and I was paralyzed )

**K:** Was taken aback as my work didn't directly involve planning, looked down on paper and thought for a moment, then **A** told me, its okay just ensure that you incorporate all the elements. I said, after listing down the activities, they are mapped against the number of days required for completion. But was cut short...

**G:** Work Breakdown structure ?

**K:** Oh yes sir, It is ( Me thinking in the back of my head, hopefully this doesn't get worse )

**G:** Apart from No of days, What else are mapped ?

**K:** Sir, the manpower required.

**G:** In a firmer tone, Okay okay what else?

**K:** ( I felt he was pushing and scaring me too much ) Sir, materials are mapped

**G:** Okay okay, there is one more, You are missing that,Tell me what it is ?

**K:** Thought for a while, couldn't recollect ( Cursing myself for mentioning planning, wanted the work exp part to get over with soon )

**G:** The people assigned to the task ?

**K:** Oh yes sir, A scope spilt matrix is prepared and the responsibilities are allocated.

**G:** Do projects go as per you have planned ?

**K:** No sir, sometimes not

**G:** Oh is your Planning isn't good enough ?

**K:** Sir, not like that, there are Force majeure incidents like for example while working in Oman in December 2017, there were floods for 5 days and whole Yard was shut.

**G:** Oh yeah Force majeure events are there but tell me in General any other reasons or ways to improve Planning ?

**K:** ( Putting myself for mentioning Force Majeure ) Sir, in another case the client's visit was delayed unexpectedly, hence it lead to delays.

**G:** How about Micro planning ?

**K:** Oh yes sir, the more we do planning at the micro level, it leads to better results. ( Meanwhile G was noting down some points )

**G:** Weren't you involved in Planning ?

**K:** No sir, It was done by Project Controls Team, I was a part of the Project Management Team.

**G:** So tell me what is Project Management ?

**K:** Sir, Project Management is the Initiating, Planning, Executing, Controlling and Closing of the whole project. One of the key jobs of a Project Engineer is to ensure the learnings of the previous project are implemented in the current project as a project engineer is involved through the entire cycle of the project. Wanted to continue but he cut short.

**G:** What else did you do ?

**K:** Sir, in my first project, I was the Project Engineer for HVAC (Heating, Ventilation and Air Conditioning ) systems. I was involved in the Construction, Installation and Commissioning of these systems. Again cut short....

**G:** But before construction you will have to procure right?

**K:** Yes sir, but I was not involved in procurement, I joined during the construction phase.

**G:** Oh okay, continue

**K:** Sir, during the construction phase I was involved in the Monitoring and Execution of HVAC systems for Tie-In Offshore platforms. I also handled independent responsibilities (again cut short )

**G:** What software you used for Monitoring the project?

**K:** I used Excel only sir.

**G:** He asked if I used some specific software

**K:** I said no

**G:** Okay lets talk about academics, You have done a specific course in Automobile Engineering, There is also a automobile lab course you have done. How old is the lab.

**K:** Sir, its actually very old. Its located behind the Mechanical department.

**G:** Looked at **A** and said it must be very Old. Both of them burst out laughing. At this moment I knew this is going to be a serious stress interview, I maintained my calm, occasionally smiled and defended myself.

**K:** Okay, can I ask you about Automobile Engineering?

**K:** Sir, I have studied it 3 years back, but I am willing to give it a try.

**G:** Okay lets start with the basics. What is  $dy/dt$

**K:** Sir, Its the rate of change of variable  $y$  w.r.t variable  $t$ .

**G:** Okay, tell me in Mechanical terms.

**K:** If  $y$  is distance its speed and if  $y$  is displacement its velocity. (Said it quickly)

**G:** ( He smiles and I too) Okay, okay, Leave scalars Lets talk about Vectors, What is  $d^2y/dt^2$  ?

**K:** Sir its acceleration.

**G:** Do you know whats  $d^3y/dt^3$  ?

**K:** (Eureka moment) Sir, I remember studying it in College, but I am not very sure, Can I take an educated guess?

**G:** (Smiling) Yeah yeah, Go on...

**K:** Sir its Jerk

**G:** Okay yes its Jerk, Now tell me which component in automobile is designed using Jerk ?

**K:** (I was totally taken aback, for I had prepared basic automobile Engineering and I considered answering Jerk itself a big thing, to top that now how do I figure out this design component) I asked to excuse myself to use the paper as it becomes easier to think looking at paper rather than the Interviewers.

**G:** Take your time, You are the last person, The 8th guy hasn't come. So we have all day.

**K:** (I knew he was trying to stress me out, Had a smile in my face, **O** looked at me and smiled too) But I had zero clue for the answer, Didn't know where to start, Scribbled something, then **G** gave a clue.

**G:** Think about the graph of  $d^2y/dt^2$ , draw it if you want.

**K:** Immediately assumed a function of  $y$  w.r.t  $t$  and drew the graph. Was actually swift because it was easy. Then **A** clarified its a clue and try to answer the Component. Now I was frozen and thought of the component with a Poker face. And **G** and **A** started to talk among themselves and laughed as well.

**G:** Do you know Hindi ?

**K:** Yes sir, I studied Hindi only till 10th grade.

**A:** What's the Hindi term for Jerk ?

**K:** Sir its Jhatka. Then **G** started to give more clues for the Design question and I was becoming desperate inside.

**G:** Think about the Push and Pull movement of the Hand, He showed it !

**K:** I then said Clutch

**G:** No yaar with serious disappointment he said, its Suspension.

**K:** I then said, Oh yes sir. When vehicle hits the bump on the road, suspension has the Spring and Damper system which undergoes Jerk.

**G:** He then gave some more examples and even the application in Maruti Suzuki Car Model which is their USP to which **A** also agreed. Then he asked, "Do you plan to get a house from L&T".

**K:** No sir, Its for people having 25+ years of service.

**G:** He laughed at it. Then **A** excused himself and he began explaining to **G**, about how once L&T converted their free spaces in Posh areas into Reality.

**K:** I too joined in the conversation, saying sir, even now there is a separate building being constructed to shift the office at Powai and convert Powai office space to reality.

**A:** He agreed and said, yes yes everything is turning into reality. Asked, Where is you office currently ?

**K:** Its in SEZ, Kensington, Hiranandani Powai.

**A:** Looking at **G** and commenting, "Ye oil and gas walo ke pass bahut paisa he, SEZ me office and all".

Over to **G**:

**G:** Does your office seniors know about you attending Interviews?

**K:** Yes sir. My seniors also gave me recommendation letters.

**G:** Yes yes, okay

**O** took over:

**O:** You had mentioned in your SOP about watching documentaries and reading non-fiction books as your hobbies, Whats the latest one you had done ?

**K:** Sir, recently I watched a documentary on World Wars - 2.

**O** looking at **G**:

**G:** Is it the one in National Geographic ?

**K:** No sir its on History TV.

Over to **O**:

**O**: What are the latest books you have read ?

**K**: A brief History of Modern India by Bipin Chandra, A book on diet by Rujuweta Diwekar and Unplugged Meditation by Schwartz. Also, told how the meditation book greatly inspired me.

**O**: With a stern face, Leave Diet and Meditation books, Focus on A brief History of Modern India, Can you summarize the book in a single line.

**K**: Sir it starts with Mughal empire fading away, British came and conquered India through chicanery. Spoke slowly hence couldn't complete it. (A little bit disappointed with myself)

Meanwhile **G** interrupted

**G**: Who was the last Mughal Emperor?

**K**: Bahadur Shah

**G**: Zaffar

**K**: Yes sir Bahadur Shah Zaffar. ( Thinking, Oh my God, He is an encyclopedia )

**G**: There was one Kingdom which the Mughals weren't able to conquer despite several attempts, its not mentioned in any books as well. Do you know who it is?

**K**: (Thought of saying Marathas but it was well known) Said I am not sure, maybe I can take a valid guess, but they moved on.

Over to **O**:

**O**: Can you give 3 lessons to be implemented for Today's India ?

**K**: Yes sir

1. We got independence because we were united in the fight against British. But recently there have been fringe elements attacking the religious harmony which should stop. Wanted to continue but he asked to move to the next point
2. Also, one of Mahatma Gandhi's significant move was to include peasants in the movement and use mass movement. Similarly we must proceed for an inclusive society thus reducing the gap between the rich and poor.
3. Couldn't recollect any third point hence excused myself to think using the writing pad.

**O**: Its okay, I just wanted to know how you think (He noted down some points)

Over to **A**:

**A**: How do you look yourself 5 years down the lane ?

**K**: Sir, I would like take up managerial roles in the areas of Operations and Project Management .

**A:** So if suppose an Investment banking firm make you an offer, wouldn't you accept it ?

**K:** No sir, I wont accept it. I am a Mechanical Engineer with experience in operations and project management domain for Offshore Platforms. Hence, I would like to capitalize on my Domain expertise.

**A:** Lets assume the Indian government bans fossil fuels and Oil & Gas sector is not going good, What you will do?

**K:** (Immediately responded in firm voice) Sir, I have worked in EPC (Engineering, Procurement & Construction) Projects for offshore oil & gas projects. There are offshore wind farms as well to work with. (Felt happy because I nailed the answer)

**A&G together said:** Oh its okay, its okay, Don't get tensed. Meanwhile I sense **O** smiling at my response.

**K:** No sir, I am not tensed, I just wanted to justify myself.

**G:** Which was you hostel in your college?

**K:** (I sensed he must be an alumni from NIT Trichy) From 2nd to 4th year it was ZIRCON. First year (before I could finish he answered)

**G:** AGATE ?

**K:** Yes sir its AGATE, Sir, are you an alumni of NIT Trichy?

**G:** Yes, That's why I asked about automobile lab, as during our days there wasn't any. Who is the Mechanical dept HOD now ?

**K:** Sir, then it was Mr. Sudhakar

**G:** Oh he became a HOD, nice.

**G:** Do you have a Girlfriend ?

**K:** No sir

**G:** Yes with this academics its difficult right ?

**K:** ( Smiled ) Yes sir, Also I am from Mechanical Engineering.

**G&A:** Both burst out laughing loud, I also joined in. **A** even said, "That was a good one" (I felt good as I was able to use my wit to lighten the mood)

**K:** Went on to explain, my class had only 5 girls for 94 boys and my senior batch had 0 and junior batch had 1.

**G:** That's at least better, In our case Mechanical, Metallurgy and Production including senior and junior batches had 0 girls.

**K:** (Sensing G's earlier enthusiasm in automobile engineering) I said, Sir we also have a PSI racing club, they make cars, but before I could finish

**G:** Yes yes I know about what you guys do there. Earlier we had a guy from NIT Trichy who told me about the club.

**G:** Okay we are done with the Interview, Do you have any questions for us ?

**K:** Yes sir, considering teaching profession is not highly valued in India and IIM faculties are known for their excellent pedagogy. What made you choose teaching profession?

**G:** ( Smiled ) What to do yaar. You don't have any choice. But sometime in life you decide to choose teaching with self interest. Any other questions?

**K:** (Thought for a while) Whats the purpose of giving Toffees or Cookies ?

**G:** Are yaar, This is just to make you feel nice. Nothing much to do. You must have received from other IIM Interviews as well right.

**K:** No sir, I didn't get one from IIM A

**G:** ( Smiled ) So now I understand why you asked this question. Take one, take the other variety also, Its more sweeter. He then asked if I am a sweet person. (I guess he wasn't done with grilling)

**K:** Took two Cookies. Said sometimes I am sweet sometimes sour.

**G:** Okay Thank you Karthik.

**K:** Thanked all and left. Phew

Its pretty long but trust me, this was what happened in the interview. There were moments of highs and lows but I stayed calm and held onto my nerve.

## Interview Experience – 18

**Profile:**

**Xth - 10 CGPA**

**XIIth - 98.3%**

**UG - 8.21 CGPA, Mechanical Engineer, IIT Madras (Fresher)**

**CAT - 99.75 percentile (VARC - 91.47, DILR - 99.12, QA - 99.87)**

**Date : 27 February 2023**

**WAT Topic:** Reasons behind the recent glacier outburst in the Chamoli district of Uttarakhand. I was up-to-date with this particular topic, so I believe I wrote a decent essay.

P1:

There were three male professors in the panel. I will be referring to them as P1, P2 and P3.

Me: Good afternoon, Sir!

P2: Good afternoon. Show me your id proof.

Me: Showed him.

P2: Ok.

P1: Do you know CAD?

Me: Yes, sir.

P1: What is the full form?

Me: Computer-aided design, sir.

P1: Asks a few more questions on CAD. I was able to answer most of them. The professor offered a few hints when I was unable to answer a question. Then he moved on to the next topic. What is the inverse of a matrix?

Me: Told him

P1: Asks a few follow-up questions. I was able to answer all of them. He seemed satisfied. I'm done, Ashutosh.

Me: Thank you, sir.

P2: Did you sit for placements?

Me: Yes, sir. Told him where I got placed.

P2: Why do you want to do an MBA now? You seem to have a decent CGPA in your undergrad. You surely can ace the CAT exam again, given your background. Why not try after gaining some work experience?

Me: Told him a well-rehearsed answer.

P2: Interrupts after every statement that I make. That is a rehearsed coaching institute answer. I'm still not convinced. Anyways let's move onto your SOP.

Me: (gave an embarrassing smile) Ok, sir.

P2: Asks a few questions related to my SOP and grills me there as well. Ok, Ashutosh, I'm done.

Me: Thank you, sir. Slightly relieved that he stopped, but I was pretty much convinced that I had lost the battle.

P3: (smiles) Hi Ashutosh. Asks a few questions related to the positions of responsibility I held at IIT Madras. (Had mentioned it in my SOP).

Me: This was my strong suit, and I had to seize the opportunity. I explained all about my work and how it helped me grow. I was asked a few hypothetical questions as well.

P1: You mentioned data science in your SOP. How is your job related to the field?

Me: Explained. There were a few follow-up questions as well.

P2: Ok, Ashutosh. We are done. Do you have any questions for us?

Me: No, sir.

P2: Ok. Thank you.

Me: Thank you, sir. It was lovely talking to you.

P2: (smiles for the first time) Likewise. Even though I pushed you a bit, I enjoyed our conversation. You can leave now.

Me: Thank you, sir. Pretty much convinced I won't be meeting him at IIM Bangalore.

**Verdict: Direct convert :)** (That indeed was a surprise)

The interview lastest for around 35 minutes. This, in my opinion, was a stress interview.

**My advice:** IIM Bangalore gives a lot of importance to your SOP. Think of every possible question that could be asked based on your SOP, and be ready with the appropriate answers. If you are fresher, beware of the workex related questions. Stay calm and stand your ground. I hope the answer helped. All the best :)

## Interview Experience – 19

**Date : 27 February 2023**

**My Profile:** Mechanical Engineering (CEG, Anna University) with 2yrs workex (Volta), 10th - 96.8, 12th - 98.25, BE - 87.5. CAT %ile - 98.31.

Got calls from all IIMs.

This was my fourth interview after SPJ, Lucknow and XLRI.

**Interview:**

They had my SOP with them. And IIM Bangalore gives a huge weightage to SOP in their PI round.

The female prof saw me waiting outside the hall at 12:30 pm during morning slot. I went a little early to the hall. My interview was in the afternoon slot and I was the seventh one to go. The time was around 4 pm.

**Panel-** Good evening! You should've been waiting for so long. Did you have your lunch?

**Me-** No mam. But I had some juice.

**P-** (they had some snacks on the table and offered me some)

**Me-** I told no thanks and we proceeded to the interview. They really made me feel very comfortable.

**P-** You've started your SOP with a quote. Tell me something about the person who wrote the quote.

The quote was - "Everyone you'll ever meet knows something you don't" by Bill Nye.

**Me-** I told about him. He was an American television show presenter known for his show - "Bill Nye The science guy".

**P-** Did anyone advise you to start your SOP with a quote?

**Me-** Yes, sir. My seniors advised me to do so. Also, I feel that it'd be easier to get an overview about me with just a sentence.

**P-** Tell me about your job. You're into sales, right. It must be an interesting job. How is your average day of work?

**Me-** Yes, sir. It is interesting and also thrilling because everyday you get to win or lose a project. Also, you get to meet different people from various fields.

**P-** You've been working for two years. You must have some sales targets and how are you achieving them?

**Me-** I told them that for the first year since I was working as a GET, I didn't have actual targets but for the last six months I had targets and I managed to achieve them. Also explained them about my location and how I landed on the sales role.

**P-** How's your salary? Is it fixed or variable? What about bonuses?

**Me-** Answered. Fixed salary but bonuses are given at the end of financial year depending on our target achievements.

**P-** Do you think for people working in sales, salary should be dependent only on their performance and not fixed?

**Me-** No, sir. Because there are few months where you can't achieve your targets and few months where you'll over achieve. So, it's better to have a fixed salary every month and a bonus based on the performance calculated quarterly or half yearly.

**P-** What products do you handle? Which part of sales you're in? Products or services? Which contribute more to the revenue?

**Me-** Commercial air conditioning products - VRF and ductables. I told them about the current market and how competitive it is now. So most projects are taken with lesser margins so it is services which contribute more to revenue.

**P-** What are the disadvantages of VRF?

**Me-** Answered.

**P-** Who are your customers?

**Me-** Primarily my dealers and channel partners. Also, consultants and architects are my customers because most of the projects come through them. In some cases, I'll have to deal with the end customer directly.

**P-** What is your organisation structure? 

**Me-** Explained them about my company's structure and escalation matrix.

**P-** Consider a situation where there is a project for which you have quoted and another salesman has also quoted for it. How do you handle such a situation?

**Me-** This situation can be easily resolved because each salesman is allocated his own region and customers. If there is an overlap priority will be given to the one who's handling that particular region. But, the problem arises when two dealers quote for a same project. Because, I can't support one dealer and ignore another. I usually handle this by giving priority to the one who has been following up for the project for a longer time.

**P-** Do you think is it okay to over-promise a customer while making a sale? For example, a product has been launched recently and you have made a sale by committing to a delivery time. But you couldn't deliver it on time due to some issues.

(I actually laughed after hearing this question because this exactly happened to me in my job few months back)

**Me-** I told them that in sales you should never over-promise because I've suffered enough once and lost a customer due to this. It is okay to commit to a longer delivery time and delivering them earlier rather than promising a quicker delivery date and not able to deliver on time.

**P-** So after MBA in which field/role do you want to work?

**Me-** I don't have anything particular in my mind. I just want to learn and explore more opportunities. But I really liked working in sales so if to choose a particular field, it'd be marketing.

**P-** Thank you. Have a nice day

**Me-** Greeted them and left.

I was really surprised because there were no questions related to my academics or current affairs. It was just about my job and the statement of purpose.

**Verdict- Converted.**

## Interview Experience – 20

**Date : 28 February 2023**

**Profile:**

10th/12th/Graduation—95 % /92 %/ CGPA 9.03 (Mechanical Engineering, NIT Nagpur)

CAT—97.77 %ile.

Work exp—7 months (Business Analyst at Deloitte)

**Interview—**

3 men. Let P1, P2 be professors, A be Alumni.

P2 calls me in.

I- Good Morning sirs.

P1- Good morning. Have a seat. Put your file on the table. Be comfortable.

(I put my file on the table and relaxed a bit)

P1- So Amit, tell me something you wouldn't want me to know.

I- No, there's nothing.

P2- (Looking at P1) If there's something of that sort, why would he tell you?

(Awkward Silence, I was smiling)

P1- You have mentioned 3 points of 'inflection' (stresses on it) in your SoP (Statement of Purpose). You must be good at Maths. First being (scrolls on the laptop) Harvard US India Initiative (HUII). Did you go to Harvard University for this?

I- I feel I am good enough at maths. During my second year, I was Teaching Assistant of Engineering Maths subject taught in the first year. Coming to your other question, no Sir. HUII is a conference held annually in India. I didn't go to the US.

P1- Ok. Tell us more about it.

I- Told.

**P2-** Moving to the second point of 'inflection' (stresses on it). What is this Google Startup Weekend and what did you do there?

**I-** It is a 3-day event. It starts with pitching your startup idea and gaining votes on the first day, to work on it for the next 2 days. There are mentors from their respective fields to guide participants for the 'potential startups'. On the second day, we build our products and on the last day, we showcase the prototype in front of Judges.

**A-** What did you build?

**I-** A smart attendance app.

**P1-** Sorry, what?

**P2-** (Looking at P1) A smart attendance application.

**A-** Did your team win?

**I-** No, we lacked Revenue model and marketing aspect of it. This triggered me to learn more about business. Hence, a point of 'inflection' (with a smile).

**A-** Do you think can your app be integrated with some another app, if so?

**I-** (Thought for 10 secs). Since it is related to educational institutions, I think we can integrate it with some intra college/school app, if there's one.

**A-** (Smiles) Nice.

**P1-** So your last inflection point. You said you interned at the National University of Singapore. Can you tell us more about your first abroad experience as mentioned here?

**I-** Sir, I had never been to an airport before my Mumbai-Singapore flight. It was an enriching experience. I learned how to perform well, despite external factors of being the 1st person from my family to travel and live abroad for 2 months. I evolved into a more mature person.

**P2-** You have written that you are working at Deloitte. What do you do at Deloitte?

**I-** Told.

**P2-** Then why do want to do an MBA?

**I-** Sir, I want a functional role. I want to get involved in more strategic and client facing role. I want to shift from Technology Consulting to Strategy Consulting.

**P2-** (Mockingly) So, from day one, you want to be the CEO of Deloitte?

(I have a bad habit of smiling in awkward moments)

**I-** (Smiles) No Sir.

**P2-** (Angrily) Is this funny?

**I-** No Sir. I opted for Deloitte in campus placement with a hope of being in a functional role in consulting.

**P2-** Were you not knowing about what you would do at Deloitte? Did you not read Job description? Does Deloitte use its brand name to mislead the students?

**I-** No Sir. I read the job description. But there are some people who got a functional role. I just wanted to be one of them.

(Panel looks convinced)

**A-** Do you think you have enough experience to jump to a decision to do an MBA or should I say functional role?

**I-** Sir, I have completed 3 projects and currently, am in 4th one. Initially, I was in Quality Assurance and then moved to the development side. (Later, told them about my work)

(Panel smiles and looks convinced)

**P2-** Okay. Do you remember anything from your graduation?

**I-** Yes Sir.

**P2-** What's your favorite subject?

**I-** Mechanical Vibrations.

**P2-** (Thinks for 30 secs) Draw the diagram of spring mass damper system and write the equation.

(I did happily as it was very basic)

**P2-** Explain it to me.

**I-** Explained.

(P2 looks at A, P1 and says I'm done.)

**P1-** (Smiles) Do you want us to know anything else to consider your candidature?

**I-** No Sir.

**P1-** Okay then. We are done here. Thank you.

## Interview Experience – 21

Date : 28 February 2023

Profile - 10/12/Graduation - 95/95/9.34

**BCOM HONS fresher from SRCC**

**CAT percentile - 99.63**

(2 Profs, 1 Male, 1 Female)

Me- Good afternoon Sir, Ma'am!

P1, P2 - Good Afternoon Dev. So you are fresher right ?

Me - Yes Sir.

P1 - Okay, Sat for placements at college?

Me- No Sir, I was sure about going for MBA, so I didn't sat for placements!

P2- Okay, any hobbies?

Me - Yes Ma'am I am a Lyricist, I have 30 songs written of my own.

P2- Thats good, What Special quality do you think you need when writing a song?

Me - Ma'am you need to be creative to put your ideas on a paper in a lyrical way that people can relate to, enjoy and like to listen again and again.

P2 - What is creativity as per you?

Me - Ma'am thinking out of the box and presenting in a different way in case of lyrics.

P2 - Okay, Can you sing one here.

Me - Okay Ma'am Sure.( kind off recited a decent one in Punjabi)

P2- Where is creativity in this. Every Punjabi songs have food and god in their songs?

Me - Its in the way you put your thoughts on a piece of paper Ma'am in a lyrical way.

P2 - Who is your Favorite lyricist?

Me - (wasn't able to remember one so said Govinda after some time as read in a recent interview he wrote some of his own).

P2 - Which Song you like the most ?

Me - Ankhiyon se Goli Maare!

P2- Okay, So why don't you go in the song making industry when we don't have Govinda around now. It needs good people right ?

Me- No Ma'am as I said I am sure about doing MBA. Lyrics writing is only my hobby not passion. Even if I want to go in that industry, I can do so while on JOB as it hardly takes an hour to write a song.

P2 - Again and again you are saying MBA , why MBA?

Me - I want to setup a startup Ma'am.

P2- what kind of startup?

(I explained the idea)

P2- Well Ninjakart is already doing that ?

Me - Yes Ma'am but my idea is a bit different and also the delivery model and competitive pricing can give us an edge. Also Ninjakart is not in North part of the country yet. Also you can always enter an industry as a second player.

P1 - Okay , is zomato making profits ?

Me - No Sir, not yet but in future, I see them making profits.

P1- Okay

P2- As per your marksheets you have scored good in Business Mathematics ( I wasn't good at that subject, got good grades in Open book 😊). How is this subject relevant for a business ?

Me- Ma'am it helps in maximizing the profits, reducing costs and help in deciding the quantity to be produced.

P2- But how can it do so I mean ?

Me - Through matrices and determinants, it helps in maximising profits, decides quantity to be produced etc.

P2 - (Not Satisfied) , But how can you predict these things through maths ?

P1- Okay leave it. What was your favorite subject at college ?

Me - Personal Tax Planning !

P1- Okay what are the new Tax Slabs option given by government.

Me - Explained

P1 - For whom it is beneficial?

Me - Those who don't make investments. Also in Middle Income group mainly - 6–10 lakh income group

P1 - Only those ? I get only 2 Lakh Rs deduction should I go for old regime ?

Me - Depends on your tax liability in different scenarios Sir.

Cross questioned me and I was confused a bit.

P1- But you are forgetting deductions under sec 80 for donations.

Me- Yes, Sir also the political con.....

P1 - Are you stupid. Just because you are from Delhi, you will relate everything with politics.( I think he knew what I was going to speak, just interrupted to put me in stress.

Me- Little bit nervous, answered No sir I am from Haryana actually.(😂😂)

P2 - Whatever !!! Any questions for us ?

Me - Yes Ma'am, How has covid impacted the peer learnings at IIMB

P2 - Will this affect your decision of joining IIM Bangalore?

Me - Yes Ma'am, because I consider peer to peer learning to be a very important part of MBA life.

P2 - Then my answer would be yes, it has impacted it a lot( Trying to put me under pressure again 😊)

P1 interrupted and answered the question nicely.

Me - Okay Thankyou Sir.

P1, P2 - Okay you can leave Dev, Thankyou!

Overall very stressful interview but you get some like these always. Just be calm and it will be good. Wsn't expecting admission offer but-

Verdict - Converted 🎉

## Interview Experience – 22

Date : 28 February 2023

**Undergrad: B.Tech in Chemical Engineering, IIT Madras**

**Work experience: ML Engineer (27 months)**

**Panelists** - P1 (Male, mid 50s), P2 (Male, early 30s), P3 (Male, early 40s)

**P3:** Do you know what the letters in the PAN indicate?

**Me:** I know that the fifth letter in the PAN is the first letter of my name. I'm not aware of the remaining characters, sir.

**P3:** Cool (looks at P1) You may proceed, sir

**P1:** So Gopi, briefly talk about your company and your role at your workplace.

**Me:** Explained. Emphasized on a project with a major healthcare client.

**P1:** So how much domain knowledge do you have in healthcare? And do you make decisions on healthcare projects in your company?

**Me:** Explained with an example that we would need specific information while doing a particular project to understand and diagnose an ML model, so domain knowledge helps. But I haven't been involved in the business decision making process yet. And that's exactly why I would like to do an MBA.

**P1:** What would you like to do after your MBA?

**Me:** Explained.

**P1:** So the government spends a lot on subsidizing education at the IITs. But clearly, your chemical engineering degree is just for showcase, isn't it?

**Me:** Talked about how most of the learning at the IITs happen outside the classroom and that's how I was able to build my skills in the analytics domain. It's not really necessary for a student to contribute in the same branch that they studied in undergrad.

**P1:** What will happen once you come to an IIM then? Will you ditch the course curriculum for "out-of-classroom" learning?

**Me:** No sir, the courses taught during MBA impart the necessary skills for you to thrive in the corporate world and are very relevant to the industry, unlike the B.Tech curriculum.

**P1:** Ok. Can you talk about some computer vision use cases using ML in finance or manufacturing?

**Me:** Talked about using deep learning for handwritten OCR in financial institutions and automatic detection of product defects in manufacturing.

P1 was satisfied, and P2 took over.

**P2:** Companies like Flipkart and Tesla don't produce huge profits, but they are still very valuable. Why do you think that's the case?

**Me:** (after thinking for some time) They have captured a huge market share and built a solid customer base. Additionally, they have also succeeded in marketing their respective brands. Investors would always value a company based on the return that they get while selling their stake. Maybe they see a lot of potential business growth in these companies, so they are valued highly.

**P2:** Okay. Next, imagine you're a CEO and the previous CEO of your company was fired for corruption. As the next CEO, what would be your first steps?

**Me:** I fumbled big time while answering this. I talked about setting up an internal committee to identify the reasons and audit any future transactions. I know it sounds stupid, but this was the first time I felt just a hint of nervousness in the entire interview.

**P2:** (thankfully, he moved on) How do you keep yourself updated with the latest happenings in the tech world?

**Me:** I don't follow any particular source sir, my Google News feed takes care of it. (P2 smiles) At times, I read AI news, The Verge etc

**P2:** So apart from your project, can you talk about any other application of computer vision in the healthcare domain?

**Me:** Talked about Brain Tumor Segmentation

**P2:** Okay, I'm done.

P3, who was smiling throughout the whole thing, then took over.

**P3:** Most of the questions have already been asked, but I would like you to talk a little more on the CEO question (oops!) Setting up an internal committee? Will that really be your first step?

**Me:** (after half a minute of thinking in vain) Sir, since the image of the company may have been tarnished, I would also put out an official communication to the shareholders to assure them that this wouldn't happen again and all necessary action has been taken.

**P3:** (not satisfied, but still smiling) Can you think of something else?

**Me:** (in a last minute attempt to salvage the whole thing) Sir, I don't know why, but I'm not able to think of anything else right now. (insert cold sweat emoji)

**P3:** That's fine. Think about it when you get the time. So, what are your hobbies?

**Me:** I usually spend my free time reading books, watching cricket or playing chess.

**P3:** What was the last book that you read?

**Me:** The Black Swan by Nassim Nicholas Taleb. It talks about black swan events; events that are highly improbable but have an extreme impact like the 9/11 attacks or the 2004 Tsunami.

**P3:** So how do you protect against such events?

**Me:** It depends on the kind of event. But crudely, there is the barbell strategy where you first hedge for the worst possible outcome, and then take risks on top of that. For example, in investing that would mean around 85% of the portfolio invested in low risk assets and the remaining in extremely high risk assets. This ensures that you have limited downside, but unlimited upside potential.

**P3:** Okay, last question. Who is your favourite chess player?

**Me:** Mikhail Tal

**P3:** Agadmator's youtube channel?

**Me:** (Lol) Yes, sir

**P3:** That's it, we are done. It was nice getting to know you. All the best!

**Overall Experience** - Very friendly and chilled out panel. It was more of a conversation than a typical interview. The overall interview was for exactly 20 minutes.

**Verdict:** Selected :)

## Interview Experience – 23

Date : 01 March 2023

10/12/Grad = 89/89/69. GEM Fresher.

CAT'19 = 99.83% (99.68, 98.58, 99.40)

I was the first interviewee of my panel.

The panel was of 3 persons, F (50yrs), M1(55 yrs), M2(35 yrs, alumni).

I greet them, take my seat, M2 asks for my folder and starts reading my certificates.

**F : How do you justify your low percentage in Btech?**

I told them about my various extra-curriculars, my position of responsibilities and my work in the institute's sports fest core team as Finance Head.

**M1 : Why IIM Bangalore ?**

I had memorised the obvious answer about triple accreditation, alumni base, brand value etc.

But I don't know what happened at that particular moment.

I request you to go through this, you will realize that this was not a just another interview.

I ended the answer with,

The students were shouting, "Joka is not a place, it's an experience." And this was personified by me.

Everyone smiled.

**M1 : Okay Harendra, Now tell me why should we take you, considering you couldn't do well in your graduation?**

This was supposed to be a prepared answer but I don't know why I fumbled. I went back to the first answer and told them about the management skills I acquired during my graduation.

This could have been a better answer.

**M2 : So you were Accounts and Finance Head in the core team of that fest. What were your primary responsibilities?**

I made the detailed budget, kept the account of all finances, managed the hard and soft money, closed the deals with sponsors, led a team of 25+ volunteers, and after the fest, I had to present everything to faculty-in-charge for auditing.

I elaborated on above points, and told them that I maintained an Excel sheet to keep the account of all incoming and outgoing money.

**M2 : So it was a Balance sheet or a profit and loss statement?**

A profit and loss statement.

**M2 : Did you make any profit out of that fest?**

Approx 2.5 lakhs.

**M2 : So what happened of that money?**

It got submitted into the institute's gymkhana account.

**M2 : What is a balance sheet?**

I don't know Sir.

**M2 : Are you placed? What are your other calls?**

Sir I got an PPO through my internship, But I don't want to do that Job. and amongst Old IIMs, I only have a call from C.

**M1 : If you don't want to do a job, then go and keep studying till PHD. (Evil smile)**

Sir I don't want that job, plus I would get a headstart if I start my corporate career after an MBA.

**M1 : Harendra, Do you follow news?**

Yes sir.

**M1 : Who's Coming to visit India?**

Donald Trump.

**M1 : Where ?**

Ahmedabad. (I should have also mentioned Delhi and Agra)

**M1 : When are the presidential elections in USA? Who are the faces from Democratic and Republican party?**

Sir the elections are this year itself. The faces are Donald trump and Joe Biden.

**M1 : How are they elected to be the presidential candidates?**

Sir the senators vote for their party's faces.

**M1 : So Donald Trump is getting support from which states of the US?**

I don't know sir.

**M2 : So When are the elections in Madhya Pradesh? (My college is in MP)**

2022 ( I had no idea, I just uttered a random year, it turned out to be correct when I checked later. )

**M2 : And which Indian states are going to have their elections this year?**

I don't know Sir.

**F uttered in a low, disappointed voice : You could have give us atleast one.**

**F : What are your hobbies?**

Movies, chess, cricket, riddles.

**F : So what kind of movies do you like?**

I do watch every genre, but crime thriller is my favourite.

**F : Favourite Director?**

David Fincher.

**F : What do you like about him?**

His way of storytelling. Not a boring frame, Nothing is predictable till the end.

**F : So What is your favourite way of story narration?**

Neo-Noir. Mulholland drive is a classic example.

**M1 : What is that?**

A discrete way of storytelling. The scenes aren't interconnected. Hitchcock was a genius of it.

(Later realised that scenes being disconnected isn't a necessary condition of Neo-Noir.)

**M1 : But you just said that Fincher is your favourite director.**

Sir the 2 questions weren't interconnected.

**F : But Hitchcock had a linear way of storytelling, his masterpiece movies like psycho, vertigo were linear. Which is your favourite Hitchcock movie?**

Dial M for Murder.

**F : What did you like about it?**

Again, the unpredictability. Psycho was masterpiece because of the era it was created in. The concept blew everyone's mind. But Dial M for Murder was unpredictable till the last scene.

**M1 : So if we don't tell you the murderer till the end, it will be a nice movie for you?**

Sir recently a movie came out, 'Knives out' starring Daniel Craig. They told us who the murderer is in the very beginning, still I was glued to my seat till the very end. It's all about the storytelling.

**M2 : Okay, now tell us about your internship work.**

Memorised answer. Internship was in Market Research and Business Development.

**M1 : So did you use Statistics while playing with the data?**

On a basic level.

**M1 : Tell us the difference between mean, mode and median.**

Told.

**F : If we have mean, why do we need median?**

To understand the data better. To predict the data values. Related the answer with Bschool placement reports wherein we both have mean and median placements.

**F : So you can predict the placements just by mean and median package.**

We also have the batch strength, in this case the number of terms, the highest package, by using all of these, we can have fairly accurate predictions about the individual placements.

**M1 : Okay Harendra, we are done. Thank you.**

**M2 : (God bless him) You only have a call from C right?**

(I had left my seat and wasn't looking at the panel) Only C Values us sir.

**F : (sarcasm) Oh we value Low acads.**

**M2 and I spoke simultaneously.**

**M2 : He has a high percentile.**

**I : No mam, a high cat percentile.**

Done. The panel wasn't grilling. It was a decent interview. This isn't a word-to-word account, but I tried the answer to be as detailed while keeping it as short as possible.

## Interview Experience – 24

**Date : 02 March 2023**

**Profile: X- 9.4 CGPA XII- 92.4%, BSc Physics Hons. (St. Stephens College)- 85.53%**

**CAT- 97.18 (1st attempt)**

**Interview:** I was 2nd in the list. Panel of 2 (P1- Lady professor, P2- Male )

P2 called me in.

**P1:** Sit down, Shubham. Make yourself comfortable.

**Me:**\*smiling\* Thank you mam. (P2 stood up and went to washroom).

**P1:** I see you have done Physics (H) and you passed out in 2015. Didn't you take a job?

**Me:** No, Mam. There were not any good placements for Physics students.

**P1:** So, what have you been doing since then?

**Me:** Mam, since I didn't have a job, I had enough time to rediscover myself and work on some major weaknesses which I used to avoid earlier.

**P1:**\*smiling\* Can you name a few of them?

**Me:** Mam, I used to be weak in my communication and writing skills. Although, I tried working upon them earlier but to no use. It was something which had haunted me a lot. I had been laughed upon several times in school and college time but last year I decided to face my fears and I feel that I have come a long way in overcoming those fears. I know I am not perfect yet but yes, I am improving everyday. Overall, it was one of the most productive years I have had till now.

**P1:** What other calls do you have?

**Me:** XLRI, IIFT,SP Jain, MDI, IIM S and New IIM's.

**P1:** How come none of the other old IIM's shortlisted you but Bangalore did?

**Me:** Even I have been asking this question myself over and over again. My friends who got the same %le as I do, have a call from L, K, and I. I mailed all the institutes about it but haven't received any reply yet. I

think that I must have been on the borderline. As far as Bangalore is concerned, they have changed their shortlisting criteria.

**P1:** What is the new shortlisting criteria?

**Me:** Explained.

**P1:** okay, I have heard a lot about Large Hadron Collider. Can you please elaborate how it works and what use is it to mankind?

**Me:** \*I knew it will be asked in one interview or another. Had prepared well. So yaayyyy :D \*

Explained everything about it. Told her about the applications of particle accelerators and how it has yielded a new dimension to particle physics. (Meanwhile, P2 joins in)

**P1:** Why is it that we need such high speeds for the particles?

**Me:** \*Easy one\* Told them

**P1:** That Higgs field theory seems interesting to me.. Can you elaborate more?

**Me:** Explained. However, I couldn't tell why photons are considered massless particles. And it caught her attention.

**P1:** Why is it that photons do not possess mass?

**Me:** Tried telling them that light is considered to possess dual character. But since my answer was going awry, I apologized and said, I didn't know the exact answer.

P1 then asks P2 to continue further

**P2:** Shubham, here take some water and relax.

**Me:** Thank you,sir. Took a sip or two. And good to go.

**P2:** I see that you completed your schooling from Shamli. It has been a lot in news recently. Why is that?

**Me:** \*my eyes sparkled suddenly. For the first time, anyone noticed that\* Yes sir, it came into limelight after the communal riots of 2012.

**P2:** What do you think happened over there? Who was responsible for it?

**Me:** Told them about the two versions of the story that have been floating in the media.Explained elaborately about how the state machinery was at fault and how BJP used it to their benefit which led them to wipe UP in Lok Sabha elections.

**P2:** \*smiling\* So, what do you think about freedom of speech?

**Me:** \*was expecting this to pop up somewhere\*Explained everything. Told them about my viewpoint separately.

**P2:** Tell us about the two candidates in US elections.

**Me:** Told.

**P2:** What is Big Tuesday?

**Me:** told.

**P2:** Okay, there has been a big talk in Europe about a country wanting to leave EU recently. Do you know what is it?

**Me:** Yes Sir, Brexit. \*shit, forgot the name of the two major parties in Britain..\* Pardon me sir and mam, I can not recall the name of the two parties of Britain but I can explain you everything about Brexit.

**P1:** Conservatives and Labor it is.

**Me:** yeah, now I remember. Thank you. Explained them about Brexit.

**P2:** Shubham, you did your undergrad from St. Stephens. But I see that you have 92.4% in 12th. How come you got admission?

**Me:** Sir, 92.4 is my overall %. I scored very low in English and Physical Education. But, I needed PCM % only to get shortlisted for Interview.

**P2:** How much was it?

**Me:** 97.33

**P2:** Tell us about your experience at Stephens. What else did you do over there apart from academics?

**Me:** Told them everything about it. How it was a life changing experience for me and things I learnt from the college. Also, told them about Physics Help Centre and trip to Mcleodganj I organised.

**P2:** \*Mcleodganj caught his attention. I guess he was a fan of that place too\*. Tell us about your trip. Where did you go? How was it?

**Me:** \*smiling\* Told everything.

**P1 and P2:** That would be all. Thank you Shubham.

**Me:** \*Pokerface. Ohh god, itna abruptly kyu end kr dia. What did I do wrong\* Hesitatingly, I said Thank you. But on my way out, turned around, asked if anything was left. (Lol, that was a funny scene)

**P2:** Yes, would you like a toffee or cookie? \*smiling\*

**Me:** \*confused\* umm, cookie! Suddenly P1 started laughing and I too smiled back with no clue what was going on.

**P1:** Take a toffee too..

**Me:** Thank you sir, but I am fine with cookie.. \*smiled and left\*

Overall, it was a really chill interview. But, I think that I should have done better at the end. (Will never forget this interview).

**Verdict: CONVERTED :D \*Super Excited\***

## **Interview Experience – 25**

**Date & Time: 02 March 2023, 02:30 PM**

**Profile: Xth: 94%; XIIth: 97%; Grad: 9 CGPA ; CAT: 99.83 (first attempt)**

**WAT Topic:** A case to evaluate the correctness of a decision taken by the LEGO board to fire the Chief Operations Officer for introducing a product based on the Harry Potter theme, that was not really in line with what the company had been doing all these years.

**Duration:** Approximately 40 minutes

I was second in my panel, meaning that I got just enough time to straighten myself after the WAT when I was called in. There were two panelists-let's say P1 and P2.

**P1:** So, you are a final year IDD student. Surely you must have a project you are working on?

**I:** Yes Sir, I am working on a project that aims to increase the robustness of the Speech Recognition systems that we use in our day to day life.

**P1:** And how do you plan on doing that?

**I:** Most of the systems presently in use, like S-Voice, Siri etc. falter a lot when it comes to recognizing speech in noisy conditions. I, for one, can never get my S-Voice to work on a train. So, we try to incorporate the video component into the audio one so that both can be used to get a better outcome. My research, in particular, is based on reducing the errors that changes in a person's pose bring about to the video component.

**P1:** How much difference do you think it makes? Introducing the video as well? Is it worth the costs involved?

**I:** Sir, it does make a lot of difference, especially when it comes to speech recognition in noisy conditions. Technically speaking, introducing video increases the signal strength by somewhere around 8-10 dB, which is too huge a difference.

**P1:** So, if I am sitting facing my webcam, how will your system recognize what I say? Do you take the whole face?

**I:** No sir, we basically just consider the lip and jaw region to study the spoken word. The first step in the design of any such software is to segregate the lip region and construct a model out of the features. Most of the time, it is a Hidden Markov Model with a probabilistic outcome determination using the Viterbi algorithm.

**P2**(who was just listening all this while) : But, how do you plan on handling that pose thing?

**I**: (frankly, I hadn't done this part of the project yet, so I knew just some theoretical background and nothing else) Sir, most of the research till now has just solved this problem by means of a regression matrix wherein the side pose is interpolated onto the frontal one to normalize the views and cover up on the missing links. (I still don't know why I said "interpolated")

**P2**: Interpolated? (Passing a paper to me) Can you explain the mathematics?

**I**: (should have said I don't know much about it, decided to go ahead with what I knew anyway, probably a low point in my interview) Sir, for instance, if the frontal region of the lip is given and the side pose, we construct two matrices based on the appearance-based models that we draw out of the lips and then we have to find out the regression matrix averaged over a series of subjects. (drew two lips on the paper and wrote the matrix equation)

**P2**: What is in these matrices?

**I**: Sir, it is the pixel values for the seven strategic points on the lips that we use to demarcate the boundaries.

**P2**: I don't get it. Okay, you have a matrix, you have all these equations and models. But, how are you going to get the pixels?

**I**: Sir, we have algorithms to mark the boundaries of the lips, including the crossbow structure and extremities. I have used one of those algorithms itself that use the hue and luminance to get the lip boundaries.

**P2**: But lips are so different across geographies. How do you plan on handling that?

**I**: I agree that people from different ethnicities have different lip structures and colors. But the algorithms that we use focus on the difference in the color of the skin and the lips, which works fine across the different ethnicities.

**P2**: Can it be used commercially? This project of yours?

**I**: Sir, though I am now working on a limited vocabulary based system, but it can of course be scaled up to create a vast database across different phones and consequently, the words as well.

**P2**: You mean if I say "apple", your software would not even recognize it? What good is it then?

**I**: Sir, every research begins with the most basic of problems that need to be solved in order to create a system that is free from every kind of error that an end user may experience. And, in any case, this project, in its present state, can be scaled up to incorporate different phoneme combinations.

**P1**: You know, I still didn't get that equation of yours? Explain again.

**I**: (not this again!! I explained it the same way as before, but I think that he saw through the fact that my knowledge on this part was limited)

**P1:** Have you actually implemented this pose problem?

**I:** No Sir, I still have not. I know the theory and the models on which it works, but I have not implemented it in code form yet.

**P1:** Okay. Tell me what else do you do?

**I:** (Phew!!) Sir, I have been a freelance writer for a US-based virtual assistance firm since 2014.

**P1:** What do you write?

**I:** Initially, I did projects for the firm itself, based on medical virtual assistance, virtual offices etc.. But, now, in addition to that, I have also started writing health and lifestyle blogs for a client of theirs.

**P1:** Do they pay you? How much?

**I:** Yes Sir, they do.

**P1:** And what else do you like to do when you are free?

**I:** Sir, I am a very avid reader. And by that I mean, I like to read everything, right from something like "Confessions of a Shopaholic" to something along the lines of "Fortune at the Bottom of the Pyramid". And I am a Kathak dancer as well.

**P1:** Can you tell me how many gharanas are there in Kathak? And who are their major exponents?

**I:** Told

**P1:** What is the difference between these gharanas?

**I:** Told

**P1:** What is the latest book that you have read?

**I:** Sir, I have read ISIS: Inside the Army of Terror by Michael Weiss and Hassan Hassan

**P1:** What is the ideology of ISIS?

**I:** Described Salafism and other aspects related to the misinterpretation of Quran by the group.

**P2:** But, why did terrorism become so big after 1990 only. Muslims were there. Quran was there. Why now?

**I:** Sir, the spirit and thought process in which terrorism finds its roots has been around since time immemorial. But, in its present form and ideology, I think it had a lot to do with the radical literary interpretations of Quran around 1990. (Mentioned Syed Qutb and his works)

**P1:** Do you think producer or consumer societies are the major victims of terrorism?

**I:** I think consumer societies are not just victims, but they contribute to the perpetration of terrorism as well( Gave the example of Pakistan and its tryst with terrorism in the wake of a floundering economy)

**P1: (to P2)** Anything else?

**P2:** No. Just take a candy from the bowl. Thank you.

**I:** Thanks a lot

## **Interview Experience – 26**

**Date : 01 March 2023**

This was the first interview of my entire career. Interview was smooth and no stress or cross-questioning.

**Bio: Profile: Xth: 94%; XIIth: 97%; CAT: 99.83 (first attempt)**

Undergraduate (Electrical Engineering), IIT Delhi.

**Hometown:** Hyderabad.

It was 5:10PM that I was called in. Me patiently waiting for that moment, entered the room and greeted the panelists P1(I think he is the prof in the age group of 60+) and P2( He was young, might be an alumnus, of age around 35 years).

**P1:** Before we start why don't you just give a brief introduction about yourself?

**Me:** Gave a brief introduction about my acads, extra curriculars, interests and all.

**\*P1** in the meantime goes through my application form\*

**P1:** So Nayan, you come from Telangana. Why was the bifurcation done? Reasons behind it?

**Me:** As I follow current affairs and knew in detail, I gave every reason and sequence of incidents from 1953 to 2014.

\*Both the panelists were convinced\*

**P1:** So do you support the bifurcation?

**Me:** As such I don't have any opinion, but my father supports it.

**P1:** Then what were you doing during the agitation that was going on in Telangana.

**Me:** Sir I was preparing for JEE.

**\*P2 grins\***

**P2:** You are an electrical engineer?

**Me:** Yes sir, electrical engineer with major in VLSI.

**P2:** What is VLSI?

**Me:** Very Large Scale Integration sir.

\*I was expecting them to shoot questions related to VLSI\*

**P1:** What all other courses you have done other than VLSI?

**Me:** Sir, other than that in our first two years we get exposed to core courses of electrical engineering like communication, power...

\*The instant I said power, both the panelists became active and started rapid fire on me\*

**P2:** Which supply do we get to our homes? AC/DC.

\*Me thinking what a silly question\*

**Me:** AC

**P1:** Is DC used anywhere?

**Me:** Yes sir, for very short distance transmission.

**P1:** What is the total generating capacity of India?

**Me:** Around 230GW.

**P2:** What is the deficit then?

\*Fuck this is not given in wikipedia page anywhere\*

**Me:** Sir, still more than 20k villages are not electrified, so we can't estimate the deficit. (Trying to cover up)

**P2:** There would be some figure, do you know it?

**Me:** No sir.

**P1:** Tell me how a diesel generator works?

**Me:** Explained it.

**P1:** How much are the transmission losses?

**Me:** Not more than 10% sir. (Didn't know the exact figure).

**P1:** But I have read in a newspaper article that transmission losses in Delhi are about 70%.

\* I was like why the hell are they transmitting? Didn't know what to say. I didn't believe\*

**Me:** It's impossible sir.

**P1:** There can be theft, right?

**Me:** Technically it can't be more than 10% sir, if theft is there then it can go upto 100% sir.

**P1:** Arvind Kejriwal hires you to reduce these losses, then what will you do?

**Me:** Sir, it's something to do with the help of police.

**P1:** But police is not in the hands of Kejriwal.

\*For an instant I felt I have dug up my own grave, but somehow a solution struck my mind\*

**Me:** Sir, I will divide Delhi into sub-units and put up meter for each sub-unit. Whichever sub-unit records high losses, I will deduct the connection to that sub-unit.

\*P1 seemed to be convinced\*

**P2:** Who won the Nobel Prize in physics last time?

**Me:** Sir, they were three Japanese scientists with typical Japanese names which I don't remember but I do know their contribution i.e Blue LED invention.

**P2:** What is it? How is it useful? etc.

**Me:** Explained in detail.

**P2:** (Pointing his finger upwards) which LED is this?

**Me:** Sir, it is not an LED. It is a CFL.

\*P2 smiles\*

**P1:** You are from IIT, so you might have been placed somewhere?

**Me:** Sir, actually I didn't sit for the placements.

**P1:** So what are your plans then?

**Me:** I want to pursue a career in management and climb up the corporate ladder soon and become a successful CEO.

**P1:** So you are a swimmer?

**Me:** Yes sir, I have also represented IIT Delhi at the Inter-IIT Sports Meet for water-polo sport.

\*Me expecting them to shoot questions on water-polo but again disappointed\*

**P1:** Which stroke are you in?

**Me:** Sir, I do breast stroke and free style.

**P1:** Which is the fastest stroke?

**Me:** Sir, it's freestyle.

**P2:** What all other calls do you have?

**Me:** Sir, I have interview for IIMA on 9th March and IIMC on 11th March.

**P2:** So what is your preference?

**Me:** Sir, it would be B which is one of the top institute in our country.

**P2:** What if the same question is asked to you in IIMA interview?

**Me:** Sir, I hope they won't ask this question.

\*P1 and P2 both of them smile\*

**P2:** What if they ask you?

**Me:** Then I have to answer Bangalore sir.

\*P1 looks at P2\*

**P2:** We are done Nayan. Take a toffee or cookie.

\*About to take a cookie\*

**P2:** As you are the last person to be interviewed, take both.

**Me:** Took both of them and left.

It was around 20mins interview.

**Result:** Converted A, B and C. Joining B.

**Tips:** Keep it simple and do know about everything that you say and that you mention on the application.

### Interview Experience – 27

**Profile:** Non- Eng | Fresher | Female

X/XII/Grad/CAT'22 : 9/9/8/92.66%ile

**Date & Venue :** 15th March 2023

2 male panelists both seemed to be in their mid 40s

I entered the room and exchanged greetings with them. They didn't ask me to sit at first.

- Sir, may i sit ?

**P1 :** (Smiling) Yes please. It's for you only.

**P1 :** So Shivani, where are you from ?

- Sir, i am from Lucknow.

**P1 :** Okay. Shivani, tell me about yourself in short.

- gave the well prepared short introduction.

**P1 :** You completed your graduation from ?

- Sir, University of Lucknow

**P2 :** Which college ?

- Sir, from University Of Lucknow itself.

**P1 & P2 both :** Okay from university itself.Great!

**P1 :** Shivani, when did you complete your graduation?

- Sir, in Nov 2021

**P1 :** November! isn't that a bit too late.

- Sir, actually due to covid pandemic everything was delayed and the university didn't even provide us with the placements due to the same reason. So, i had to take a gap to be sure of my field of interest.

**P2 : What is your field of interest?**

- Sir, general management or marketing.

**P2 : Suppose, if i open amazon( i don't know why he said amazon) to order some pizza, then if i use some other app it shows me pictures of pasta, pizza etc. What is this algorithm called ?**

- Sir, i know that it is a part of digital marketing and social media marketing but i am sorry i don't know the name of the algorithm.

**P2 :** It's okay, no issues.

**P2 : You are shortlisted for both PGP and PGP - HRM. What is your preference?**

- Sir, my interest is more inclined towards PGP than PGP HRM.

**P1 : Why so ?**

- Sir, as a fresher i would like to explore things in the first year and then choose my specialization accordingly.

**P2: Are you familiar with the curriculum?**

- Yes sir. As far as i know, in the first year we study subjects relating to general management and we have to choose electives relating to specialisations from second year onwards.

**P2 : You follow any HR ? HR manager of the business world ?**

- No sir, sorry.

**P2 : No issues. You know the basic of HRM right?**

(Nodded) Yes sir.

**P2 : What is the work done by HR ?**

- Sir, the human resource manager is concerned with finding the right candidate for the right job. The major tasks done by them include - Sourcing and screening of candidates, conducting job interviews, making salary slips of employees, giving rewards and remuneration.

**P2 : Only these tasks are done by them ?**

- Sir, i am only aware of these tasks. There are several other tasks which are done by them.

**P1 : So Shivani, what did you learn in these past few years?**

Told them about the initiatives i have been heading and the PORs that i have held.

**P1 : Aren't you too young to work for an NGO ?**

- No sir, i think there's no such age limit to serve for the betterment of others in society especially animals who can't even speak for themselves. I think all the skills that i have developed by working there will help me not only during my post grad but also post MBA.

**P2 : Shivani, are you good in maths ?**

- Sir, i won't lie. I am not that good.

**P2 : How will you manage things and subjects requiring quantitative skills inside an IIM then ?**

- Sir, i was the topper of one of my 6th sem subject Mathematical modelling and scored a 100/100 and this shows that i can do well in maths too. I am willing to do anything i can to become better at doing things which i can't.

**P2 : Okay Shivani, what subjects have you studied in your grad ?**

- Sir, principles of management, managerial economics and a few more subjects like advertising and sales promotion.

**P2 : Okay so if i am an owner of a B2B firm so which methods of advertising would you suggest ?**

- Sir, advertising can be oral or written but since written advertisements are kind of outdated right now so, i would suggest going for digital ads, TV , digital marketing.

**P2 : Okay that's fine but how should i attract the consumers?**

- Sir, we can provide them with short term incentives of sales promotion like lucky draws, buy 1 get 1 free (Quantity gift/Product combination)etc to make immediate purchase of the product.

**P2 (to P1) : She said managerial economics as well. Would you like to ask her something?**

**P1 : Yes yes. Shivani, what is price elasticity of demand?**

- explained with the help of formula.

**P1 : What is the range of price elasticity?**

- Sir,  $> 1$  to infinity. ( I was wrong. It's 0 to infinity)

**P1 : So what would be the relationship b/w price elasticity of substitute goods? +ve or -ve**

- (Took a few seconds) Sir, +ve

**P1 : Positive , why ?**

- Sir, for example if we take tea and coffee. If consumer price of coffee increases, demand for tea will increase . Hence, a +ve relationship exists.

**P2 : What forms of markets have you studied?**

- Sir, perfect, monopoly, monopolistic and oligopoly.

**P1 : Okay what do you know about perfect competition market?**

- sir, perfect market doesn't actually exists.

**P1 interrupts in b/w how can you say so ? What is one assumption of it which doesn't seem real ?**

- Sir, one such assumption which can't be real is that sellers and buyers have perfect knowledge of the market.

**P1 : Okay why?**

- Sir, because if i take an example of me being a consumer/ buyer. It's not i like i have information or i am 100% aware of each and every product that exists in the market.

**P2 : So do you know the current affairs? (I nodded) So, tell me about something apart from Russia Ukraine, SIVB , G20**

- Sir, Khalistan movement.

**P2 : Okay what is it about ? What's happening and what has happened because of it ?**

I explained the whole timeline starting from Jarnail Singh Bhindarwale to Amrit Pal Singh and how he threatened the home minister - Amit Shah.

**P2 : Do you know the ministers ?**

- Yes sir i do know the CMs and a few more council ministers.

**P2 : Who is the foreign minister?**

- Mr Subrahmanyam

**P2 : What's his last name?**

- Sir Jaishankar, Subrahmanyam Jaishankar

**P1 : Are you not sure ?**

- Sir, i am sure.

**P2 : Who is the education minister?**

- Sir, Mr Dharmendra Pradhan.

**P1 : Do you know about Wajid Ali Shah ?**

- Yes sir, he was the last nawab of Lucknow. His reign ended in 1856. There's also a zoo named after him in Lucknow.

**P1 : When did he die ?**

- Sorry sir, i don't know.

**P1 : Do you know he was a musician?**

- No sir, sorry.

**P1 : (Looks at me with a poker face) No ?? You don't know ?**

- No sir, sorry i didn't know. I will look it up after the interview.

**P1 : So Shivani, we will give you a topic followed by 30 secs time and then you will have to speak on it. (I was the first in my panel so, i was not 100% prepared for an extempore. But i composed myself and nodded) Okay sir.**

**P1 : You can use the pencil and paper in front of you to jot down the points if you want.**

**P1 : Ready ? (Nodded) Universities should give political exposure to its students. You can speak for or against of the topic. It's up to you.**

I spoke pretty confidently. Talked about how crucial it is for students of this generation to be not only good in academics or sports but also in political aspects as they are the future of our country. Also spoke on how exposure should be given ; certain amount of restrictions should be there. It must be made sure that they don't misuse their authority or power to dominate others.

**P2 : Okay great. I think we are done here. Thankyou Shivani. You can leave now.**

**P1 : Please close the door on your way out.**

- Okay Sir

**P1: (Smiled ear to ear) Thankyou. All the best!**

\*Overall, it went really great. They were not grilling at all and knew how to initiate conversation or how to make the candidates comfortable. Didn't mock if one didn't know an answer.\*

## **Interview Experience – 28**

**Date : 28/02/2022**

**Profile:** Class X- 95.% | Class XII- 94.5% | B.Tech, Computer Science, IIT Kanpur, CGPA 9.4

There were 2 panelists (P1 and P2). I entered the room, greeted both of them, and sat down.

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

**P1:** We see you have a very good academic record. Why do you want to leave Computer Science?

**Me:** \*Gave my reasons for wanting to do an MBA. Also mentioned that I've done internships in Switzerland and London\*

**P2:** Oh, what were the internships about?

**Me:** \*Told them about the projects\*

**P2:** Great! So what all other projects have you done?

**Me:** \*Told them about my other internships and course projects\*

**P1:** Ok, enough of academics. How do you pass your free time?

**Me:** I'm a regular badminton player. I've represented IITK in many sporting events across the country and won many medals for the institute.

**P1:** Oh, so did you also go for this Inter-IIT thing?

**Me:** Yes, sir! We won the silver medal at the Inter-IIT sports meet in Guwahati.

**P1:** And what happened at IIT Bombay this year?

**Me:** I couldn't go for that Meet, sir! Because I was interning in London during that time. However, IITK won the gold medal there.

**P1:** Oh yes, right!

**P2:** Any other hobbies?

**Me:** I'm an avid book reader. I love reading fiction novels during my spare time.

**P2:** Oh, any favourite books?

**Me:** Yes. This might sound childish but I am a big fan of the Harry Potter series. When I was in London, I went to all the landmarks that have been depicted in the book. I enjoyed my trip even more because of the connection. I also went to the King's Cross Station where they have cleared some space for Platform 9 and three quarters. It was a lot of fun.

\*Both P1 and P2 laughed\*

**P2:** Nice, nice! Any other favourite novel?

**Me:** Yes, I also like the Kite Runner by Khaled Hosseini. It depicts the father-son bond and relationship extremely beautifully. I'm also a fan of the Lord of the Rings trilogy.

**P1:** So since you mention emotions, relationships and fantasies, do you think the current world is becoming more and more devoid of emotions? Everyone is glued to their gadgets. You're from Computer Science. Don't you think technology is doing more harm than good?

**Me:** No Sir, I don't think technology is doing more harm than good. I feel the problem that you mentioned can be solved by promoting more outdoor activities, both at school and college level.

**P2:** But don't you think people these days don't interact much with each other? If this goes on, 100 years down the line, do you think the humans will become like robots, devoid of all emotions?

**Me:** I agree with you sir. However, I again feel that if the students interact more with each other during their school and college life, this negative effect of excess technology can be prevented. For example, IITK has a compulsory sport activity in the first year for all students. This kind of initiative should be taken by all colleges across the country.

**P1:** What do you think is the role of Computer Science graduates these days in the progress of the nation?

**Me:** Sir, I think that India needs more and more Computer Science students these days. There is a massive boom in e-commerce and other technology related areas. With the present government's Digital India Initiative, there is an ever increasing need for Computer Science in the country.

**P2:** What is the Digital India Initiative?

**Me:** Sir, Digital India is an initiative to connect the whole country. Basically, wherever you are, you can be connected to your files and work. This can be achieved through cloud computing. Nowadays, a lot of companies also have started similar initiatives named Internet of Things.

**P1:** Give some examples of cloud computing.

**Me:** \*starts explaining technical details about cloud computing\*

**P1:** No, no! Tell me how cloud computing can be used.

**Me:** Oh, it can be used through Amazon or Google cloud services. There are many others as well.

**P2:** OK. You can go now. Take a cookie.

\*I take a cookie from the cookie bowl\*

**P1:** Take a toffee as well.

\*I hesitate, then take the toffee as well. Both P1 and P2 laugh.\*

**P2:** Take a cashew too!

**Me:** \*with a cookie in one hand and a toffee in other.\* No thanks sir. I'm good.

**Verdict:** Converted!

## Interview Experience – 29

CAT percentile : 98.87

10th : 94% (ICSE)

12th : 93% (ISC)

B.Tech : 8.93/10 (MANIT , Bhopal)

Work experience- 27 months

Date : 28/02/2022

WAT/GD topic : Can't recollect the topic distinctly , but it was somewhat related to Great leaders enjoy absolute power... something like that

Now the most distinct part of my GD (which I believe worked hugely in my favour) was that I noticed a girl who was silent for the most part of the GD. We were about 10 minutes into the GD and everyone was repeating their points. I interrupted the GD and said,

"My friend over here have not contributed yet, I am sure they must be having some valuable points to add to this discussion"

(this heroic deed of mine will haunt me later in the interview..keep reading)

Now to the interview.

There were two panelists say P1 and P2. Both were profs from the college. I was 3rd in my panel.

P1: So Harsh, you belong to Agra?

Me: Yes sir.

P1: Ok. Say a person has traveled from Agra to Delhi at 50km/h and back to Agra at 70km/h, what will be his average speed?

Me: Trying to calculate mentally, then decided to use paper as I was being little nervous and didn't want to make a fool of myself at the very first question.

Sir, may I use paper and pen?

P1: Sure.

Me: After calculating. Sir, it is 58.33km/h

P1: Good. Why is it not 60km/h? Shouldn't the average of 50 and 70 be 60 ?

Me: Sir, average speed is Total distance traveled/ Total time taken and not the simple average.

Didn't seem much convinced with the answer.

P1: So , you work in Nature Buddy. What is it about?

Me: \*explained about the startup I was working for\*

P1: Harsh, do you know any other famous person named Harsh?

Me: \*now where did that come from?\* Harshvardhan Nawathe.

P1: \*looks perplexed\* Who?

Me: Sir, he was the first person to win 1 Crore in KBC.

P1: KBC?

Me: Kaun Banega Crorepati. The quiz show hosted by Amitabh Bachchan.

P1: \*looks amused\* Oh Good. Anyone else ?

Me: Sorry sir. I don't know anyone else.

P1: Do you know anything about Nobel Prizes?

Me: \*omg. he is shooting questions out of nowhere\* Yes sir. They are given for making extraordinary contribution to any field.

P1: Which field?

Me: Physics, Chemistry, Medicine, Peace.

P1: Any other field?

Me: I know only these sir.

P1: Any Indian that you know who got a Nobel prize?

Me. Sir CV Raman. He got it for Raman Effect.

P1: Any Indian who got it recently?

Me: Kailash Satyarthi. He got it for his work for the benefit of under privilege kids.

P1: Ok. I am done. \*What? All of a sudden.\*

\*looking towards P2\*. Sir you may ask your questions.

P2: I have been taking interviews since past week in Delhi here, but you are the first person to give somebody else a chance in a GD. Why did you do that?

Me: Sir, I believe in teamwork and believe that if someone is not contributing to the group it is possible that there are some other reasons behind that and not that they have nothing to contribute.

P2: \*interrupting\* but this is not what usually happens right? Why give a chance to somebody else when you yourself could have capitalized on it?

Me: Sir, if you wanted to listen to my views only you might have conducted an extempore instead of a GD. The whole reason that there was a GD was I believe is to observe group dynamics?

P1: \*jumping in\* You might have learnt this from a coaching institute right ? Which coaching did you take?

Me: I didn't take any coaching classes.

P1: Really ? Not even TIME?

Me: No sir.

P2 : \*still not letting me off the hook\* Harsh, in real world where there is cut throat competition do you still think that what you did was correct and if a situation arises you would do that again?

Me: Sir, I believe in the power of a team and my principles will always make me take this stand which I have taken today.

P2: Okay Harsh, it was nice talking to you. Thanks.

Me: Thanks a lot sirs.

# Interview Experience – 30

Date : 25/02/2022

**Profile** - CAT - 99.98, X/XII - 90+, B.Tech (IITG) - 8.67, Fresher

We first had an Analytical Writing Test (AWT), and then a Maths test.

I was second in my panel. The girl who had her interview just before me told me the interviewers were chill, so I went in expecting the same. I couldn't have been more wrong.

## Interview

Two panellists, say P1 and P2. Both in their 30s. P1's a typical prof, P2 is dressed in a hoodie, seems evil smart, and has a piercing gaze.

I take my seat.

**P1:** Why are you carrying your folder with you?

**Me:** I thought you might want to flip through my certificates

**P1:** No we're more interested in you.

**P2:** So, you studied at DPS RK Puram? Why that school? Why not some other, say DPS Mathura Road?

I was so taken aback by this, simply because I had previously studied at DPS Mathura Road and then switched to RKP.

**Me:** Sir, I've actually studied at both these schools, and switched to RKP later.

**P2:** Why? You think Mathura Road isn't good enough for you?

**Me:** No sir, both schools have shaped me into what I am today. But I thought RKP might be better, and besides my sister also studied there.

**P2:** So what? How does that make a difference?

**Me:** It does a bit. It was a collective decision, I mean my parents, I all of us sat together...

**P2:** No but Mathura Road is a pretty good school.

He was defending it vehemently, so I went ahead and asked him,

**Me:** Sir, are you from Mathura Road?

**P2:** (turns to P1 and says) If he says anything against Mathura Road, tell him to leave.

I laugh nervously.

After this, P2 leans back in his chair and continues to give me the death stare.

**P1:** So are you a Mama's boy or a Papa's boy?

**Me:** Mama's boy. I guess my father is also my Mama's boy. She runs the house.

**P1:** Tell me one thing you like about Chemical Engineering and one thing you hate about it.

**Me:** The good thing is that Chemical Engineering has very diverse applications. You can club it with Biotech, Chemistry, Mechanical, CS. But in industry, like during my internship, I felt the work is very restricted. There are set technologies, and you can't come up with any crazy ideas to innovate due to the high costs involved.

**P1:** So you want to do management to test your crazy theories?

**Me:** No sir, I meant that there is a lot of scope for original work in management, atleast in India.

**P1:** I can see you have good grades. Just stay in Chemical Engineering na, why do management?

**Me:** (I give my reasons, how I did not want to make my career in chemical engg etc)

**P1:** So you're trying to say that technical people are useless?

**Me:** No Sir, that have their place in the world. It's just that I feel with my skillset, I would be more suited for a managerial role.

P1 then asks me about my final year project. Questions like what is the significance of the project, draw process flowsheet etc. I answered these satisfactorily.

**P1:** So you studied at Guwahati. How is that city different from your home-town Delhi?

**Me:** Answered

**P1:** Does water boil at higher or lower temperature in Guwahati?

**Me:** Lower, because of less air pressure.

**P1:** Is there any equation which relates boiling temperature and air pressure?

**Me:** (after some thinking) Sir, I do not know any equation, but I just answered using the pressure cooker example. You can cook rajma by increasing pressure because...

**P1:** No, No. Tell me the equation. Hands me a blank sheet of paper

**Me:** (After staring the sheet for 10 sec) I don't know sir.

P2 finally halts his death stare and hands me a book.

**P2:** Read this passage out loud and tell me what you understand from it.

It was some HR book, it was a simple passage about how people in top leadership positions are overpaid. I explain the same to him.

**P2:** So do you know about the recent Infosys issue that happened related this?

**Me:** (clueless) I'm sorry I don't know sir.

**P2:** (shocked) Why, do you read the newspaper?

**Me:** Yes sir, I do.

**P2:** Which newspaper do you read?

**Me:** The Hindu

**P2:** (turning to P1) The Hindu must have covered this right? Wonder why he hasn't read it.

**P2:** Why do you read Hindu? It's a leftist newspaper. They say government is all wrong in Kashmir.

**Me:** (I really didn't know what to say here) \*Fumbling\* Sir, the news reporting is unbiased, it might be that the editorials are leftist.

**P2:** No, you're getting colored by their ideology.

**Me:** \*pokerface\*

**P2:** Tell me an instance where there was a conflict between the government and the locals over natural resources.

**Me:** (after some thinking) The Maoist issue.

**P2:** Explain.

**Me:** (Thankfully, I knew about this. Explained in detail. Ended up taking a slightly leftist stand :P about how the govt was wrong in allocating their forest land to mining companies)

**P2:** But you're not supporting industrialisation. This is not appreciated in industry. The companies that come to recruit will not offer you any job.

**Me:** That's okay. I'd rather not join a company which will make me marginalize a particular community just for extra profit.

**P1:** Then why do you want to do MBA? Isn't it all about placements?

**Me:** (Harped on about how an MBA will greatly increase my knowledge base, network etc etc)

**P1:** No No, you're here just for money. All these newspapers, and pagalguy, all of them just carry stories about crore+ packages. That's all you care about.

**Me:** It's the media sir. They find that easy to sell. IIMA is much more than a 'glorified placement agency'.

**P1:** (starts laughing and turns to P2) That's exactly what we think it is!

**Me:** What about the fantastic courses like Exploration of Roles and Identities? And the faculty? The best faculty teaches you at A.

**P2:** All those are lies. You shouldn't believe it.

**Me:** (I was getting a bit irritated at this point) Those are lies?! Okay. It's the batch, the people. At IIMA, I'll be exposed to the best, brightest peer group in the country.

**P2:** What peer group? You know there's backstabbing and cut-throat competition.

**Me:** But sir that competition makes you stronger at the end of two years.

**P2: You want to be stronger? Take steroids.**

I've replayed this moment in my head a million times. I imagine myself exploding, laughing, cracking a joke, whatever. However, in reality, I just stared at him in disbelief.

Some more cross-questioning about how I was in it just for the money. :/

P1 then questions me a bit more about the Maoist issue.

**P2:** Okay Dhruv, do you have any questions for us?

**Me:** Yes sir. The recent IIM Bill, do you think it will have any significant impact on the PGP course?

P2 gives some answer. I listen and nod my head halfheartedly, still reeling from the shock of the interview.

**Verdict: CONVERTED**

## Interview Experience – 31

**Date :** 25/02/2022

**Profile:** 95/93.8/8.9 (Bcom H Fresher)

**Duration:** 20 minutes

P1: Atleast wish us good morning or something, so that we know you can hear us?

A: A Pleasant morning sir and mam. (As this was my first interview, i was perplexed and they suddenly came on the screen and i didn't utter a word)

P1: It feels so good to see such smiling face in early morning. (I was the first one for the day)

A: Same here

P1: What is the difference between bcom and bcom hons?

A: Explained the detailed subject structure of Bcom Honors. How honors have more subjects as compared to the normal one.

P1: Does honours have any significance?

A: No, it's your skills that will take you places.

P1: What is your favorite subject?

A: Economics

P1: What is inflation rate?

P1: What is growth rate?

P1: How to calculate inflation rate?

P1: How will india recover from covid shock? (Lot of cross questioning)

P1: Questions regarding balance sheet of companies?

P1: Explain the format?

P1: Difference between current assets and non current assets?

P1: Difference between current liabilities and provisions?

P2: What is returns to a factor?

P2: What is returns to a scale?

P2: What are economies of scale?

- Answered all

P2: Case study - On Wednesday, discount on different items are given, so that sales could be increased.

What is the concept involved?

A: Elasticity of demand (I gave many different reasons like consumer behaviour, law of demand. At the end they gave a hint what comes after law of demand)

P2: Convince me why not work experience first?

A: Answered (Gave many points like benchmarking, internship, i am learning oriented: I guess they were convinced)

P1: Thankyou, You may leave

**Result: Converted**

## Interview Experience – 32

Date : 25/02/2022

**Interview Experience**

**Academic Writing Test**

We were given a case study based on Freedom of Speech & Politics, we needed to express our views regarding author's reasoning. Expressed my views in a concise manner.

**Session Two**

**Personal Interview**

There were two panelists. Let's call them P1 & P2. Both are around 35-40 years. P1 was having breakfast. I was 2nd to be interviewed. I was called in around 10.

**P1 :** Avinash, Come have breakfast with us. You must have come here after a long way. You should eat something.

**Me :** No Sir, I'm comfortable with water. Though I left my home at 5 in the morning today.

**P1 :** Why are you wearing a suit? Who told you that it is necessary? Listen, it is better to come in simple shirt-pant with a tie in summers. So take that up for future references.

**Me :** Sir, I'll keep a note of this in future.

**P2 :** Avinash, that's a nice name. Where do you live?

**Me :** Sir, I put up at Narela, Delhi. It's North Delhi Border near Sonipat.

**P2** : (while seeing my profile in his Chromebook) : So, Avinash. Your Graduation course is something unique. We usually interview BTech guys. Tell me about your course & what have you studied in 3 years?

**Me** : Sir, it is basically the same course with less credits & less practicals in each sem. I studied about Communication and basic electronics.

**P1** : Tell me the difference between Electronics & Electricals with different voltage specifications.

**Me** : Told precisely.

**P2** : Tell me the working of a CE amplifier.

**Me** : Told & Explained with diagram.

**P2** : How is it different from Power amplifier?

**Me** : told but was not able to satisfy him.

**P2** : Ok, Leave that. You have scored 75/75 in digital communication. Explain to me the working of a basic Communication system with every block diagram.

**Me** : told with confidence.

**P1** (finishing his breakfast) : okay Avinash, enough of this bookish knowledge. Tell me something latest in the field of electronics.

**Me** : Sir, New semiconducting materials?

**P1** : No, research is still going on in Stanford for them. Tell me something more interesting.

**Me** (after thinking 15 sec) : Optical Computers...

**P1** : No, Don't you read Digit Magazine?

**Me** : Sorry Sir, I'm not aware of that.

**P1** : leave it. Convert this in Hexadecimal form (gave a 3-digit no)

**Me** : Did it in a minute. (Smiling all the way)

**P1** : okay, that's enough of acads. Tell me about AAP. Do you think it is doing good? Focus on your regional area specifically.

**Me** : Told with some examples.

**P1** : Then why is everyone making a big deal in country?

**Me** : told.

**P1** : A recent foriegn person came to India recently and...

**Me** : Justin Trudeau...

**P1** : Yes, you get it right. Now tell me why Modi hasn't received him, Although he receives every major foreign player?

**Me** : Told him about Khalistan Movement. He seemed satisfied.

**P2** : Okay, So you were reading a green book in the lobby when I saw you Avinash. Tell me something about that.

**Me** : (amazed by his omnipresence) Sir, it was India Unbound by Gurucharan Das. (Told him about the book) P1 jumps in the argument.

P1 to P2 : M Mila hu is Gurucharan se. Guy is pro-American. P2 to P1 : jiske name me hi Guru or Charan dono hi ho wo kya ho skta h. Both starts laughing. I also smiled.

**P1** : Tell me something more about the book.

**Me** : Started telling. I told them about the claim that book made that "Britishers didn't rob us, we were robbed by industrialism".

**P1** (stopping me in the middle) : I believe you would someday go to London. When you go, do see a museum for me. There you'll see the "things" they took from us. P2 to P1 : arre yr, he is just telling us what the book says. Both laughs.

**P2** : What else do you read?

**Me** : I've read over 30 books in the past 6-7 months. I've read 1984, animal farm, Sherlock Holmes, Argumentative Indian etc.

**P2** : There is a similarity between Aadhar controversy & 1984 novel...

**Me** : Sir, it's infringement of privacy.

**P2** : again right. Explain.

**Me** : told him in detail.

**P1** : Okay Avinash, one last question from us. See, we train managers here. What do you think when I tell you that there are some people who are caught up in a job they don't like. They get exploited & usually it is the only option left in their lives? You'll see some people around you who are caught up in such jobs.

**Me** : (Thinking for 10 sec) Sir, I believe there's no such thing as Only option. I believe one always have another option to get out from the things he or she doesn't like. This can only be achieved by Hard Work.

**P1** : Okay we're done Avinash. Do you want to ask anything to us?

**Me** : No Sir, I want to thank you for being so friendly throughout the interview. This is going to be best interview of the season.

**P2** : Take a Chocolate.

I took it & started leaving.

**P1** : wait, take one more.

I resisted first but later agreed.

**P1** : take one for your brother too. (I told them that I came here with my brother)

I took 3 chocolates and left the place.

**Verdict:-** Converted & joining IIM-B

### Interview Experience – 33

**My profile:**

Xth : 10 CGPA

XIIth : 95.4

Graduation: B.Tech. Mechanical Engineering, NIT Allahabad, 9.41 CPI

CAT : 99.83

Fresher

Date : 24/02/2022 , Time : 1.15 PM

**Experience:**

The reporting time of my interview was 1:15. I reached half an hour before to explore the Hotel ( 😊 ). But most of the people were already there. The atmosphere was intense and it was drop dead silence. Nobody was talking and everyone was busy arranging the photocopies of their documents. The hotel was amazing and I was feeling out of place. The only thing going on in my mind was “ I don't belong here”, “This is not for me” etc. This place was making me nervous.

Adding to this nervousness was the fact that I forgot to keep my Aadhar card photocopy ( I am stupid 😂😂 ). I came back to the hall and found that people have started talking now. There were 7 people in my panel, 3 from ISM Dhanbad, 1 from IIT Kharagpur, 1 from St. Xavier's Kolkata (I don't know about the last one). Being an engineer, ice breaking was easy. Out of the seven, last four were Freshers and the first three were experienced. I was the last one in my panel. ( I knew that something different is going to happen to me )

**AWT:**

The argument was something on the lines of technology destroying creativity among children. (I know it's an easy topic but still couldn't give my best)

PI:

The first three guys were called up and taken to the interview rooms. Rest four of us started talking about their previous interviews and why do they want Ahmedabad etc.

The first guy comes out. He tells us that the interview revolved around his work ex and some concepts of mechanical engineering ( I too was a mechanical engineer). He told us that his interview didn't go as planned and that he will not be selected. ( How can somebody be so sure)

The second guy goes in and comes out within 10 minutes. Didn't talk to us and went away.

The third guy was inside the room for 45 minutes. We all were pretty sure that his interview was going good. But when he came out, we saw him teary eyed. He was asking for water, so one of us gave him some. While he was drinking and still trying to calm himself down, the panelist came out and screamed,

“ Get out of here. I don't ever want to see you face in my life!!”

Everyone was stunned.

Pin drop silence.

The guy went crying.

All of us were shaking. How can something like this happen in an IIM Ahmedabad interview? Was he testing us? Or was that for real?

The next guy went in. His interview was short. He came out with tears in his eyes ( 2 out of two). The panelists told him not to talk with other interviewees. But I took him downstairs and talked to him. “ Poora engineering Ka hi pooch rhe hai. Confuse Kar rhe hai fir taane maar rhe hai”.

I came back. The fifth one was already in. We could hear the panelist screaming. “ How can you not know what semi permeable membrane is??” ( Related to osmosis). His interview lasted for about 15 minutes. He came out, the next guy went in and I talked to this guy. “ Core pooch rhe hai. Baaki sab toh theek hai.” He was not crying but was shaking. ( Two out of three)

I was the last guy in the corridor and was very anxious seeing 2 people crying after the interview. It was the first time I was seeing people cry in an IIM interview.

The sixth guy came out, tears again. ( Oo shit I am going to cry too). My shoulders were down. I was scared.

It had been 5 minutes after the last guy and they still haven't called me. Should I knock? Have they forgotten about me? Is this again a test? Why is this happening...

Another 5 minutes and I am biting my nails now. I heard the sound of washroom flush. I relaxed. It was just because he was in the washroom. No test.

The panelist came outside, called me in, asked me to sit.

Two panelists, both of them had an iPad with them with my forms opened.

P2( The bad cop) : You have an excellent graduation GPA. 9.38.

Me: It's 9.41 now. That was upto 6th semester only.

P2: 9.87 in third semester and 9.86 in fourth, who were the teachers who didn't give you an A+ for complete 10.

Me: In third semester, it was two labs in which I got an A and in fourth semester, one subject named "Dynamics of machines".

P1( the good cop): Amazing. Just two labs with A and A+ in all theory subjects.

Me: yes sir (smiling)

P2: why has your GPA fallen to 9.07 in 5th semester?

Me: (9.07 laane me bhi bahot mehnat lagti hai 😅😅) This is the toughest semester of Mechanical in our college. Even 9.07 was the highest.

P1: why was it the hardest?

Me: Because teachers were reluctant to give marks 😅.

P2: oo.. that's why. ( Grinning)

P2: So where does this CPI put you in your branch?

Me: Rank 1 sir. I have been awarded gold medal for the same.

P2: Already? But you are in final year.

Me: Our college gives one in third year and one in final year.

P2: will you get the other one too? Or is there anyone who could snatch it?

Me: The second ranker is at 9.05 and crossing me is highly unlikely.

P1: You have impeccable academic record, so why MBA?

Me: Tried to give my prepared answer but was interrupted in between

P2: You guys from IITs and NITs think that being a treasurer of a club at College you are cut out for management. But that's entirely untrue. If you are interested in treasury, you should be an accountant and not an MBA.

Me: Tried to answer only to be interrupted again

P1: With grades like yours, one could easily get a direct P.Hd. admission. Again, why MBA?

Me: (wondering when this is gonna end) Tried to answer again. They seemed convinced.

P1: As a mechanical engineer, can you tell me what is entropy?

Me: answered like a pro.

P1: what are its practical applications?

Me: couldn't recall at first but was able to tell them about concepts of high grade and low grade energy, irreversibilities etc.

P1: Do you know what is Bernoulli's equation?

Me: (of course I do) Told them the meaning as well as the formula.

P1: what is head?

Me: told

P2: Have you studied statistics?

Me: upto some extent

P2: what is 6 sigma?

Me: Told.

P2: what is sigma?

Me: standard deviation.

P2: Define it.

Me: Defined it but used the word "mean" twice.

P2: Does your answer make any sense?

Me: silent

P2: achha write down its formula.

Me: wrote the formula but forgot to put summation 😭😭

P2: Seeing your answer, your statistics teacher will first kill you and then kill himself.

Me: silent.

P1: tell us about your hobbies.

Me: (Finally a relief) Told them about my love for dancing.

P1: which form of dance?

Me: locking and popping. Have you heard of it?

P1: yes

P2: no

Me: explained what is lock and pop.

P1: any famous popper?

Me: Raghav juyal aka crockroaz.

P1: smiles

P2: Why are you so underconfident?

Me: I am pretty nervous.

P2: why are you nervous? You are **creamiest of cream**. Of all your seniors we have interviewed, you have the best records.

Me: Three people before me left teary eyed, that made me nervous.

P2: (laughing) why does that affect you? Have we asked you any nasty questions?

Me: No.

P1: Then why are you scared? Should we make you cry?

Me: silent.

P1: Tell me who is the president of India?

Me: surprised.... Couldn't answer for 3 seconds. But then told "Ramnath Kovind".

P1: Vice president?

Me: Venkaiya Naidu

P2: I know you have better things to do on a Sunday than waiting here for 4 hours. But we need you to be more confident.

P1: we need highly energetic students at IIM B . Do you have any questions?

Me: No, sir.

P2: No???

Me: replies affirmative.

P1: take something from the plate.

Me: Took a polo, thanked them and left.

**Experience:** They were grilling everyone (cause it's IIM B) You just need to keep yourself calm and not get nervous when you see others cry 😂😂.

**Verdict: Converted!!!**

## Interview Experience – 34

### Personal Profile -

General | Female | Fresher | Non-Engineer

### Academic Profile -

X - 10 CGPA | XII - 96.2% | B Com (H) - 8.96 CGPA from DU

### CAT Percentile -

VA & RC - 98.29 | DI & LR - 99.17 | QA - 95.58 | Overall - 99.09

**Date : 24/02/2022**

After document verification, we were taken to the interview room for the AWT. There were two panelists, **P1** and **P2** (both male), they gave the instructions and we began writing. The question was (non-verbatim) -

“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?”

Please note that there's no correct answer to such questions. So, it's hard to say how I performed, but I explained my stand and gave logical reasons to back it.

After the AWT, we were asked to wait in the hall for our turn. I was the **7th** person (out of 8) to be interviewed in my panel. When the **6th** person came out, he looked shocked. I asked him how it went and he said, “They're grilling”.

My turn came at 4:00 PM.

**P2** came out and announced my name. I followed him to the interview room, which was very spacious, so I had a long walk inside, smiling at **P1**.

I greeted them and they asked me to have a seat.

**P2** - So, Shweta, why don't you introduce yourself first?

**S** - (I had a folder of documents with me along with 2 CVs prepared) Sure Sir. While I do that, would you like to have a look at my CV?

(P1 and P2 together)

**P2** - Sure! **P1** - No, we have your form.

(they looked at each other and P2 said, it's okay, start with your intro)

**S** - (I said something semi-prepared) where I was born and brought up, how I helped my maternal uncle with his general store sales as a child, which lead to my interest in studying customer behavior..  
(interrupted)

**P2** - I'm sorry, how old were you then?

**S** - about 11, Sir.

**P2** - (surprised) and how did you help?

**S** - (smiling) It was very primitive, I loved to come up with promotional offers, which attracted customers and since he's a retailer, there's a lot of competition in the market. So, I helped during the festive seasons. (P1 smiling for a reason I find out later)

**P2** - (nodding) Okay, go on.

**S** - then I talked about my choice of commerce, extra-curricular participation in school and how B Com (H) as a subject has given me a holistic view of business.

**P2** - How has B Com (H) given you a holistic view?

**S** - explained how the curriculum introduces all functions of a business - finance, accounting, HR, marketing, etc. and how my internships have offered the opportunity to experience them all.

**P2** - (nodding) Go on.

**S** - talked about my interest in marketing and advertising, how it started, the extent to which I like it.. (was flowing with emotions and ended up saying) Sir, you must have gone through my form, it might have seemed that I want to pursue finance, but that's not the case. I want to learn more about marketing.

**P2** - (some cross-questioning on marketing)

**S** - (answered all the questions with enthusiasm, real life examples and a smile on my face as if I'm living a dream)

[Now, the grilling part begins. P1 takes over]

**P1** - So, you mentioned that your maternal uncle is a retailer and faces competition, what kind of a market does he operate in, in context of economics?

**S** - (thinking) umm, Perfect Competition.

**P1** - (in a calm voice looking at my form) Would you like to change this answer?

**S** - (confused) Sir, given the options I have, monopoly, oligopoly, it fits the best.

**P1** - (still looking at my form) - And, Kirori Mal College didn't teach you about monopolistic competition?

**S** - (facepalm!) Sorry Sir, I forgot to mention it. But, I still think it is PC.

**P1** - (looking at my marksheets) You studied economics in your first semester, right? Is first semester so old a story that you don't remember economics?

**S** - (ouch, it hurt) No Sir, I remember the concepts. Explained what Perfect Competition is. What Monopolistic Competition is. Their differences and how in this case, PC fits better.

**P1** - (not convinced) Then, how did you attract more customers? Didn't you offer discounts?

**S** - explained how goods are sold at MRP in that market and the promotional schemes didn't involve any reduction in the price of the goods.

**P1** - Leave it, do you read newspaper? Or are you just interested in the soft news about marketing and sales offers?

**S** - (feeling insulted) I read newspaper, Sir.

**P1** - Have you read that the method of calculating national income in India has changed recently?

**S** - (in utter surprise, what!?) Sorry, Sir. I haven't read about it. (Later found out that he was referring to some news in between 2012-15)

**P1** - Why are you ignorant about it? Does your marketing not account for the national income?

**S** - (my marketing!?) No Sir, it's not like that. In fact, the marketing industry.. (interrupted)

**P1** - What? Industry? Is Marketing an Industry?

**S** - Shared the stats of Advertising Industry and explained how advertising is a subset of marketing and hence it should be an industry.

**P1** - You know there are 3 sectors in India?

**S** - Yes, Sir. Primary, Secondary & Tertiary.

**P1** - So, where does your marketing fall?

**S** - Sir, since it's a service industry, I think it should contribute through the tertiary sector. But, in the form of the manufacturing companies' marketing department, it also contributes indirectly through the secondary sector..

**P1** - (laughing) you're so confused!

(P1 looks at P2)

**P2** - Sir, now, you're confusing me too.

(they laugh and I smile)

**S** - Sir, to further add to this confusion, I think it also contributes through the primary sector, like we have the FABM program at IIM-A, which provides marketing assistance to agriculturists.. (interrupted)

**P1** - "Arey yaar, finally btao na". (What's your final say?)

**S** - (smiling) Sir, I'd like to conclude by saying that as an industry (he smiles), it contributes through the tertiary sector, but also contributes indirectly through the other two sectors.

**P1** - (not in a mood to spare my economics) How is national income calculated in India?

**S** - Stated the methods.

**P1** - Explain the product method.

**S** - explained.

**P1** - What is GVA?

**S** - told.

**P1** - How to go from GVA to National Income?

**S** - explained the 3 factors - NFIFA, NIT, Depreciation.

**P1** - So, you mean GVA + these 3 = National Income? What have you studied?

**S** - (Arey yaar!) No, Sir. I meant an addition or subtraction of these depending on whether we wish to calculate domestic income or national income. Explained how the conversions of GDP to NDP, GDP to GNP and MP to FC take place.

**P1** - (gave me the first satisfied nod, dear lord, how I craved for it!) How is FC calculated in the primary sector?

**S** - (nooooo!) I don't know, Sir. But I can try. I try to explain it using the A2, C2 methods which were in news related to the Budget.

**P1** - (annoyed) Are you trying to tell me the budget?

**S** - (scared) No, Sir. I was trying to connect the dots.

**P1** - Just so that you know, in C2, it's not imputed rent.

**S** - (another facepalm!) Oh, Sir, can you please share what it is?

**P1** - explains C1, C2, C3 and says, let it be. It is not relevant to this interview.

(P1 looks at P2) (P2 gives a nod)

**P2** - (smiling) That'd be it, Shweta. Please have a candy.

(My head was cluttered with thoughts at this moment. How can it get over on such a note? Half of the time I was being grilled. No, this can't be A. It was the most important call. Please, don't do this to me. Marketing and Economics, that's it? No hobbies, GK, extra-curricular?)

I looked at the candies, picked up one and thanked them. On my way out, I just asked them with a smile on my face, "Sir, should I send the next person in?" They both smiled and told me that there's no need.

After coming out, I met the **8th** person, told him holding my tears that they might grill him. Asked him to stay confident. He smiled and thanked me.

I went outside and called my father. In a 'I-am-about-to-cry' voice, I told him, "It was the worst interview of my life. I won't get in."

He listened to the whole experience and told me, "Don't worry, you will."

**Verdict - Converted.**

## Interview Experience – 35

**Personal Profile -**

General | Female | Fresher | Non-Engineer

**Academic Profile -**

X - 10 CGPA | XII - 96.2% | B Com (H) - 8.96 CGPA from DU

**CAT Percentile -**

VA & RC - 98.29 | DI & LR - 99.17 | QA - 95.58 | Overall - 99.09

**Date : 24/02/2022**

After document verification, we were taken to the interview room for WAT. There were three panelists, **P1, P2 & P3** (two gentlemen and a lady in that order). They gave instructions and we began writing. The question was (non-verbatim) -

"Discrimination is not learnt by experience, it is taught. What is your opinion about the same? Validate with relevant examples."

As it is suggestive to not take a stand in the beginning and discuss both sides of the coin, I followed the same approach. In WAT, the reasoning behind your opinion matters more than your stand.

After the WAT, we were asked to wait for our turn. I was the **3rd** person (out of 8) to be interviewed in my panel. Since the first one was absent, I was the **2nd** one to go inside the interview room.

**P3** announced my name and I followed her into the room. P1 and P2 were busy going through my form. I wished them all and took a seat with their permission.

**P2** - How are you today, Shweta?

**S** - I'm doing fine, Sir.

**P3** - (reading my SOP) So, you've mentioned that you are a self-motivated person. Can you share an instance where you motivated yourself in life?

**S** - shared an experience.

**P3** - (quoting from my SOP) Tell me more about this contest you participated in - 'International Space Design Contest'. Were you in the science stream earlier?

**P1** - (joining) Did you switch from science to commerce?

**S** - No, Sir. That was in class 8th.

(P1 and P3 nod)

**P1** - Why did you take it up, were you interested in science?

**S** - I was interested in exploring this opportunity for its international exposure and for working in a team.

**P3** - So, what was the contest about?

**S** - shared the details of the contest, the project that we made, the mission - inhabiting people on Mars and laying out the nutrition plans for them.

**P1** - What all difficulties did you face while achieving the mission?

**S** - talked about the differences b/w Earth and Mars, how the atmospheric and areographic barriers were taken care of, mentioned the shuttle, stay and nutritional requirements and situations of crisis that could have arisen.

**P1** - So, you like Space? Any recent developments in the news?

**S** - talked about Elon Musk's Tesla Roadster in Space.

**P1** - What do you think of Elon Musk?

**S** - talked about his potential, diverse ventures and enthusiastic nature.

**P3** - But, don't you think he's a little too much into everything?

**S** - shared how most of the great people are recognized for one/two avenues, but those achievements are a result of several unrecognized avenues that they touch upon in their lives. Gave the example of Steve Jobs and calligraphy.

**P2** - Shweta, what was your favourite subject during graduation?

**S** - I liked marketing the most.

**P3** - What is branding?

**S** - told.

**P3** - How is it different from advertising?

**S** - told.

**P3** - What is the difference between packing and packaging?

**S** - told.

**P3** - What are the layers of packaging?

**S** - told.

**P3** - Let us say, I am a commoner. What difference does branding, packaging or advertising make in my life? How do these things affect my decisions?

**S** - Ma'am, in a mega-store, where there are tens of detergent brands in a row, the moment you look at an 'orange-blue pack with a splash in the middle', you know it's 'Surf Excel'. The moment you watch an ad on the TV with a 'whitening layer running over the clothes', you know it's 'Tide'. These brands occupy a place in our subconscious mind and become our preferences even before we realize. These subconscious preferences alter our buying decisions as consumers.

**P2** - You've studied accounting, right? How do you account for branding in the books of accounts?

**S** - Sir, as branding is an expense.. (interrupted)

**P2** - No, not as an expense, think of something else.

**S** - Sir, branding leads to an increase in the value of goodwill of a company. So, it would show under the Assets side of the Balance sheet.

**P2** - As?

**S** - As an intangible asset.

**P2** - And when would it show as an intangible asset?

**S** - (confused) Sorry, Sir. I am unable to understand your question.

**P2** - When will the expense get converted into goodwill?

**S** - (unsure) Sir, when the expense leads to a favourable impression in the market.

**P2** - No, think again.

**S** - (guessing) Sir, probably when the valuation of the company gets done.

**P2** - Are you sure?

**S** - No, Sir.

**P2** - (smiling) Then you shouldn't be bluffing.

**S** - I'm sorry, Sir.

**P1** - Have you studied money and banking?

**S** - Yes, Sir.

**P1** - What is money?

**S** - stated the definition using the term 'generally acceptable'.

**P1** - Is credit card money?

**S** - No, Sir.

**P1** - Bitcoin?

**S** - (looking at P2 and careful this time) I am not sure, Sir.

**P1** - It's okay, try to guess.

**S** - I think it is, given that it is a medium of exchange generally acceptable by a group of people. But, it isn't backed by a regulatory body, so I'm not sure.

**P3** - What backing does rupee have?

**S** - The RBI authorizes it, Ma'am. We have the governor's sign on currency notes.

**P2** - Do you remember what the currency notes read?

**S** - (couldn't recall) "I, the Governor of RBI, promise the bearer.. (interrupted)

(P1 and P2 laugh, P3 smiles)

**P2** - Is it "I, the Governor of RBI"? When you go home, read it on the note.

**S** - (facepalm!) Sir, I don't remember the exact line, but the governor assures the bearer that an amount equivalent to the face value will be paid.

**P3** - So, if I take this note to RBI, what will it give me in return?

**S** - (confused) Ma'am, since the currency is no more backed by gold in India, I think it should be the purchasing power.

**P2** - Tell us something about the Nirav Modi fraud case.

**S** - explained.

**P2** - Do you know any other instrument that could've been used instead of LoU for importing the goods?

**S** - there are trade bills which can be discounted and other instruments of money and capital market for raising funds, but I'm not aware of something like an LoU.

**P3** - Do you know the recent development in news about LoUs?

**S** - (I hadn't read newspaper for the last couple of days) Sorry, Ma'am. I haven't read anything about it recently.

**P3** - Last question, what is wrong in this statement - "Stephen Hawking, the Nobel Laureate, who taught at the Cambridge University, passed away recently."

**S** - (again, I had not read) I'm not sure, Ma'am. (I didn't want to guess that he's not a Nobel Laureate as I didn't believe it to be true. Turns out this is what was wrong in the statement - he wasn't a Nobel Laureate)

**P2** - Thank you, Shweta. You can have a toffee.

**S** - (smiling) Thank you.

I came out of the room, shared the experience with other candidates. They were relieved to hear that the panel is not grilling. To be honest, I felt that the interview was pretty average. I could have done better, had I stayed updated with the current happenings. I would also like to admit that my answers were not very lucid. However, it was a great experience.

### Interview Experience – 36

**Xth** : 90%

**XII** : 95 %

**B. Tech -ECE , 9.5 CGPE**

**CAT: 99.69% ile**

**Date : 23/02/2022**

2 panellists (1 alumnus (K1) and 1 faculty (K2)),

**K1** - Prateek, tell us something about yourself.

**PB** - I gave them a good detail about my journey so far  
(Indore+Trichy+Chhattisgarh+Algeria+Smartphones+Table Tennis)

**K2** - You worked in Nigeria?

**PB** - No Sir, Algeria, North Africa.

**K2** - That must have been a very good experience and a good opportunity. Why MBA then?

**PB** - Developed an interest in marketing because of my activities associated with smartphones for the last 5 years, etc. etc. etc.

K1 - You have a good CGPA in college, are you actually good at civil engg?

PB - I think so, yeah.

K2 - Which subjects are you good at?

PB - No specific subjects, I feel I have good overall knowledge.

They asked 4 questions, I answered 3 well, and one okayish.

K1 - Algeria sounds quite interesting, how was the experience?

I could have spoken for hours if the prof had not cut me saying you talk too much.

K1 - Prateek, what other calls you have?

PB - ABCLK.

This is when the Alumnus saw my scorecard (we were supposed to attach it to the form and take it in) and all hell broke loose.

Alumnus to prof - He is a 100 percentiler!

Turning to me - what are you doing here? Surely you won't join us. (Alumnus seemed curious, but Prof seemed furious with my presence there)

PB - It is not like that sir. I haven't converted any of my calls as of now, and I am just trying to do well in all my interviews.

K1 - But even in the worst case scenario you won't join K. Which one is your top preference?  
Ahmedabad?

PB - Sir if I was not interested in joining K, I wouldn't have appeared for the process. Like I told you, I am just trying to do well in every call that I have.

K2 - Just tell us your preferences!

PB - If I happen to convert all my calls, I would be interested in A or C.

K2 - And after that? B?

PB - Yes sir.

K2 - And then? L?

PB - K or L, I am not too sure.

Both of them goes into monster mode here onwards.

K2 - Are you good at maths? Tell me differentiation of  $(\sec x \cdot \tan x)^{1/3}$ .

PB - I started off by simplifying in  $\sin x$  and  $\cos x$  terms then applied  $u dv + v du$  and showed it to him.

K2 - It is too lengthy. Simplify it.

PB - I tried to some extent but couldn't.

K2 - You used  $d(uv) = udv + vdu$ . What if I want  $d(u/v)???$

PB - Tried to remember the direct formula but couldn't. Told him I can't remember but we can take  $v^{-1}$  and apply the same formula.

K2 - No, tell me the direct formula for  $d(u/v)$ .

PB - Sorry sir, Can't remember.

K2 - Imagine this bottle as a cylinder. Draw SFD (Shear force diagram) and BMD (Bending Moment diagram) of this.

(Here I assumed that by considering it as a cylinder, He meant a solid/hollow cylinder. Coz of what he said, I neglected the water inside.)

PB - If there is no external force on this bottle, there won't be any SF or BM in the bottle.

K2 started smiling - I don't think so.

PB - Yes Sir, SF and BM will be zero. The normal reaction on the bottle coz of the table won't cause any shear or bending.

K2 - What about the water inside?

PB - #facepalm

I started drawing it, and I am sure I drew SFD right, but BMD was wrong.

K2 after seeing it told me both are wrong and said I don't know how XYZ company selected you for their International operations.

Now K1 starts and this was the worst phase of the interview.

K1 - Have you heard of Taj Mahal?

PB - Yes sir.

K2 - Who is buried there?

PB - Mumtaz.

K1 - Who was her husband?

PB - Shah Jahan.

K1 - What numbered wife was Mumtaz of Shah Jahan?

PB - I don't know sir.

K1 - Who else is buried at the Taj?

PB - I don't know sir.

K1- When did Mughals come to India?

PB - Somewhere around 1300 AD. (Totally random guess)

K1 - Name all the Mughal emperor in the correct order.

PB - Babur..... Then took all the names I could recall in god knows what order.

K1 - Not only did you miss many names, but you also don't even know the correct order of the names you took. Okay, tell me, Who was the son of Akbar?

PB - Sir, Shah Jahan (History is not my strongest suit, Shah Jahan was his grand Son)

K1 - Then who was Jahangir's father?

PB - I don't know sir.

K1 - and who was Salim?

PB - Shah Jahan is also known as Salim (Actually, Jahangir is Salim)  
(K1 & K2 - facepalm)

(2-3 more questions about "The Great Mughal Empire" For all of them, I said I don't know. Now I was also feeling irritated.)

PB - Sir, I haven't been to Taj Mahal, nor have I seen Mughal-e-Azaam (Yup, I said it.)

K1 - Mughal-e-Azaam has nothing to do with all these questions! It wouldn't have helped you.

K1 - Ok, tell me this, Is there a famous fort near Indore?

PB - Yes sir, Mandav fort. I have been there.

K1 - So tell me, which king and queen are famous for having an affair at the Mandav fort?

(I am like WTH is going on. Kya galti ho gayi mujhse????)

PB - Jhansi ki Raani!! (Apparently, this was too damn wrong which I realised later. K1 went insane after hearing this)

They asked me 5-6 questions all on Jhansi ki Rani! I was too irritated by then and had already made up my mind that I will not say I Don't Know any more, so I tried to say something or the other for all the questions. God knows what I told them about Jhansi ki Raani.)

K2 - Do you have any questions for us?

PB - No sir.

Thank you Prateek, you may leave.

### **Interview Experience – 37**

**Profile : X- 94.6 , XII – 80.8 , B.Tech (Delhi College of Engineering) – 73.52, CAT percentile : 99.90, work ex : NIL**

Academic writing test : case study on freedom of expression . should there be limits or not.

**Date : 23/02/2022**

Interview

2 profs. Lets call them P1 and P2.

Both middle aged

Duration : around 15 min

So, it went like :

P1: Tell me something about yourself.

Me : Born and brought up in Delhi. Final year of graduation. NSS Volunteer – social involvement.

Learning Bharatnatym for seven years. Talked about my two internships – Delhi Metro and gas power plant.

(Could have said more about fests and other stuff)

P1 : Ok . so which turbine is used in this power plant?

Me: combined cycle. Two gas and one steam.

P1: what are the capacities?

Me: told

P1: what is the heat ratio?

Me: I don't know. (Never heard the term. I think it is related to mechanical)

P1: cost of generation of electricity?

Me: The bill charges 5 rs per unit. So must be around 3-4 rs per unit.

(Could have talked about transmission and distribution losses and that every plant has a different cost depending on many complex factors.)

P1: which turbine is more efficient? Gas or steam

Me: don't know exactly but In case of gas turbine, the process is faster due to instant combustion. So, probably gas turbine.

P2: So, why did u choose Bharatnatyam Dance and not any other

Me : sir, initially it was closest to my home that why. But then I really liked it and enjoy it a lot. It is really vibrant. That why

P2: Tell me the difference between Freedom of expression , speech and opinion.

Me: Freedom of speech is a subset of expression. It refers to only verbal expression. Expression is a broader term and can be through variety of means like cartoons, dance, paintings. Opinions are thoughts , they may or may not be expressed.

P2: you have not taken a clear stand. If you have to take a clear stand- should there be limits on freedom of expression or not?

Me: no. there should not be limits. But people must be made aware that they should use their rights responsibly.

P2: so, the French gov. didn't do that? That's why Charlie hebdo happened.?

Me: we as a society learn from our mistakes. And I think this message is clear now.

P1: But French gov. did nothing new in this direction.

Me: But many important people including the Pope have criticized the misuse of freedom of expression to offend a community.

P2: So, you are from Delhi. Do u think Delhi should be given full statehood.

Me: no. it is not practical because Delhi is very small geographically and will not be financially sustainable if made a state. Moreover, lot of central government machinery is in Delhi like the MPs and foreign dignitaries visiting. Hence, Centre must have the power to control them.

There are two main reasons why Delhi people want statehood. One is law and order i.e the Delhi police is not answerable to Delhi CM. and land issue – state gov. needs permission from center on land usage. DDA is not under state gov.

I think there are better ways to resolve these. Regarding police, one department of police can be made to report to CM. and regarding land- more representation of state in DDA and already some steps have been taken in this direction.

P2: So, is kejriwal mad. Making it an issue.

Me: no sir. There are issues. But full statehood is not practical. A better and middle path solution with devolution of more power to Delhi state would be better.

P1: But, there is even a country which is smaller than Delhi. Which one?

me : Vatican city

P1: how does that work?

Me: It is extremely dependent on its neighbors.

P2: what do u think about CCTV cameras being installed.

Me: I think it is a good step. But it is the second part towards ensuring a safe city. It will help in catching criminals. But we can not always wait for crimes to happen to catch a criminal. It needs to be supplemented with more awareness and gender sensitization and similar moves should be emphasized. (Could have also talked about terrorists and related activities)

P1 : So, what kind of books do you read

Me: it keeps on changing. But recently I have been reading social books about life of people. For instance, the last book I read was

PRINCESS: THE LIFE BEHIND THE VEIL IN SAUDI ARABIA. BY JEAN SASSON.

It is about a girl who is of the Al-Saud's family and talks about her life as a woman in Saudi Arabia.

And before that

NOTHING TO ENVY: ORDINARY LIVES IN NORTH KOREA BY BARBARA DEMICK

It explores the life of common people of North Korea under the dictator during the 1980s and the subsequent famine of 1990s. it is a compilation of interviews of refugees from north Korea by a journalist.

P2: what is Saudi Arabia doing about oil?

Me: It has refused to cut down oil production and because of this, oil prices have fallen

P2: what is the problem in opec?

Me: Saudi Arabia is a rich country with abundant oil and low cost of production. So it can afford to sell at a low price for long. Other countries can't.

P2: should OPEC break ?

Me: No. their strength lies in staying together because then they can monopolize the market.

P2: why do u think Saudi Arabia is not cutting down production?

Me: told about the shale gas. If oil prices remain low, then exploration of shale gas is unviable and world would continue to depend on oil as an energy resource.

P2: any other reason

Me: market share

If Saudi Arabia cuts down production, it will lose out the market share to other countries like Russia.

P2: How is Russia's economy dependent on oil?

Me : oil forms a huge percentage of Russia's GDP and export. And due to the low price, it is suffering a lot.

P2: could this be the reason why USA is asking Saudi Arabia to not cut production?

Me: yes. specially because of the Ukraine – Russia conflict. A lot of other sanctions have also been imposed on Russia.

P1 : so, since you have read about North Korea, tell me something about the Korean war.

Me: the communist powers mainly USSR were supporting North Korea whereas USA was supporting South Korea.

P1: year?

Me : 1970s.. I think

P1: sure?

Me: I am not sure sir. Sorry

P2: who is the dictator now?

Me: KIM JONG UN since 2011 after the death of his father. 94-2011 was KIM JONG IL.

P2: so what are the firsts about MOM

Me : three firsts-

1. First time in maiden attempt
2. First time in least cost
3. First Asian country

And overall it is a very good step

1. Firstly, this allied tech can be used in a lot of places. eg: Communication
2. Then, PSLV is ISROs expertise, and we get a lot of international assignments for the same. It is great.
3. It inspires young kids to take up science

Hence, it is a great achievement for the country

**P2: what is the full form?**

Me : mars orbital mission

**P2: think of some first related to that**

Me : (thinking aloud) earths orbit to mars orbit. But that would be done by every rocket. So, I don't know

**P1 : okay thankyou. Take something. Take all three.( there were three things)**

Me : thankyou sir, this one is fine ( picked a toffee and went )

**VERDICT : CONVERTED!!**

## Interview Experience – 38

Date : 22/02/2022

**Profile:** 99.72 percentile in CAT | GEM Profile | B.Tech in CSE | Work ex of 18 months [considered till date] | 3 months at Infosys and currently working on GeeksforGeeks as MTS (technical content, DSA) | 93.43/91.00/83.4 - 10th/12th/Grad

**Time:** Reporting time was 1.00 pm (I got out around 3 pm)

**WAT Topic:** Will Automation create real employment. [It was held online on 24th February at 12pm]

**Interview:** I was the 6th member of my panel (Panel 3, total 3 panels). There were 2 male interviewers (M1 and M2) and 1 female member (say F). The 3rd member of my panel was absent. The interview was around 15 min (Though all others were having 20-25 min of interview before me).

Here I would share a little incident. While it was time for the 4th member of my panel, the female interviewer by mistake called me instead of the correct person. When I went M1 and M2 were already discussing that with her. They told me that it happened by mistake and told me to wait outside and called the original member.

M1 called me. As I entered 'F' mentioned the previous incident and it made the environment a bit light.

Me: Greeted them.

F: Take a sit. (Didn't even give me the chance to sit...). So why you left Infosys in the first 3 months of joining.

Me: Answered

M1: Why is it that you took referrals from your professors only and not your now manager?

Me: Mentioned that I was associated with them for a longer period and my manager knows me only for little time as in between my previous manager has left also.

F: So you should have taken the referral from the previous manager.

Me: (Did a mistake) Actually I was connected with him through office email only, so ...

F: So you don't believe in building personal relation outside work?

Me: (Tried to cover up). Actually due to the pandemic, I was working from home at that time and thought that I will connect with him personally when I get to office.

M1: But don't you think it would be better if you had referral from manager because your professors only know you from one perspective thought you are associated with them for longer period?

Me: Sir as you mention it now, I think I should have done that.

F: What was your role in Infosys?

Me: Answered, also mentioned that I was in the training period, so didn't get to work on an actual project but got some demo projects.

M1: So what is your role in the current company?

Me: Answered

M1: So it is basically related to technical content?

Me: Yes

M1: And you guys write content on your own or what?

Me: Yes and also there are freelancers.

M1: Don't you think that with so much resources available online, this mode of learning based on pay for courses will not sustain?

Me: Sir, it is not based only on sales of offered courses. Though it also has courses, it is basically an open platform from which anyone can read anything for free.

F: Then how the company generates revenue?

Me: The main source of revenue is ad services and the courses also contribute a part of the revenue.

F: And how big is the company?

Me: About 500 employees.

F: What is the total revenue?

Me: Sorry ma'am I don't have an exact idea about that.

M1: So how you approach on how to write an article?

Me: Told and was providing them an example of sorting elements.

M1: But why do you think there are needs of so many articles on sorting algorithm over the internet?

Me: Told them that though there are other resources but providing the correct content which is easily understandable is a key factor.

M1: What is the approach to write a topic?

Me: Answered (I did a mistake, I perceived it as asked for freelancers and was saying from point of view of an user so M1 interrupts)

M1: Why are you saying "they"?

Me: Sir there are other freelancer authors and also any student can also provide contents, so I thought from their perspective. Then I answered my perspective.

M1: But you write article from what you think is correct? How you get to know what is correct for the user or what he wants?

Me: Sir, there is functionality of "Comment" on each post where users let us know their feedback and can improve ourselves.

M1: And how regularly is that checked?

Me: On daily basis.

M1: Tell me anything that you have taken as feedback and improved?

Me: Sir the approach that I said earlier was the latest way that I do it and said how earlier I used to do it and what I have changed from the feedbacks.

M1: So you are related with drafting the courses?

Me: Said that there are different teams who curate the courses that are sold and I am associated with the topics and contents that are freely available.

F: So in which domain you wish to pursue after MBA?

Me: Mentioned IT domain.

F: So Infosys again?

Me: Just started answering (F interrupts)

F: His face went (made a peculiar face with a smile)

Me: No no ma'am there is nothing like that and tried to start answer (F: "I should have clicked you and showed it to you" this also with a smile) [I genuinely don't know if I made any face or they were just saying it to see how I react]. However, said that the management and software development are not the same category of job. So I will have no issue if I join Infosys again with the responsibilities of managing project.

F: (With a smile) whatever, your face and answer don't match)

I just smiled back, don't know what to say there.

F: If your colleague or boss describes any weakness of you, what will they say?

Me: Probably they will say that I am introverted.

F: How are you going to tackle that in a competitive environment during MBA:

Me: Said that I think I have already in that field and mentioned how I participated in organizing events and involved in student clubs to improve this. Lastly finished by saying that I will participate in students clubs and social activities to improve myself. (She looked a bit satisfied and impressed with that part)

F to M2: Do you want to ask anything?

M2: So you are from Durgapur?

Me: Yes.

M2: So tell me what are current important things that going in Durgapur?

Me: (Couldn't recall any such important thing going on) Said nothing such important is going on. (Later after the interview I remembered that recently a cricket tournament was held which was inaugurated by few big name of Bengali films and also cricketer Sanath Jayasurya came on the day of the final)

M2: What are your hobbies, like how you spend your leisure?

Me: Said that I play cricket if I get time or solve sudokus and play mobile games also.

They looked at each other and nodded that they want to end the interview

F: So, do you have any question for us?

Me: Asked about the Alumni and student relationship and she answered.

After that the interview ended.

## Interview Experience – 39

Date : 22/02/2022

Profile:

CBSE X: 10

CBSE XII: 97.6

Grad: 9.58

Work ex: 25 months at the time I filled the form

CAT - 97.3 (GEN) (Only weak link. Maybe I should have taken CAT more seriously. Prepared for GMAT and gave CAT)

P1, P2 - Profs

P3 - Alumni

I was the penultimate candidate in my panel and it was a morning session. P1 invited me to the room.

**P2:** Take a seat.

**P2:** How are you?

**Me:** Good sir.

**P2:** How is Adobe?

**Me:** Adobe is also doing good sir.

**P3:** How is that possible when you're here?

**Me:** No sir. After the interview, I'll be back at the office in the afternoon (with a smile :P)

P1, P2 chuckled.

**P1:** Asked me about some standard numbers of Adobe like revenue, employee strength, etc. to which I had exact answers.

**P2:** These days companies are trying to capture the market to beat the competition, tell me who do you think is winning the E-PDF (like kindle) market (Amazon, Microsoft or Adobe)?

**Me:** Though Adobe is not the current market leader, I told him about some areas we focus on in terms of research and development and told him that in the long run we'll beat the market as Adobe has the edge in anything related to PDF.

**P2:** Again he asked about form filling business of Adobe.

**Me:** I told it was not the primary business. Told him about the acquisition Adobe made and how we've become 2nd in the market in no time.

**P2:** Tell me who's your market?

**Me:** I recently read about Scott Belsky's (our CPO) interview to Verge and I gave the same answer.

**P2:** I asked you a simple question. Who's your market? I don't want such an elongated answer.

**Me** (realizing my mistake that I could've answered it simply): Our current customers and potential customers.

**P2:** I have recently seen a lot of people wanting to become a product manager. Tell me what is the role of a PM?

**Me:** I told him about how I see PM as CEO of a product and explained him the role where I went on to say that he needs to have expertise in Finance, Marketing, etc.

**P2** (interrupting me): So, a product manager has to be a financial expert to read profit/losses right?

**Me:** No sir, he is a jack of all trades master of none.

P2 seemed convinced and looked at P1,

**P1:** So, Arjun, do you know what happened recently between Adobe and Samsung? (as I had worked in Samsung paywall integration project in Adobe)

**Me:** I told I'm not sure if anything else happened apart from my project. (Later after the interview I realized he was talking about Adobe Scan for Samsung mobiles)

**P1:** He told about the OCR (optical character recognition) in Samsung mobiles. He asked me if OCR is based on neural networks?

**Me:** I was not sure whether to say yes or no. Took a moment to think and then replied not all OCR is based on neural nets.

**P1:** No, I'm talking about contemporary methods.

**Me:** If contemporary, yes.

**P2:** Tell me how you'll explain neural net based OCR to your grandma.

**Me** (after thinking for 5–10 seconds): She'll be 80 years old and I assume she'll have a cupboard full of books. I would tell her this will convert all your books into a tablet/mobile.

**P1:** How?

**Me:** OCR can recognize characters and once we recognize characters, we can digitize books and store them in a tablet/mobile.

**P2:** Assume she has only one book, say Ram Charita Manas. Now, how'll you explain?

**Me** (after some thoughts): I would tell her this would help you listen to Satsang not only in the language the book is written but in any language you want it to.

P1, P2 gave a chance to P3 to ask a question:

**P3:** You have such strong acads, then why MBA?

**Me:** I chuckled and told them that this a question that I come across often.

**P2:** He also was laughing and asked me if I'm talking about other interviews?

**Me:** No sir, family and friends and then I went on to reply to the question.

P3 seemed convinced.

**P3:** So, you're from Chennai right. Tell me 3 hypothetical things you would bring from Chennai to Noida?

**Me (without thinking):** Marina

**P2:** Why not Besant Nagar beach?

**Me:** It's a small one, sir.

**Me (realizing I should give more serious answers):** Asked P1 if he wants 3 good things according to me or in general.

**P3:** It can be anything. Politics, etc.

**P2 again:** You can tell us about Yogi Adityanath's administration also.

**Me:** Sir, I don't know about the political situation in UP.

**P2:** Go ahead with your answer.

**Me:** I have lived in both the cities. Chennai has a lesser cost of living. I would want the same in Noida.

**P2:** Why Noida has a higher cost of living?

**Me:** The effect of Delhi maybe. (P2 seemed convinced)

Then I was taking some time to think of a good one for the 3rd option. They told that they need a hypothetical one. Quick.

**Me:** Home

P2 and P3 both laughed.

Then they were asking me about my proficiency in Hindi and why I took Sanskrit in class X but overall the questions started becoming light.

**P1:** You're from Chennai. How do you manage in Noida?

**Me:** With colleagues and friends I talk in English. Otherwise, I manage it with my Butler Hindi sir.

P1 had a huge laugh and told me that I made his day and the interview is done. (Didn't expect the word "Butler Hindi" to make that impact)

He asked me if I had any questions.

**Me:** (This was my first IIM interview and I didn't have any questions. Maybe next time I should go with one) No sir.

**Time:** 25 minutes (though I felt the time flew away really quickly.)

## Interview Experience – 40

**10th/12th/Grad/CAT Percentile: 93.42/95/9.49/99.73**

**Electronics & Communication engineer with 27 months of work-ex in an electronics firm**

**Date : 22/02/2022**

Duration: 25 minutes

Panelist count: 3

Q1: How are you?

Me : Good, great Sir!

Q2: Where are you taking this interview from?

Me: Delhi

Q3: A lot of protest is happening in Delhi, and you choose to sit here and give the interview? (The farm laws basically)

Me: Had a detailed discussion around this. All three panelists were asking questions and I presented my view points.

Q4: Do you know how is the Indian economy's recovery looking right now?

Me: Told them about the V shaped recovery.

Q5: Do you have an understanding of economics?

Me: I said not in great detail but I am trying to gain an understanding.

Q6: If the finance minister says to a journalist that the GDP is 15% more than what it was last year, is she presenting the correct facts or is she fooling him?

Me: So it would depend on what the growth had been in the previous three quarters (wanted to continue by explaining via numbers, but he cut me in between and said yes you are right as it will depend on the base value).

Q7: Had mentioned something about my mother in the SOP. Asked if I was proud of her.

Me: (Glad that he bought it up) Answered.

Q8: Asked details about a national level event I participated in.

Me: Explained

Q9: Should I ask you something technical?

Me: Sure!

Q10: Gave a CDF plot of the performance of males and females in a mathematics examination. Asked who performed better?

Me: Told

Q11: Tell the median value of the CDF

Me: Don't know why but made some mistakes here. They did help me by giving the example of how percentile is calculated in CAT and asking the definition of the median. Answered all those. Then asked me to apply it in the question. Still, I made a mistake in answering this correctly. (I will admit it was a very simple question, but got a little jittery and hence made the error)

All: Ok we are done. All the best for your interviews. You may drop off.

Me: Thank you everyone, it was nice talking to all of you!

**Result:** Converted successfully

#### **Key Points to note:**

- 1.) Contrary to popular belief, nothing was asked from my work-ex. So, don't be under the presumption that only work-ex has to be focused upon while preparing for an IIMB interview.
- 2.) Nothing was asked from GK. Again, every interview is different. Make sure you do not make the mistake of not preparing for this good-to-have knowledge.
- 3.) A totally conversational interview. Professors were really helpful. All of them guided me to the correct answers always.
- 4.) It is okay to make a mistake or two. :)

**Interview Experience – 41**

**10/12/Grad : 95/96.8/9.01**

**Workex - 14 months in ICICI**

**CAT ~ 99.98**

**Date : 22/02/2022**

**Interview panel** : 3 people were there in each panel. 2 professors + 1 alumnus.

The interview was in a large hall, and one had to literally walk a lot to reach the discussion table, beyond this the hall had dim lighting.

Greetings exchanged

F1: What are you exactly doing in your job ?

( In a bold voice with straight face ) reminded me of a strict teacher, got lil nervous but didn't put it out, but from this point I realised that I won't be treated good for sure.

Out of **nervousness**, I asked her to repeat  
She repeated same lines

Told about my workex

F1: So what's the success rate of calls you make ?

Told that it is around 5%

She got amazed and asked what you took in numerator and denominator as she had doubt in my calculations after seeing such a number

Answered and then explained why it seems so high, because in long run it gets closer to this

F1: explain long term duration

Told

F1: Do you know economics, Can I ask the question ?

Felt very confident and said yes

F1: macro or micro ?

Anything will work but if one then micro

F1: Draw DD and ss curve and then she gave a statement and asked me to comment on it

Made the graph and told that the statement is not correct, gave my reasoning on it

F1: What is equilibrium price ?

Told

F1: This is wrong, weird expression, can a price be lower than this ?

Got highly confused here, there was complete silence with **weird faces and questions**. I answered whatever I could, forgot to take the market type into accounts.

F1: If I say the market price of this bottle is 100, then what does it mean ?

I said that it is equilibrium price

F1: denied and said leave

M1: explain a situation where price doesn't get impacted by change in demand

Tried to draw the elastic/inelastic dd/ss to show

M1: no , I was expecting a price ceiling related answer

Told him that I knew about it and explained further but he seems not satisfied

Alumnus: so you work at ICICI Bank and the bank personnel does a lot of sales, explain more about how it happens

Told

Alumnus: there are lot of cases where they sell products to customer by manipulating them

Agreed with him and accepted that it happens almost in every bank. It depends mainly on the employee.

**They all astonished** on the fact that I accepted that it happens

Told them that the solution will come only if we accept the reality of situation

Alumnus : how can we improve it ?

Told and said it's more about how ethical you are. Gave the example of AT1 bonds issue of Yes Bank.

F1: How do you target and differentiate HNI customers ?

Told

F1: you are doing discrimination by providing different services to different customers.

Explained that how both parties mutually benefit each other and it's not one side game

F1: so selling is completely a manipulative activity. Do you agree ?

Not exactly mam, it depends on how you are selling the thing. Even a good thing can be sold in a manipulative way. So it depends on the seller.

F1: Pointing to the biscuits, isn't consumption of these biscuits lead to diabetes ?

Told that it might lead, but it is not bad selling given the fact that everything is mentioned on the ingredients section. So a person should be aware about whether to take it or not.

F1: pta ni kya ethics and morality bol rhe ho, kch samj ni aarha. What's your long term goals ?

Told about what I want to do

F1: this behaviour of you will not let you survive

F1: you want promotions over work or not ?

Mam I do want but not at the cost of customers.

**Acha vohi illegal, ethical or ek or konsa btaya tha aapne ....**

Alumnus: Pallav you are working in foreign and suppose you get a project to increase the sales of marijuana. Will you do that if it's in company's interests ?

Took a pause

And said that I will do it if it's in company's interests and I may not involve in selling or consuming it

Till now I was feeling so much stress, due to dim light and big hall, I wanted to run from that moment

M1: Pallav what's your weakness tell some ?

I don't know why I spoke but I told that xyz is one and kept on telling how I improved it

M1: No tell us something more personal

Told and fumbled here

Okay Thanks.

Came out, discussed with people about how it was for them. They all were happy.

**Post interview scenes :**

Lunch was there as it was 1:20 pm. Didn't want to eat but still took it in the plate. My panel came out for lunch too, and I had no interest left after that. So left the plate there and came back home with a hopeless face.

I had good number of interview experience, basis on this I was expecting a direct reject or a long waitlist incase of bleak chance.

**Verdict:** Converted ✨

**Tips :**

Be moral and ethical

Don't sound like irrational person

Don't change your decisions too often

Don't let them see that you are nervous or stressed

Most of the interviews don't revolve around your preparation, so be prepared for on the spot thinking.

Don't judge your interviews - bad interview can select you, good can reject you.

Take proper sleep and diet before the interview.

## Interview Experience – 42

**Profile 10th/12th/Grad: 90+/90+/70+**

**Undergrad: B Com(H) + CA**

**Work Experience: 10 months as per CAT form; 16 months as on interview date in Transactions Advisory Space**

**Date : 22/02/2022**

The entire WAT and interview process for the IIMs were held online for the 2021–2023 admissions which brought its own unique set of challenges. My WAT and PI for IIM B were scheduled one month apart. (WAT in March and PI in April)

**WAT Topic:** How does attention from international celebrities on the ongoing farmer protest affect the centrality of the issue and the union government's response to it. (Online WAT:30 minutes to type the answer. The word limit was about 200 words. It was a hard-stop limit, once 200 words are written you cannot write more.)

I briefly described the tweets made by Greta Thunberg and Rihanna, and how the media and government reacted to them. Followed it up with my views on the issue, which mainly revolved around freedom to express opinions, especially in a modern globalized economy. Gave recent examples of government criticism by foreign countries - people all over the world (including Indians) were ridiculing American polity on the storming of the capitol building incident, in 2020 people were criticizing Australian PM for his inefficient handling of bush fires, and Brazil for destroying the Amazon rainforest. Concluded with saying that the tweets actually brought the issue (which is pivotal for the country) to the forefront and gave it more exposure.

**PI:**

PI was conducted over Zoom. There were 3 panelists - 1 Female professor (F) and 2 male professors (M1 and M2). My thoughts which were racing through my mind during the interview are enclosed in parentheses().

**F1:** Can we see some ID?

**Me:** (In all the nervousness, I had forgotten to keep my ID handy) I apologized, and asked for permission to take out my ID from a nearby drawer (Not an ideal start).

**M1:** Ok Devashish, you are probably the 8th or 9th CA we are interviewing, what makes you special?

**Me:** (Typical Icebreaker, variation of Tell me about yourself question) I listed all the achievements that distinguish me from other CAs: Ranks in multiple levels, my work profile, my responsibilities and achievements at work, and my hobbies which included chess.

**F1:** So you like playing chess, have you watched the latest Netflix series Queen's Gambit?

**Me:** Yes, of course, I binge-watched it within a couple of days.

**F1:** So do you like playing the Queen's Gambit. (For the uninitiated, Queen's Gambit is a name of a sequence of opening moves in chess)

**Me:** I used to play it, however now I have switched to the Italian Opening. Queen's Gambit leads to a very aggressive and open game, which did not suit my style. Hence, I switched to Italian which is more solid and leads to a more strategic game.

**F1:** Have you read about the recent controversial comments made by the Chief Justice of India?

**Me:** Yes. (I was hoping the conversation would not go in this direction as the issue was a very sensitive one, and I would have to be very careful with my words)

**F1:** What is your opinion on it?

**Me:** (I am not liking where it is going, I should keep it short and try to end the discussion). Ma'am during a hearing of the rape case of a minor, he apparently asked the perpetrator whether he would marry the victim, insinuating that marrying the victim would resolve the issue. I believe the comment was insensitive and uncalled for.

**F1:** But he is the Chief Justice of India. Can we question the Chief Justice of India? He is at the helm of the judiciary. Are you saying he was wrong in his conduct?

**Me:** (This is a tricky situation. They are trying to put me under pressure, I will need to smartly dodge the situation. Just keep a smiling face, don't let the panic show in your face) Ma'am, even though he is the CJI, he is a human after all and humans are prone to mistakes. He later clarified his stance as well and said the media twisted his words.

**F1:** You are changing your viewpoint. You first said he was insensitive, now you are saying he clarified his stance and media misreported.

**Me:** (This is not going well, can we please discuss something else) No ma'am, his remarks were insensitive no doubt, but the media also blew it a little out of proportion. (Please move to the next topic)

**M2:** Ok you said you like chess, what do you think are the difference in qualities of a blitz chess player and a classical chess player.

**Me:** (Back to chess that's more like it) Blitz gameplay requires players to rely a lot more on intuition, you also need to have the ability to keep your nerves under time pressure. Creative although unsound openings are also comparatively more effective in blitz games. Classical gameplay requires concentration for long periods of time, so it is a lot more taxing both mentally and physically. Classical play also requires you to memorize a lot more lines.

**M2:** Ok, if given a choice, would you like the qualities of a blitz player or a classical player.

**Me:** I would personally like the qualities of a blitz player. I think managing pressure and developing your intuition are skills that I value highly.

**M1:** The share price of US tech companies are rising exponentially in the past few days. What do you think is so special about Apple that its shares are valued so highly?

**Me:** Apple is the hub of innovation, especially when it keeps to mobile phones. All functionality of touch screens such as finger gestures to scroll, to zoom in and out, were invented by Apple. Apart from this their financial management is immaculate. They have negative working capital days, which is unheard of for a company engaged in a manufacturing business, that too for a company of Apple's size. (I also quoted some figures about their working capital, inventory management, and sales growth).

**M2:** You must be aware that in the West, coffee is their staple beverage and Starbucks is the biggest coffee chain. But Starbucks failed in Australia despite being a success in US. Do you know the reasons?

**Me:** I was not aware of it and said so to the panel.

**M1:** You know these typical New Yorkers, these suit-wearing educated Investment Bankers and Venture Capitalists, they are so wrong when it comes to valuing startups. Why do you think that is the case?

**Me:** When it comes to valuing a startup, none of the traditional modes works, they typically rely on historical data and for obvious reasons, there is no historical data for startups. So when it comes to valuing startups especially, tech startups, you have to rely a lot on qualitative factors such as what is the reputation of the founding team, what is the initial consumer feedback, can the product be scaled, etc. All these are highly ambiguous and difficult to put a number to.

**F1:** Why did you switch your jobs so early?

**Me:** Explained the reason behind it. (Was expecting this question and had a prepared answer)

**M1:** In your SOP you have mentioned that during your job you realized that while evaluating M&As Private Equity evaluates much more than the balance sheet of the target company. Can you give me an instance from your work experience where you encountered this?

**Me:** I explained in detail how during an M&A deal, the legal due diligence team had flagged a major issue to the Private Equity. This issue would never have been caught by analyzing just the balance sheet. This eventually had a huge bearing on the pricing of the deal as well.

**M2:** Can you tell me why Chartered Accountants are so risk-averse? I think this hinders their progress. Can CAs actually be good CEOs of a company?

**Me:** At the very foundation of principles of accounting is the concept of conservatism. This concept is applied in practically every journal entry. I believe slowly this conservatism also slips in the psyche of a CA which I think makes them risk-averse. However, having said so there are plenty of CAs who are successful CEOs and many CAs have their own successful startups as well. Probably one of the most influential industrialists of India - Kumar Mangalam Birla is a CA. So, we cannot generalize and put a blanket statement that CAs cannot be good CEOs.

**F1:** I think we are done with all the questions. Thank you for being part of the process.

The interview lasted for about 30 minutes. Overall it was a pleasant interview barring the initial hiccup which was entirely my fault. The interviewers were focused more on how I look at things and my viewpoints about different issues.

**Verdict:** Converted

### Interview Experience – 43

**Profile - Chartered Accountant, Xth, XIIth , Graduation score : 96/87/86**

WAT Topic- Do traditions need constant review and scrutiny? If yes, why and how does it need to be done?

**Date : 21/02/2022**

#### **Personal interview**

Panel : 1 Alumni male (MA)

1 Male professor (MP) +

1 Female economics professor (FP)

MA: Which name do you go by? Why such a long name?

(They dissected each part of my name)

MP: So where do you belong to?

Me: Andhra Pradesh, sir

MP: Is it Andhra or Telangana?

Me: Earlier Andhra. My family is now divided sir. Dad's side is in Telangana and mom's is in Andhra.

MA: (Jokingly) So they're not staying together?

Me: \*Giggles\* No sir we all stay in Mumbai. I'm talking about their individual families there.

MP: Where is it exactly in Andhra/ Telangana?

Me: Answered. Questioned a bit more.

(Apparently, MP had studied in Andhra. He asked me if I know the name of his school... I said I'm not aware since I've been in Mumbai all my life.)

MP: Do you know that the Hyderabad airport was earlier at Begumpet?

Me: (Breathed a sigh of relief and promptly answered with full details as one of my friends had told me this issue. Super lucky here. Never anticipated this question.)

MP: What do your father and mother do? Which company do they work in?

Me: Answered

MP: So you've studied so much. BCom MCom CA MBA..What are you going to do ICWA , LLB etc next?

Me: \*with a smile\* Only MBA for now sir.

MP: So tell us why CA's come to do MBA whereas we don't see many MBA going and doing CA. Why is that?

Me: Sir, although ICAI is taking lots of efforts to integrate soft skills and management aspects into its curriculum, it is tilted towards Finance and accounting. There are a few subjects and courses related to General management which have been introduced and I used to actively participate in them. Also, peer learning gives a huge thumbs-up to MBA sir.

MA: IN CA, you are taught to be a skeptic, shower suspicion on every person and transaction. How do you think a person with a doubtful mentality will be able to objectively assess the situation and understand people in the chair of a manager?

Me: Sir, firstly I would like to mention that only one subject-auditing professes such outlook. People who exclusively work in the auditing domain might need to carry that mentality during work. There are very many domains like taxation, strategic management etc which teach different skills. Moreover, I feel that every person inherently carries a personality which can neither be taught nor unlearned. So ultimately it comes down to the person and his/her individual judgement on how to handle a situation.

Looks satisfied.

I also mentioned the Kingston cotton mills case stating "Auditors are watchdogs not bloodhounds" which he immediately picked up and appreciated.

MA: Okay. So which subjects did you read passionately in your studies?

Me: Sir I used to love all my subjects except IT (Luckily didn't get questions here, just a smirk) but to be specific I have worked in Taxation, then Strategic management and Cost accounting.

MA: So define Cost

Me: Sir cost is an accumulation of expenditure directed towards achieving a particular favorable outcome or result.

\*Poker face\*

MP: What is opportunity cost and explicit cost

Me: Answered.

MP: So you're an inspiration to all of us. \*I made a question mark face\*. You've lost 20 kgs?

Me: \*Smiling\* Yes sir. That is something I did absolutely on my own volition without external help or gym etc. So I recognize it as a pride factor.

MA - little overweight: So you've to tell me what to do?

Me: Sure sir. I did yoga, swimming and strict diet control.

MP seemed very interested so kept answering at his questions. Felt like a diet coach!

MA: So in accounting. Assets, losses and expenses come on the debit side. Why is that so considering one is good and others are bad?

Me: Sir accounting, today, is based on the double entry system of book keeping. Considering the purpose is to strike a balance between debit and credit, it can't be said that one is good and another is bad.

FP: What he is asking is why such treatment?

Me: Yes Ma'am that's where I'm getting to. So asset is usually taken up for the long term, beyond the current accounting period. Whereas expenses are revenue in nature. That is why the debit and the difference in perspective.

MA: Some expert says asset is unexpired expense. Is that true?

Me: No sir, all assets don't have an infinite life. If that were the case, depreciation would not exist as a concept

MA: But depreciation is an expense.

Me: Yes sir. But it draws out of the asset's balance. Which has expiry.

MA: So the asset balance is unexpired right?

Me: Till the time it is expensed off, yes. It is unexpired.

All 3 smiled.

MP: What does your current organisation do. Did not ask about my role in the organisation. Checked the firm's website right there and read out some content. I said I was doing the website revamping and some of that content was made and posted by me. \*Straight face\*

MP: So what did you do in articleship?

Me: Answered but he kept cutting off on each point.

FP: So talk to us about the Interim budget from an Economic perspective.

Me: Started to talk about sops and budget allocation figures

FP stopped me and said she wanted to hear a macroeconomic perspective.

Me: Talked about fiscal deficit

FP asked me lot of cross questions on Fiscal deficit and whether it is at appropriate levels currently. I said we should look at it qualitatively than just numbers and stats.

FP: So tell me how would you analyse government expenditure qualitatively?

Me: Told it need to take care of various sections of society and not be skewed. Lot of questions and ultimately led me to her point- She wanted me to say Productive vs. Unproductive government expenditure.

FP-What is china's GDP? What is china's Debt to gdp ratio. (I led her to this) Answered.

PM: Do you want to ask us about anything?

I said I don't want to ask anything sir but I just want to appreciate the diversity and college culture maintained at IIM-B. I follow a lot of IIM's on Twitter and LinkedIn and IIM-B is the only one which keeps posting updates and happenings at the college. I was part of marketing team at my firm and I am aware of how much effort goes into these activities.

PM started smiling and we discussed for 5 mins on this topic.

Offered me two toffees. The end.

The only thing they missed asking was the extra curricular activities. Overall a much too balanced interview. I was shivering by the time I came out. They were creating a hook of questions on whatever I said and the fear of not knowing what comes out of your mouth was tremendous! I managed to stay confident and not mumble stuff though.

### **Interview Experience – 44**

**Date : 21/02/2022**

X/XII/Grad: 8.5/8.7/9

**WAT (11/03/23):** Related to Freedom of Expression. Should there be constraints on it, or should it be absolute? (250 words max)

PI (13/03/23)

M1 (>50) F1(>45)

M1: Why history? Was it passion or something else?

M1: History is written by the victors, so it should be rewritten. Talk in favour of or against this motion for two minutes.

F1: Name a subaltern historian and a book written by him or her.

M1: Now talk against it for 1 minute.

F1: You have completed a survey. What is it about? (related to SOP)

F1 - When you have done it?

M1: Why the sudden change in field?

M1: Who is the richest Indian?

M1: Is there a change in rankings in recent time?

M1: Which important families have contributed to important growth?

M1: Why do Tatas and Birlas does not feature in the billionaire rankings?

M1: Tell me about an industry in India?

M1: Who are the big FMCG players?

M1: Tell me in objective terms.

M1: How do you calculate market capitalization?

F1: So Nestle and Tata Consumer Products are Indian companies?

M1: What have you learned by yourself?

F1: How does it relate to business and industry?

M1: Who are India's largest trade partners?

M1: Does India import more or export more?

M1: Give me values in objective terms.

Thank you. You can leave.

Panel was going deep but no grilling involved.

### **Interview Experience – 45**

**Date : 21/02/2022**

**Background - 10 CGPA / 96.4 / 8.79 (Mechanical Engineering, NIT); 32 months Work Experience (Design - Oil & Gas)**

**WAT (Online)** - 12 February 2021, 08:30 AM (First Day, First Slot)

Fortunately, the topic was comparatively easier for the first slot.

Topic: The pandemic has caused a shift to remote teaching and learning. How can digital technologies be used to improve the quality and accessibility of higher education, including professional and executive programs.

We got 30 mins to structure our essay in 250 words. As per the instructions, a 10+20 approach had to be followed for thinking and typing in the essay, but it was flexible. (There was a word counter and a timer to keep track)

**PI (Online)** - 17 February 2021, Scheduled for 12:00 PM, but got a call from the admissions office at 10:40 AM that I will be receiving the link to join in 5–10 mins. The interview started at 11:30 AM.

There were three panelists - 2 Professors and 1 Alumni. For ease of understanding, I will denote them as **P1** - Professor 1 (In his 40s), **P2** - Professor 2 (In his 50s), **A1** - Alumni (In his 30s).

It started off with the panel asking me to show my identity proof. After verification, P1 opened the interview.

**P1:** So, Ayush. Where are you from? Where are you right now?

**Candidate (C):** Sir, I am basically from ABC, but I am in XYZ right now.

**P1:** So, your father is a doctor?

**C:** Mentioned that he's a Professor of Biotechnology.

**P1:** Okay! So how do you think Biotechnology and Mechanical Engineering are related?

**C:** (wasn't prepared for this question; started off with something, but realised I don't really have an idea; accepted that I am not very sure about it.) (Didn't want the interview to start off this way :\ )

**P1:** Not a problem. So, what does your company do?

**C:** Explained the main domain in which the organisation functions and the department I work for. Also, mentioned the Entertainment Services vertical and its association with NASA.

**P1:** "Entertainment Services?!"

**C:** Explained how it makes rides for amusement parks like Disney World and Universal Studios.

**P1:** Okay, so what kind of company is it? Is it an MNC?

**C:** Answered (Public Company, Based in XXXXX)

**P1:** How many engineers does it have? Including the R&D engineers in the United States.

**C:** Mentioned the engineer count and number of offices in India. Also, told him the number of employees and how they function from various business units across the world.

**P1:** Okay. So what is your role in the organisation?

**C:** Mentioned how I lead projects for clients and head a team of 3–5 engineers during the design and validation stages of subsea hardware.

**P1:** So you work with pipes, valves, etc?

**C:** Clarified the work that I primarily do and how it does not involve the piping/valves part.

**P1:** In a span of two years, you have led a team of 3–5 engineers. You must have learned a lot through your experiences till now. Mention 2 key learnings.

**C:** Gave a detailed answer.

**P1:** So, I see you had a subject named Metallurgy in your curriculum, and considering you are working in a domain that is related to materials. Do you mind if I ask you a question from Metallurgy?

**C:** (was cursing myself because I skipped the Fe-C diagram and heat treatment processes during my preparation). No sir.

**P1:** What is the difference between Destructive Testing and Non-Destructive Testing.

**C:** Answered. Tried to mention how we don't perform DT because of the expenses involved.

**P1:** One last question from my side. After that my colleagues can carry on with the interview.

Do you know what the Rockwell hardness test is?

**C:** Yes sir.

**P1:** Is it a type of Destructive Testing or Non-Destructive Testing?

**C:** Mentioned how it creates indents on the surface and should be considered as a Destructive Test (\*sobs in SOM\*)

**P1:** Are you sure?

**C:** Yes sir!

**P1:** Are you absolutely sure?

**C:** Yes sir! (\*sobbing intensifies\*)

**P1:** Okay. I'm done with the questions. My colleague can now take over.

**A1:** Hello Ayush! You have mentioned that you have studied Operations Research during your graduation.

**C:** Yes sir.

**A1:** So, I will ask you a rudimentary question from OR. You are aware of Objective Functions and Constraints, right?

**C:** Yes sir.

**A1:** If you have to mention the OF and Constraints for a For-Profit Organisation, can you do that for me?

**C:** (asked for 10 seconds. They didn't bother me to start even though I might have taken a bit over that) Mentioned the Objective Function. Stated 2 constraints. He might have been looking for more constraints though.

**A1:** So, say you have to install Solar Lights in the rural areas of Karnataka. What will your OF and Constraints be now?

**C:** Started mentioning Profit Maximisation as the OF.

**A1:** (cuts me off) So the OF won't change even if you are doing it for the poor people?

**C:** Defended my stance. Mentioned 2-3 Constraints. (He hinted that he wanted something related to the value-based aspects.) Didn't provide a really satisfactory answer to this.

**A1:** Your company got famous because of a particular incident. Do you know about that?

**C:** Mentioned how a scene in 'Titanic' got some attention.

**A1:** That's the entertainment aspect. Something else?

**C:** Mentioned something related to the history of the company.

**A1:** Not the history. A popular event. Something related to Richard Feynman? You might have gone in that direction earlier in the interview.

**C:** (I had no idea.) Mentioned that I know who Richard Feynman was, but I am not really sure of the answer to the question.

(He probably wanted to know something about a space exploration activity that made the company famous in the 90s.)

**A1:** Okay. That's it from my side. Thank you!

**P2:** Hi Ayush! So you know that the Oil And Gas sector hasn't been doing well over the past year. The stocks dipped. The prices fell.

**C:** Yes sir. However, it has picked up in the past couple of months.

**P2:** Let's not consider the past 3 months. As a CEO, what are the 3 steps that you would take?

**C:** Mentioned 3 steps.

**P2:** (Asked a question. Don't really remember what it was, but something related to the previous question.)

**C:** Answered about the shift in focus towards renewables, because the O&G reserves might perish in the near future.

**P2:** That's it from my side. Thank you!

**P1:** Do you have any questions that you would like to ask?

**C:** Asked a question about the student involvement in a CoE at IIMB.

(P1 gave a detailed answer and explained how projects are assigned, how the faculty mentors students and how they execute them.)

**P1:** Any more questions?

**C:** No sir.

**P1:** Okay. Then you can leave the meeting room now.

**C:** Thanked them and left the meeting

## Interview Experience – 46

**Profile (10th/12th/BE): 97/97/87 - CS (no work experience) from BITS Pilani**

**CAT Percentile: 99.83**

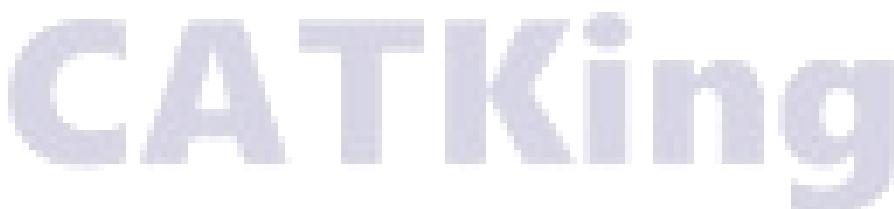
**Date : 21/02/2022**

Panellists:

M1(Young, 30s)

F1 (Late 50s)

F2 (Late 20s)

The logo for CATKing, featuring the word "CATKing" in a bold, sans-serif font. The letters are a light purple color. Behind the letters is a stylized graphic element consisting of a yellow circle and a grey curved line that forms a partial circle around the text.

M1: So, you have a job offer and a potential chance at conversion from internship. Why MBA all of a sudden?

Me: Answered

M1: What does CureFit(I had a job offer from this company) do?

Me: Answered, talked about its valuation and business model

M1: You have done so many courses in humanities. Why?

Me: Answered how I took a course in sociology and developed interest in it.

M1: You have mentioned about term papers on Sikhism. Briefly mention the crux

Me: Answered, but not fully. He cut me in between.

M1: So, you're from Punjab. Tell me 2 merits and 2 demerits of the farm laws.

Me: Told.

F1: So, is CureFit successful?

Me: We'll have to wait for the results, but presently it's getting investments, so there's a potential.

F1: Does valuation imply profitability? Why are people investing if they aren't yielding profits?

Me: Mentioned about the reputation of the founder and a belief in the idea. Added that I don't have a complete idea, and that's why I want to pursue MBA, in order to learn more 😊. Also, quoted Sapiens, "The whole system of capitalism is based on the trust in future value".

F1: Why are such start-ups not successful from Day 1?

Me: Mentioned about market share and incentivisation, and about the need to balance both. Also, price increase can't be exorbitant, as that would lead to consumer attrition.

F1: Asked quantum computing and edge computing.

Me: Had no clue

F2: So, you have done humanities. How's that relevant to your undergrad?

Me: Mentioned that I had made up my mind about MBA, and they are helpful in that.

F2: Tell me something that you learnt, that can be utilized in consumer behavior.

Me: Mentioned SWOT analysis and AIDAS model.

F2: How will you use these models to promote vaccination drive?

Me: Talked about the marketing of fear. Linked that to insurance companies' ads. Talked about incentivisation, gave an example of how First-time-Voter certificates were given to encourage voting. She seemed impressed. I mentioned that we don't need customer retention, as we don't want the patient to return 😊. \* F2: Chuckles \*

F2: Tell me what you learnt in Professional ethics.

Me: Mentioned different ethical frameworks.

F2: What is utilitarianism?

Me: Answered

F2: Gave me a case where there's a negligence on the side of a service provider (let's say, an Uber driver). Should Uber be held accountable, too?

Me: Answered in affirmative, stating the brand trust, and obligation on the company's side to provide the best service to its customer.

F1: Any questions for us?

Me: Asked about college culture

F1: Answered

## Interview Experience – 47

**IIM-BANGALORE Interview**

**Date : 21/02/2022**

**Background:** Assam Board 10th: 85%; 12th: 86.8%; Btech in Mechanical from NIT Silchar, CGPA: 8.14; CAT: 99.45 percentile (GEM)

**Workex:** 3.5 years in BPCL

Group of 20–25 people in our slot. After reaching, you'll see a guy verifying documents. You can directly approach the guy for your document verification.

They divided us in 3 groups of 8 each. The group will be for all the process i.e. WAT and PI. The sequence in the group will be the sequence in PI. During document verification, you will know your group and sequence number.

**WAT:**

2 panelists were there.

**Topic:** IMF Chief economist pointed out that farm loan waiver is not a solution to the farmer distress in India. Explain the situation in light of recent election manifesto.

Time for thinking and noting down points was 10 minutes.

After that 20 minutes for WAT writing, in only one side of A4 paper, limit approx 250 words or the given space.

**Personal Interview:**

I was 6th in the 1st panel, (M1 and M2) 2 persons panel same as in WAT and additional 1 more panelist (F1) was there.

Our panel was the toughest with each PI taking only 20–25 minutes. After each interview, they were taking 5–7 minutes to prepare questions for the next candidate.

As I entered, M1 started questions first after inspecting my SOP which I submitted for IIM-B, M2 and F2 were sitting with laptops (maybe reading my SOP and forming questions)

(No questions on introduce yourself)

**M1:** Are you Devadatta or Debodotto (pronunciation)? (he himself was a bengali)

So you are bengali from Assam?

So how is the railways there?

Which places have you been to in India?

So what do you look after in BPCL?

So why MBA then?

So BPCL imports lubricants? Where do you manufacture?

and Where are the plants located?

So with introduction of BS6 what changes will take place?

So i will ask you about shock absorber oils. (as i mention in my SOP that i work on Shock absorber oils too)

What is its primary purpose?

What is velocity? difference with speed?

Differentiation of acceleration with time?

(after that he asked F1 to ask questions)

**F1:** So what is brent crude and other standard crudes?

What is its current price?

How changes in crude price affect us?

Inflation?

How is inflation calculated?

CPI (Consumer Price Index)?

**M2:** So what is going on in Assam?

What is Citizenship Amendment bill? and How it impacts Assam?

Why the outrage? What do you think should be the solution?

What should govt. do?

Do you think the illegal immigrants will be taken back by their country?

**M1:** Have you been to Dawki? (a place in Meghalaya where from you can see Bangladesh clearly)

Bangladeshis can easily walk into the country.

Any questions for us?

Offered me 2 toffees.

Verdict: Converted.

## Interview Experience – 48

Date : 1<sup>st</sup> March 2021

**Academic Profile -**

X - 10 CGPA | XII - 96.2% | B Com (H) - 8.96 CGPA (till 4th sem) from DU

**CAT Percentile -**

VA & RC - 98.29 | DI & LR - 99.17 | QA - 95.58 | Overall - 99.09

After document verification, we were distributed the WAT answer sheets in the waiting hall itself. The instructions were given and we were asked to start. The question was (non-verbatim) -

“Some people consider Nuclear Weapons as a deterrent to war. While others claim that they’re dangerous and hence of no use. What is your opinion?”

Discussed both the sides, backed them up by relevant examples and concluded by taking the side with more pros than cons.

After the WAT, we were asked to wait for our turn. I was the **3rd** person (out of 8) to be interviewed in my panel. When the **2nd** person came out, she said that they’re asking whatever is coming to their mind. Like they asked her what is the capital of Rome? (Yes, Rome, and not Italy!)

My turn came at 11:00 AM.

The 2nd person had described the panelists inside as 3 gentlemen - **P1**, **P2** and **P3**. She had said that **P1** (left) spoke the least, **P2** (middle) asked the technical questions and **P3** (right) was having fun by confusing the candidates.

Just then, **P3** announced my name and asked me to follow him. As I said this was my first interview at IHC, I hadn’t seen the room before. It took me a couple of seconds to realize how big the room was. **P3** lead me to the end of the room, where the other panelists were sitting. I smiled, wished them good morning and took a seat with their permission.

**P2** - Please hand over your file to me, Shweta.

**S** - (handing over the file) Sure, Sir.

**P3** - (looking at my transcript) Commerce! What's your rank in college?

**S** - First, Sir. But, that is up till 4th semester.

**P1** - (going through my 10th and 12th mark sheets) You've consistently performed well in academics. Isn't it?

**S** - (thinking if they're looking for ego issues) I tried to maintain a decent academic profile, Sir. (kicking myself for using the word 'decent', who says it?)

**P1** - (smiles) (signalling P3 to start with the questions)

**P3** - So, Shweta, you have studied accountancy, right? I'll give you a situation. Let us say, you're a dairy farmer and you have 50 cows. One of your cows gives birth to a calf. How would you account for it in the books of accounts?

**S** - (whatt!?) (smiling, almost laughing) Sir, I don't know, but I can try. Since the cows, in this case, are not my goods & services and instead are my fixed assets, the birth of a calf would appreciate the value of my fixed assets.

**P3** - How would it appreciate the value of your fixed assets?

**S** - The calf can be sold in the market, which will be a capital gain and hence its birth has increased the value of my total assets.

**P3** - Can you give me the journal entry for the birth of the calf?

**S** - (thinking) Sir, I'm sure that the Assets a/c will be debited, but I'm not sure what to credit as there's no money involved. So, probably P&L a/c. (Turns out it is the Capital a/c which will get credited)

**P2** - (suddenly) Shweta, who was Kirori Mal?

**S** - (my memory was betraying me) Seth Kirori Mal was the founder of the trust which managed our college after partition.. err, (running out of facts).. umm, Our college was named after him..

(they try to control their laughter and I realize what I had just said, of course our college was named after him, you idiot, isn't it already known to them?)

(damage control) Sir, our college faced staff management issues during partition and his trust really helped the college gain its reputation back. It was shifted from Qutub Road, its earlier location to North Campus and was also renamed from Nirmala College to KMC in the memory of Seth Kirori Mal.

**P2** - (scribbling something on a piece of paper) What is an Indifference Curve?

**S** - told.

**P2** - (hands over the paper, which has two ICs drawn, intersecting each other with 3 points on them, labelled as A, B and C) Can you rank these points in the order of preference for a rational consumer?

**S** - Sir, it isn't possible to rank them. The intersection of the ICs violates the basic definition of an IC. It is a contradiction.

**P2** - What is a Giffen good?

**S** - told.

**P2** - How is the shape of its demand curve?

**S** - told.

**P2** - Any example?

**S** - told.

**P2** - What is the substitution effect?

**S** - (went blank at this point) Sorry, Sir. I've read it but I'm unable to recall.

**P2** - You've done a module in financial markets, tell me what is SENSEX?

**S** - told.

**P2** - How does it act as a representative?

**S** - Tried to explain. Companies from different industries with high market cap, how its movement is an indicator of investors mood, etc.

**P2** - What are derivatives?

**S** - told.

**P2** - What can be the underlying assets?

**S** - gave examples: shares, indexes, currency, commodity, etc.

**P2** - If price of the commodity doesn't change, will price of the derivative change?

**S** - (not sure) I think it can, Sir.

**P2** - Why do you think so?

**S** - (very unsure) Because the price of the derivative also depends on the buyers and sellers of the derivative. The volume exchanged will impact its price.

**P2** - What is LIBOR?

**S** - Sir, I've heard of it, but I'm not sure.

**P2** - Leave it. What is risk free rate of return?

**S** - told.

**P2** - Do you know the rate prevailing in India, in terms of percentage?

**S** - Sorry, Sir. I am not aware of that.

**P1** - Shweta, what has brought you here, why MBA?

**S** - (excited to mention marketing) start with how I was interested in marketing during undergrad, more about it, the extent to which I like it.. (interrupted)

**P1** - "Ye to prepared lag raha hai" .. (This sounds prepared)

**S** - (face palm) No, Sir, it's not like that.. (interrupted)

**P3** - Don't worry, Shweta. We'll get to that part soon. Do you read newspaper?

**S** - (sad that they didn't let me talk about marketing) Yes, Sir.

**P3** - As an accountant, how'd you highlight the problem in the Nirav Modi case? Remember, Shweta, just in 2-3 words. Pin-point what was missing.

**S** - (after thinking) Internal Check. That is what was missing.

**P3** - Please explain.

**S** - Internal check ensures that the work of an employee gets checked by another employee which reduces the chances of fraud. In case of PNB, the work of employees issuing LoU was not checked by senior staff members.

**P3** - But, if the work of one gets checked by another, wouldn't this go infinitely? Any other body to check this?

**S** - There are audit committees to ensure fair audit reporting by the auditors.

**P3** - And what if they also join hands in committing the fraud?

**S** - The company can appoint an independent body to check the auditors.

**P3** - What if they join hands too?

**S** - (I give up) Sir, then the company needs to incorporate moral ethics in its employees' value system which is again a debatable issue.

**P3** - Have you read the Cadbury Report on Corporate Governance?

**S** - No, Sir.

**P3** - Have you read the Birla Report on Corporate Governance?

**S** - No, Sir.

**P3** - (perplexed) you haven't studied Corporate Governance?

**S** - (Understanding now) Sir, it is a part of my curriculum for this semester as the subject 'Audit and Corporate Governance'. We've covered only till Audit in class.

**P3** - (nodding) Do you know what it is?

**S** - Tried to explain, but wasn't satisfactory.

(P3 looks at P1 and P2, they nod, but P3 still doesn't wanna end the interview)

**P3** - Last question, Shweta. Do you read?

**S** - Yes, Sir.

**P3** - Which was the last book you read?

**S** - (The honest answer) David Ogilvy's 'Ogilvy on Advertising', Sir.

(P1 and P2 smile and P3 gives a look of disbelief)

**P3** - Shweta, are you sure you've read that book?

**S** - (Smiling) Yes, Sir.

**P3** - Tell me one famous line from that book.

**S** - (Instantly) "If it doesn't sell, it isn't creative".

(P3 smiles and so do I, more so because it ended on marketing, the area they didn't let me talk about. Probably that's why P1 and P2 were smiling too)

**P3** - Thank you, Shweta. Please have a toffee.

**S** - Thank you, Sir. Would you like me to send the next person in?

**All** - No, no, it's okay.

Personally, I liked the calmness, with which the interview was being taken. There was no grilling, no random questions except some interesting ones. Even when they didn't let me talk about marketing (the only thing I was unhappy about), the interview ended with it, which became a pleasant memory.

## Interview Experience – 49

**My profile: A general, male, engineer from IIT Roorkee with following acads:  
10-89(Maharashtra board)**

**12-71(Maharashtra board)**  
**B.Tech- 6.653(Metallurgy IIT Roorkee 2013)**

**Date : 1<sup>st</sup> March 2021**

Two guys.(G1, G2).

G1 comes out and calls me. We get in. He asks me to take a seat.

G1: So you are Jain?(Mentioned on the form)

Me: Yes sir.

G1: You should be getting into business.

Me: It would have worked well if I had a family business but we don't have it.

G1: Where are you from?

Me: Jalgaon. Sir.(It's in Maharashtra)

G1: Any way related to Jain irrigation there?

Me: No sir

G1: Just the same religion?

Me: Yes sir.

G1: How is the company?

Me: It's a huge company. It was established around 1950(wiki says 1989) by around 8 people, Bhavarlal Jain being prominent. I don't know the exact numbers but it is worth around 10000 crore.

G1: It is about drip irrigation na?

Me: yes sir. It is basically into drip irrigation, sprinkler parts and agriculture related things.

G1: So you took a drop?

Me: told them about the problem I had at Career Point. They wanted me to join in April but I had college till May. Then they started delaying the joining. I had interview at Fiitjee on Nov 16 but the date clashed with CAT. I chose CAT. Finally I am joining Fiitjee on Feb 8. Now even Allen wants me.

G2: What do you think of CAT coaching?

Me: Sir I don't think you can teach a graduate student class tenth maths. As far as PC, PJ vocabulary is concerned, I still haven't found out what should be done. The advice I have got is improve your reading. But I haven't found that advice very useful.

Waiter brings tea for the panelists(2 cups). They offer me. I decline politely.

G2: How was your CAT?

Me: This year there was a change in the pattern of the paper. Last year we had 70 min for each section with 30 question each. This year it changed to 170 minutes with 50 questions each. Till last year I was worried a lot about VA section. This year I had 50 questions in QA DI and 16 in LR. I had targeted these questions. I attempted all 66 and just 16 out of 34 in VA. I focused on LR more because it is my bread and butter of section 2.

G2: You think CAT can be gamed?

Me: Sir my job was to strategize the paper.

G2: Seems like you got a good percentile.

Me: It's okay sir. I have actually written an answer for this on Quora.(I had carried a print out of [Chandresh Kakliya's answer to Why don't students make their way to top 3 IIM's inspite of getting 99.5](#)

percentile and above? in my file.) Most people don't understand CAT is an elimination test and not a selection test. I showed him the answer script.

G1 takes his time and reads it.

G1: So you write on Quora and PagalGuy?

Me: Mostly on Quora. I have written over 500 answers there. This year I have developed a genuine hobby.

G1: What's the difference in both?

Me: PG is a very small niche. It's mostly about MBA, Bank exams. On Quora you can talk about almost anything.

G1: You haven't done the analysis for L.

Me: Sir your cutoff is not as transparent as AC. So I could not make back calculations.

Waiter comes back with samosas(2 plates). Waiter serves them. G2 doesn't eat and offers me. This time I accept the plate and take a bite. We again resume to the interview.

G1: What do you think of Narendra Modi?

Me: He is good but what people don't understand is it's a BJP government and not NaMo's.

G1: It's like a one man show.

Me: Yes sir. We are a parliamentary democracy not a presidential. It's not good for our democracy. When we had elections they were telling vote for Modi but we are actually voting BJP and not just Modi.

G1: Is he a good marketer?

Me: Yes sir. He is excellent at it. He came in the power mostly because people wanted to overthrow Congress and there was no other stronger opposition.

G2: What can be done to reduce corruption?

Me: Sir we are ethically a very poor nation. We learn corruption since we are 10. From bribing a policemen to the top level. Recently we had Srinivasan case. We have corruption at all the levels. What we need to understand is the importance of ethics. Even before a law is made, people understand how to bend it.

G2: Tell me some business news?

Me: Recent news is about Spicejet crisis. Sensex touched 29000.

G2: Is it good for Sensex to touch 29k?

Me: Share market is running on hope at present. Like the time when BJP came into power. It rose so high.

G1: What other calls do you have?

Me: Sir A, FMS(will come), L, XL

G1: Is that your priority order?

Me: No, Sir.

G1: What will you choose if you get A and L?

Me: A.

G1: What should Lucknow do to be number 1?

Me: It will take time sir.

G1: How much you needed to get into IIMB?(pointing to my acads 89,71,6.6)

Me: I don't think I have a chance in this life.

G1: What do they need?

Me: Assuming you are a GEM, you need atleast 90,90,80 there. Otherwise they won't even talk to you.

G1: What do you think of their criteria?

Me: Sir it is made by highly qualified professors. They believe if one has been good throughout life, he would be good at institute as well. They value consistency.

G1: Your class 12 score(71) seems low in Maharashtra board.

Me: Yes sir. It should have been 80+.

G1: 89 is good. What happened then 6.6?

Me: At the end of second year I knew sir, I wasn't going to be a metallurgist for sure.

G1 giggles

G1: What specialization will you choose once you get in?

Me: I am going in with open mind. Let's see which ever suits me.

G1: What in case you get in all 3(L,FMS,XLRI). Then what would you choose?

Me: Sir I haven't asked that question to myself yet. Let me see the offer letters first, then I will think.

G1: No. You have to make a decision right now. Make it objective like you have done for that answer.

Me: That answer was written after some research Sir. I haven't done the research for this yet.

G1: What data do you need?

Me: Sir FMS has got ROI but no campus. I would like data on infrastructure.

G1: IIML has the best campus in all IIMs about 200 acres better than XLRI and FMS.

Me: Placement stats. IIML doesn't share placement report. I will have to look at the Inside IIM report.

G1: Placement is important?

Me: Yes sir. I don't believe when people say they don't care for placement. I would be spending 20k on EMI after college. It is important.

Me: Other parameter is XLRI has no reservation. But its fees are too high. L is around 12 lakhs including every thing. Batch size is another parametre.

G1: What about academic rigor?

Me: Sir it's going to be tough everywhere. I have friends at all these institutes and all have the same thing to say. For the first three months, I won't get time to eat or sleep.

G1: What do you come with then?

Me: XL goes to third place. Between FMS and IIML, I choose L over FMS.

G1: Why? ROI is very good at FMS.

Me: Sir when I look 10 years down the line, it won't matter much.

G1: Where do you see FMS and IIML 10 years down the line?

Me: I don't even know what is going to happen to me after 2 months.(All have a laugh). It's difficult for me to say.

G1: Thank you Chandresh. That will be all.

I start walking.

G1: Take your samosa with you.

I get out. I am talking to the next guy.

G1 (Goes to washroom but sees us talking)

G1 to the next guy: Don't worry we are not asking the same questions.

I giggle.

The guy next to me gets defensive.

G1: Are you going to write the interview experience on Quora/ PG?

Me: Only if I get in.

G1: Not in the other case?

Me: No Sir.

**Verdict: Converted**

## Interview Experience – 50

**Date : 1<sup>st</sup> March 2021**

**Panellists:** Two professors (P1 and P2)

\* Had a horrible GD, so knew wouldn't make it. But fortunately did convert the call in the end\*

**The Interview:**

**P1:** Hi! Please take your seat.

**Me:** \*nervously takes my seat\*

**P1:** \*sensing that\* Don't be nervous! Here, take a cookie. We are normal people.

**P2:** The nervous part comes later. \*grinning\*

**Me:** \*smiled and totally ignored P2's remark\*

**P2:** Tell me what "Nihar" means?

**me:**\*happy\* Sir, in my language, it means dew.

**P2:** And what is your language?

**me:** Odia.

**P1:** \*got excited\* Wow! Naveen's state? So tell me who is Kelucharan Mohapatra?

**me:**\*had absolutely no idea. Told myself "tell something funny! funny! fast!" ended up with...\* Sir, I know a lot of Mohapatras but unfortunately I don't know this particular one.

\*both laugh\*

**P1:** You really don't know him. He was such a fine dancer. I once saw him dance and ended up crying after his performance.

**me:**\*poker face\* Sir, he is a dancer for sure!

\*both laugh\*

**P1:** Okay tell me who is Sanjukta Panigrahi?

**me:**\*no idea again but acted as if I was thinking quite hard. This is the time I realised, I ain't making it. \*

**P1:** What's taking you so long? Either you know her or not.

**me:** Sir, I was thinking of a witty way of saying "no"

\*both laugh\*

**P1:** There are lot of "chalu" songs in Odia. \*starts singing one\* Can you sing one?

**me:**\*amazed and impressed by P1's singing skills. I knew a few, but they were too "chalu" to be sung in an interview\* Sorry sir, I am not a "chalu" guy.

\*both smile\*

**P1:** Are you implying I am a "chalu" guy?

**me:**\*Shit! Didn't think about that.\* No sir! I didn't mean that.

**P2:** Which Odia film did you watch recently?

**me:** Sir, I do not watch Odia movies.

**P2:** \*gave a confused look\* Are you one of those "only English speaking"" Odia people like Naveen Pattnaik?

**me:** No sir!

**P1:** Why do you think they changed "Orissa" to "Odisha". I liked the former one.

**me:** Sir, actually in Odia, it is called "Odisha". It was named "Orissa" so that the Britishers can say it well.

**P1:** Have you heard this song? \*starts singing\*

**me:** \*haven't heard that one before\* Sir, I think I got into the wrong room for the interview.

\*both laugh\*

**P2:** Do you know CNR Rao ?

**me:**\*I knew I knew him for sure but didn't get it at that time.\*

**P2:** Do you know who Sachin Tendulkar is?

**me:** \*got the hint\* Yes sir! And CNR Rao received the Bharat Ratna the same year as Sachin.

**P1:** Finally! \*looking at P2\* He gets one right.

**me:**\*smiled\*

**P1:** I see you have an impressive academic record. Why aren't you going for a MS?

**me:** Sir! I learnt in the first semester itself that engineering is not for me.

**P1:** How come you scored so well then?

**me:** It was my duty to do so. So, I did. But it is not something that I want to do for life.

**P1:** But we are losing a good engineer here!

**me:** But we are gaining a good manager here.

\*both smile\*

**P2:** Can I see your folder?

**me:**\*scared. I didn't know they were going to see that. I was holding one just for the sake of holding one. It had everything in it in the most disorderly way possible\* Sir, I didn't know you were going to see that. So, I haven't arranged them properly.

**P2:** It's okay. I think I will manage. We are just looking for areas to ask questions.

**me:** Okay, sir! Open at your own risk.

\*P2 smiles\*

**P1:** How old are you?

**me:** 21 sir!

**P1:** Have you been in love? Do you have a girlfriend?

**me:** \*thinking "is it truly an IIM interview" \* Luckily, a few times sir! And no sir I do not have a girlfriend.

**P1:** Really! How is that?

**me:** Sir, I have this habit of falling in love with all the "already committed" girls out there.

\*P1 laughs\*

**P2:** \*going through my folder\* You seem to have donated a lot of blood. What's your blood group?

**me:** O+

(This was followed by questions on blood donation like how many blood groups are there, what is RH factor, how frequently can one donate blood. He also asked 2 probability questions on that. Fortunately, I could answer all of them)

**P1:** Do you believe in God?

**me:** \*what!!\* Well, sir that depends on how you define God. For me, He is just an answer to a lot of unanswered questions out there.

( This was followed by a discussion on GOD. He quoted a few lines from the Bible on "stripping whores and all" (I don't remember) and asked, why do you think people believe in such a God? why do you think God said that? And then a few lines from "Bhagvad Gita" on the same line. And a few more questions.

\*I marvelled at the knowledge of P1\*

It was a nice discussion and I think I handled it well.)

**P1:** Will you hit your wife?

**me:** \*going WTF\* No sir!

**P1:** Domestic violence has been increasing at a rate of 160%. That means you will hit your wife.

**me:** Sir, I am having a hard time finding one. Do you really think I will hit her if I find her.

\*both laugh\*

**P2:** \*still going through my folder\* You seem to have studied a lot of subjects. \*starts asking questions (rapid fire) looking at my mark-sheets\*

How many types of chemical bonds are there?

Difference between C and C++.

Types of casting.

Difference between SI and CI engine.

(I don't remember a few and I managed to answer a few)

\*He asked me to draw supply and demand graph\*

**me:** \*no idea, just drew some random graph\*

**P2:** What is that? That is for inventory control!

**P1:** \*looking at P2\* Let it go. He will study that in IIM K.

**P1:** Which specialisation do you want to go for? like sales, finance and all

**me:** I haven't given much thought to that. I know we have common subjects in the first 2 semesters. I will decide that then. But, I have heard for engineers, operations management is a good option.

\*both laugh\*

**P2:** Who told you that! Let go, you will know later.

**P1:** What other IIM calls do you have?

**me:** B and I and the new ones.

**P1:** What is your order of preference if you convert all?

**me:**\*Man! I hated that question. I have heard people being rejected over that.\*

**P1:** Be completely honest.

**me:** Sir, that will be a great situation to be in.

\*both smile\*

I will give preference to B, then K and I.

**P1:** How did the other interviews go?

**me:** Bangalore one was fine. Messed up the Indore one. I am surely not going to convert that.

**P1:** What happened in the Indore interview?

**me:** Sir, I was the first guy to be interviewed. I was quite nervous. They asked me a lot of questions on general knowledge. And you know how much strong I am in that.

\*both smile\*

**P1:** Don't be so pessimistic.

**me:** I am not being pessimistic, sir. I am just being a realist.

**P1:** That will be all. Do you have any question for us?

**me:** Ah! yes sir. \*looking at P1\* Sir, Do you believe in God?

**P1:** Absolutely not.

**P2:** But I do. \*Shows his fingers and the rings on them\*

**P1:** If you get time, read Bhagat Singh's essay "Why I am an atheist". He was around your age when he wrote that.

**P2:** And who knows you might write one.

**me:** Then, sir you will be recommending my essays next time.

\*everyone laugh\*

\*I stand up and thank them and show them the cookie they give me at the beginning and say "Finally I get to eat that" and leave\*

## Interview Experience – 51

**Background:**

**Class X:** 96.4%

**Class XII:** 96.6%

**Undergrad:** IIT Bombay

**CGPA (in IITB):** 9.27 (out of 10)

**CAT Percentile:** 99.95 (CAT 2012)

## Work-ex: 0 (fresh graduate)

Other things of note:

I enjoy public speaking and creative writing. Dabble in stand-up comedy and football journalism.

**Date 26/02/2021**

Interview:

Two profs- both of whom I have gotten to know quite well now.

**P1:** "So Abhishek.. good day so far?"

**Me:** "More or less, though I think the next 20 minutes might have something to say"

\*both chuckle meekly\*

\*I chuckle meekly\*

**P2:** "Football blogger who has written for ESPN? You think you're a football expert eh?"

**Me:** "Everything except playing the actual game sir"

**P2:** "You don't play?"

**Me:** "I do as long as the word "play" has an extremely broad definition"

\*both chuckle again\*

\*this time I don't chuckle\* \*mixing things up\*

**P1:** "So you don't play?"

**Me:** "No sir. I write. I'm a vicarious exploiter of the joy of the beautiful game"

**P2:** "Where are Swansea City in the Premier League Table?"

**Me** (slightly stunned): "Umm.. 8th?"

**P2:** "Umm? You're not sure?"

**Me:** "8th. Definitely 8th"

**P2:** "Definitely 8th?"

**Me:** "Definitely"

**P2:** "6th.. here see"

\*shows me laptop\*

**Me:** "I'd like to go back to talking about how well I play the game if that's alright?"

\*both laugh\*

**P1:** "Abhishek why do you want to do management? You have excellent grades- just do research no?"

**Me:** "I can't be a football presenter if I do research"

**P1:** "Football presenter? That's your life goal?"

**Me:** "Yes sir"

**P2:** "But we don't produce sports presenters. We produce managers"

**Me:** "I have no doubt. But that doesn't change the fact that I can't be a football presenter by doing research"

\*both smile\*

**P1:** "Tell me about Biosynth (Project I worked for in IITB)"

**Me:** \*insert gyan about Biosynth\*

\*some more questioning about that\*

\*some more answers\* (it got technical here hence glossing over details)

Finally,

**P2:** "Abhishek I love math. I'm going to give you a math problem. If the volume of a cylinder is fixed, derive the radius and height that will maximize the surface area"

**Me:** \*do the problem\*

\*make calculation mistake\* (realized later)

\*prof doesn't notice or care about answer\* (phew!)

**P1:** "Okay. Thanks Abhishek. Have a toffee"

**Me:** "Thank you for your time"

### Interview Experience – 52

**10/12/Grad = 89/89/69. GEM Fresher.**

**CAT'19 = 99.83% (99.68,98.58,99.40)**

**Date 26/02/2021**

**WAT Topic :** Unemployment due to economic slowdown.

I was the first interviewee of my panel.

The panel was of 3 persons, F (50yrs), M1(55 yrs), M2(35 yrs, alumni).

I greet them, take my seat, M2 asks for my folder and starts reading my certificates.

**F : How do you justify your low percentage in Btech?**

I told them about my various extra-curriculars, my position of responsibilities and my work in the institute's sports fest core team as Finance Head.

**M1 : Why IIM B?**

I had memorised the obvious answer about triple accreditation, alumni base, brand value etc.

But I don't know what happened at that particular moment.

Sir, Can I tell you a story?

**M1 : 2 minutes.**

And I narrated this complete story.

[Harendra Parihar's answer to How much did you score in CAT 2019?](#)

I request you to go through this, you will realize that this was not a just another interview.

I ended the answer with,

The students were shouting, "Joka is not a place, it's an experience." And this was personified by me.

Everyone smiled.

**M1 : Okay Harendra, Now tell me why should we take you, considering you couldn't do well in your graduation?**

This was supposed to be a prepared answer but I don't know why I fumbled. I went back to the first answer and told them about the management skills I acquired during my graduation.

This could have been a better answer.

**M2 : So you were Accounts and Finance Head in the core team of that fest. What were your primary responsibilities?**

I made the detailed budget, kept the account of all finances, managed the hard and soft money, closed the deals with sponsors, led a team of 25+ volunteers, and after the fest, I had to present everything to faculty-in-charge for auditing.

I elaborated on above points, and told them that I maintained an Excel sheet to keep the account of all incoming and outgoing money.

**M2 : So it was a Balance sheet or a profit and loss statement?**

A profit and loss statement.

**M2 : Did you make any profit out of that fest?**

Approx 2.5 lakhs.

**M2 : So what happened of that money?**

It got submitted into the institute's gymkhana account.

**M2 : What is a balance sheet?**

I don't know Sir.

**M2 : Are you placed? What are your other calls?**

Sir I got an PPO through my internship, But I don't want to do that Job. and amongst Old IIMs, I only have a call from C.

**M1 : If you don't want to do a job, then go and keep studying till PHD. (Evil smile)**

Sir I don't want that job, plus I would get a headstart if I start my corporate career after an MBA.

**M1 : Harendra, Do you follow news?**

Yes sir.

**M1 : Who's Coming to visit India?**

Donald Trump.

**M1 : Where ?**

Ahmedabad. (I should have also mentioned Delhi and Agra)

**M1 : When are the presidential elections in USA? Who are the faces from Democratic and Republican party?**

Sir the elections are this year itself. The faces are Donald trump and Joe Biden.

**M1 : How are they elected to be the presidential candidates?**

Sir the senators vote for their party's faces.

**M1 : So Donald Trump is getting support from which states of the US?**

I don't know sir.

**M2 : So When are the elections in Madhya Pradesh? (My college is in MP)**

2022 ( I had no idea, I just uttered a random year, it turned out to be correct when I checked later. )

**M2 : And which Indian states are going to have their elections this year?**

I don't know Sir.

**F uttered in a low, disappointed voice : You could have give us atleast one.**

**F : What are your hobbies?**

Movies, chess, cricket, riddles.

**F : So what kind of movies do you like?**

I do watch every genre, but crime thriller is my favourite.

**F : Favourite Director?**

David Fincher.

**F : What do you like about him?**

His way of storytelling. Not a boring frame, Nothing is predictable till the end.

**F : So What is your favourite way of story narration?**

Neo-Noir. Mulholland drive is a classic example.

**M1 : What is that?**

A discrete way of storytelling. The scenes aren't interconnected. Hitchcock was a genius of it.

(Later realised that scenes being disconnected isn't a necessary condition of Neo-Noir.)

**M1 : But you just said that Fincher is your favourite director.**

Sir the 2 questions weren't interconnected.

**F : But Hitchcock had a linear way of storytelling, his masterpiece movies like psycho, vertigo were linear. Which is your favourite Hitchcock movie?**

Dial M for Murder.

**F : What did you like about it?**

Again, the unpredictability. Psycho was masterpiece because of the era it was created in. The concept blew everyone's mind. But Dial M for Murder was unpredictable till the last scene.

**M1 : So if we don't tell you the murderer till the end, it will be a nice movie for you?**

Sir recently a movie came out, 'Knives out' starring Daniel Craig. They told us who the murderer is in the very beginning, still I was glued to my seat till the very end. It's all about the storytelling.

**M2 : Okay, now tell us about your internship work.**

Memorised answer. Internship was in Market Research and Business Development.

**M1 : So did you use Statistics while playing with the data?**

On a basic level.

**M1 : Tell us the difference between mean, mode and median.**

Told.

**F : If we have mean, why do we need median?**

To understand the data better. To predict the data values. Related the answer with Bschool placement reports wherein we both have mean and median placements.

**F : So you can predict the placements just by mean and median package.**

We also have the batch strength, in this case the number of terms, the highest package, by using all of these, we can have fairly accurate predictions about the individual placements.

**M1 : Okay Harendra, we are done. Thank you.**

**M2 : (God bless him) You only have a call from C right?**

(I had left my seat and wasn't looking at the panel) Only C Values us sir.

**F : (sarcasm) Oh we value Low acads.**

**M2 and I spoke simultaneously.**

**M2 : He has a high percentile.**

**I : No mam, a high cat percentile.**

Done. The panel wasn't grilling. It was a decent interview. This isn't a word-to-word account, but I tried the answer to be as detailed while keeping it as short as possible.

### **Interview Experience – 53**

**Profile: X/XII/B Tech: 97/97/85.8**

**Work Experience: 19 months as Test Analyst in Tata Consultancy Services.**

Certificate Verification was the first process. After a while, we have been arranged in the same room for WAT.

**Date 26/02/2021**

**WAT Topic: Racial Stereotyping in advertisements**

**Time: 30 Mins**

**Performance:** Excellent. Chosen from the selection criteria as online interviews were conducted for few candidates during COVID-19 Lockdown.

I was the first person in my panel. So as soon as WAT was done I have been called for the Interview process. In my Panel, there were Two male Professors(M1 and M2) from IIM Indore.

Once I entered the room, I received a warm welcome from the panelists.

M1: How do you do? Are you comfortable or you just need some time to settle down. (Since I had my interview just 10 mins after my WAT process)

Me: I am fine sir.

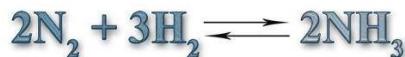
M1: What is your role in TCS?

Me: Explained.

M1: You are a chemical engineer right?

Me: Yes sir.

M1: I will give you a chemical reaction and you find what is it.



Me: Ammonia Manufacture process sir.

M1: What is the name of the process?

Me: Habers Process sir.

M1: What are the temperature and pressure requirements for this process?

Me: I am not sure about the range sir. But high temperature and high pressure are required as I remember.

M1: It is a safe answer. What is the principle behind the process?

Me: Le Chatelier Principle sir.

M1: Can you explain it?

Me: I don't remember exactly sir but it is something about maintaining equilibrium in a chemical reaction.

M1: Whether it is an exothermic or endothermic reaction?

Me: Guessing for 10 seconds. It is a reversible reaction and I guess both involve sir.

M1: Then how equilibrium is maintained?

Me: Just blinking my eyes. Don't know sir.

M1: How the product is removed if it is a reversible reaction at such high pressure.

Me: Maybe the volume can be increased to reduce the pressure.

M1: If the pressure is not high then reversible should take place and you don't get the product right.

Me: Yes sir. I have studied these sir. But I cannot recollect it now. Maybe some catalytic poison or external reagent could be added to slow down the reverse reaction. But I am not sure.

(Grilled too deep in academics)

M1: Okay no problem.

M2: Are you okay with Geometry?

Me: Yes sir.

M2: Find the relationship between the side of an equilateral triangle and the radius of the circumcircle over that triangle.

Me: Tried for 2 mins and gave an equation in terms of radius and side.

M2: Solve this:

$1 + 1/2 + 1/3 + 1/4 + \dots + 1/n$

Me: (Thinking for a min) I don't know the exact way to proceed.

M2: What could be the answer?

Me: Around 2 sir.

M2: Greater than or lesser than 2?

Me: Lesser than 2. it could be 1.999999999....

M1: You are a football player. do you know banana kick?

Me: No sir. I haven't heard of it.

M1: How do you curl the ball?

Me: Explained.

M1: How to exert maximum force in the kick and how the landing foot should be positioned?

Me: Explained.

M1: I am done.

M2: I will give you an extempore topic. 30 seconds to think and 1–2 mins to speak.

Me: Fine sir.

M2: Consider yourself as a train and describe your journey between any two places.

Noted my watch and started after 20 seconds.

Me: Spoke for 1 min 50 seconds.

M2: Thanks and you shall leave now.

Me: Thank you sir.

This is my worst interview experience of the season. You should expect more academic questions in IIM Indore interview even if you have 2yr+ work experience is my take away from the process.

**Time:** 25 mins

**Overall performance:** Very average and grilled in academics.

### **Interview Experience – 54**

**Profile:: 10th-90.25% | 12th-94.20 | grad-83.9%(E.C.E fresher)**

**CAT Percentile-99.16**

**Date 25/02/2021**

WAT topic- Politicians are not respected anymore

There are two panelists, a male in his 40's(M) and female in her 50's(F)

I am called in for the interview

I greet both M and F and they ask me to take my seat

F- Introduce yourself

A-told

F- What kind of books do you read?

A- Earlier I used to read a lot crime and mystery fiction. Lately I have also started reading a lot of historical fiction novels.

F- One book which had a great impact on you.

A- It was book theif. It just made me feel that war is not a solution to any problem. It just brings destruction and sorrow on both the sides. Peace is the ultimate solution

M- So, you are in the final year of your college. Is this your 1st interview?

A- No ma'm

F- How did you come here?

A- By flight

F- How many interviews have you given till now?

A- Ma'am (taking a moment to count), it's 5

F- Oh my God, 5 interviews. Ok, suppose you are my friend what advice will you give me if I am going in for my interview? Tell me 3 advices

A- Ma'am, first of all stay calm, don't get stressed. Secondly remain honest. In one of my other interviews they asked if I want to change my stance so that they could select me but I didn't. So, never lie. And finally brush up your academics

F-(laughing) So you are well prepared for your interview and you have brushed up your academics, there is nothing left for us to ask.

I get silent, don't know how to respond. Kept smiling

F- No no it's not like that. I am just kidding

Sigh of relief

M- So you are Electronics engineer, are you placed?

A- yes

M -Then why not work and then go for an MBA

A- told

F- you said in your introduction that you love making friends. How do you make one?

A- By talking to them on various topics and knowing about their like and dislikes

F-Ok make Sir your friend

A- Ok, so sir are you a professor here

M- yes

A- So do you belong from here or somewhere else?

M- No, I stay here

A- what do you do in your free time

M- I listen to music

A- what kind of music do you like?

F (interrupts)- Ok so now we are your friend. Do you think in an organization being over friendly is good or bad

A- Ma'am in a workplace being over friendly is not very acceptable. Friendship should be maintained but it shouldn't harm your work.

F- (enters into preach mode,gives me a 2 min lecture on how friendship can be harmful for an organization

I listen patiently

A- Sure ma'm, I will keep that in mind. This is also one of the reasons why I want to join MBA, so that I could learn proper behavior and tactics

Meanwhile M is smiling

F - Ok,. That will be all, here have something from the bowl(chocolate)

I took an eclair and thanked them

## Interview Experience – 55

**Grades: X (95.6), XII(95.6), CGPA: 9.2, Top IIT.**

**Two Panelists: P1 and P2 (Both Profs, P1: new, P2: old.). Last one to be interviewed that day. They looked tired.**

**Date 25/02/2021**

P1 and P2 share pleasantries. Ask me if I had talked to people who had already been interviewed. I said, yes, I asked for an overall view but not specific questions. A few clarifications related to the interview form and then we start.

P1: What is a Six Sigma Process?

Me: It is process in which the difference between the mean and the USL or LSL is at least 6 standard deviations.

P1: No, is it not that the difference between the USL and LSL should be six standard deviations?

Me: Sir, I remember otherwise. Moreover, there can always be a process which might have only USL or only LSL.

P1: Have you heard of a 12 sigma process.

Me: No.

P1: So, should it not be the difference between the USL and LSL.

Me: Sir, you have confused me here (Big disaster 1! I am supposed to be the expert here!)

P2: Question on Work Experience Project.

Me: Answered.

P2: Question on work experience Project.

Me: Answered.

P2: Question on Work experience Project.

Me: Answered.

P2: Tell us about your latest work experience?

Me: A half-ass answer. Was expecting them to follow up so I can elaborate. They didn't. (Biggest Disaster!) I have a killer work experience.

P1: Draw a normal distribution?

Me: Drew.

P1: What does the Y axis represent?

Me: It is just a Probability distribution function (PDF). The Y axis is just numbers, no units.

P1: But it should represent something?

Me: It is the measure of PDF, has no units, represents nothing else.

P2: Does it not represent frequency?

Me: No.

P2: What is process capability?

Me: Sir, it is the number of standard deviations between the Mean and LSL or Mean and USL. Explain a bit.

P2: No. Anything else?

Me: You might be thinking of it as the probability of getting a defective item. Showed them the meaning using the normal distribution curve.

P2: No, anything else?

Me: Sir, I cannot recall anything else.

P2: Can you calculate it for us?

Me: Sir, sorry, as I mentioned, I cannot recall any other method (Big Disaster 2! I am supposed to be the expert here. Wanted to get up and run away somehow! Why aren't these guys asking more about the current role?)

P2: Did you take a course on this in under grad?

Me: No Sir. Learnt it on the job.

P1: Okay, I am going to take names and you tell us who they are?

Me: Ok.

P1: Name 1.

Me: Dont know.

P1: Name 2.

Me: Dont know.

P1: Name 3.

Me: Sir, I should recall this name but cannot at that moment (It was K C Rao! Disaster!)

P1: Name 4.

Me: Sir, dont know (Big Disaster 3 !Trying to save the day somehow!). I am not that good with names ( I actually said that with a broad grin) .

P1: Smiling. Ok, let me turn it around.

P1: Who is Gujarat's chief minister.

Me: Still Smiling. Sir, Dont Know.

P1: Who is Madhya Pradesh's chief Minister?

Me: Shivraj Singh.

P1: Who is Rajasthan's chief minster?

Me: Vasundhra Raje.

P1: Full Name?

Me: Vasundhra Raje Scindia.

P1: When was Uttarakhand formed?

Me: 2000.

P1: Which states were formed with Uttarakhand?

Me: Jharkhand and Chattisgarh.

P1: In the same year?

Me: Same year, Same day.

P1: Who built the red Fort at Agra?

Me: Akbar.

P1: Who built the red fort at Delhi?

Me: Shah Jahan.

P1: Who built the Taj Mahal?

Me: Shah Jahan.

P1: Is Delhi a State?

Me: No, it is a Union Territory and is referred to as National Capital Territory region.

P1: How many states are there in India?

Me: 29.

P1: Which is the latest one?

Me: Telangana (Now I remember KC Rao. Dumbass!)

P1: Who is the governor of UP?

Me: Cannot recall (Disaster 4!)

P1: Who was the first chief minister of UP (I am from UP, the interview form said that)?

Me: Ballabh Pant.

P1: When?

Me: 1936. First provincial government. Again in 1946 and continued post 1947.

P1: What was UP known as earlier?

Me: United Provinces.

P1: Why?

Me: It was United Provinces of Agra and Awadh. Came to be called just United Provinces Later.

P1: So, when was Uttar Pradesh formed?

Me: Sir, the geographical boundaries of United Provinces and Uttar Pradesh have remained the same, they just renamed it. I cannot recall when it was renamed. Only Uttarakhand has been separated as a province since then.

P1: Who was the last Mughal Emperor?

Me: (trying to remember the name for 5 seconds. Zafar something. Couldn't. Again saving the day) Sir, I cannot recall the name but he was exiled to Rangoon in Burma after the 1857 revolt and his sons were shot dead.

P2: (Smiling now). Where did you grow up?

Me: Kanpur.

P2: Why is Bithoor near Kanpur famous?

Me: Ram stopped there during his Vanvas, I think. It is a place of pilgrimage. (forgot his sons Luv and Kush were born there)

P2: Anything else, 1857?

Me: Yes Sir, the 1857 revolt.

P2: Explain?

Me: Baji Rao Peshwa the second was exiled to bithoor by the British. He was one of the major leaders of 1857 revolt (It was actually his son, Nana Sahib, but had forgotten even my name by then I guess. :P)

P2: (Still smiling). Was the movie Baji Rao based on him.

Me: I have not watched it but it had nothing to do with 1857 revolt, so it must have been based on Bjai Rao Peshwa the first.

P2: Good. (Looking towards P1). I think that will be all. Best of Luck. Thank you. Have a toffee.

Me: (Smiling. Still wanting to discuss my current role). Thank You Sir. (Took The toffee)

Me: Standing outside the room and staring at the wall.

P2: (Comes out of the room). Where is the rest room?

Me: Down the hall to your left (Start Cursing myself silently and walk away).

**Overall Experience:** No 'Why MBA?' No 'Tell us about yourself?' No discussion on any current affairs topics. The fact that I couldn't recall a few things from my first work ex was the biggest drawback even though it was 2 years ago. It must have left a very poor impression. I was not expecting questions on acads so no surprises there. I expected more questions on my current work ex and AWAT write up.

## Interview Experience – 56

### Profile:

**General, Humanities, Fresher**

**Academics - 95/93.5/8.7**

**CAT'18 - 98.2 percentile**

**Date 25/02/2021**

**WAT Topic:** Capitalism is slowly and inevitably leading to the extinction of the human race.

**Profession Resume Question (For Freshers):** Write about a decision that you made and regret in life. What went wrong? What did you learn from it?

### **Interview Summary**

I was 4th in the sequence. The Panel comprised of two young male interviewers (M1 and M2)

**M1:** Palak, right? What does your name mean?

**Me:** Sir it translates to eyelashes in Hindi and is symbolic for agility.

**M1:** We'll find that out.

**Me:** Sure, sir! (With a warm smile)

**M2:** (Reading my form) Oh, you've graduated in psychology. Well, should we be concerned? Can you hypnotise us? (I was quite accustomed to such reactions by now)

**Me:** Sir, if I would have pursued my masters in psychodynamic therapy, then perhaps. But right now, no I can't.

**M2:** (Visibly relieved) Great! We're safe now.

**Me:** (Glad that a pleasant rapport had been established)

**M1:** Palak, what is schizophrenia?

**Me:** Sir, it is an abnormal psychological disorder which is characterized by a distortion of perception of the physical reality, for example - hallucinations. One may see that which does not really exist. These are visual hallucinations. May hear that which isn't really present. These are auditory hallucinations. May feel sensations in the body in the absence of any real stimulus. These are tactile hallucinations.

Schizophrenia is one of the most dreadful abnormality because there isn't a 100% cure for it as of yet. There are drugs and therapies which can limit it, but not fully cure it.

**M1:** Okay.

**M2:** Have you studied consumer psychology?

**Me:** Not as part of my academic curriculum, but yes I am well versed with the applications of psychological theories in the domain of consumer research and marketing.

**M2:** So tell me, from a company's point of view – what is better? Loyalty or variety seeking?

**Me:** A company would want their customers to be loyal to their products and not easily switch to another product/brand. That is why we see companies investing heavily in customer retention programmes or indulging in incentivization of their loyal customers through innovative loyalty programs/offers.

**M2:** But don't you think variety is important too? Isn't it better if the customer can get access to different types of products instead of sticking to one?

**Me:** Yes sir, from a customer point of view, variety is definitely important. And the companies should be quick to adjudge this need of customers. They should be able to predict the changing market trends, adapt quickly and introduce a new version/variety of products based on the new wants. For example, PepsiCo recognized the need for portfolio expansion as they saw a change in health trend, a move

towards a more organic “good for you” products rather than the seemingly unhealthy snacks. The recognition of this change led PepsiCo to venture into acquisitions like Tropicana and Quaker Oats which proved to be a profitable bid for them in the long run.

**M2:** What do you think is the role of Social Exchange theory in this interaction between the market and the consumers?

**Me:**

- Explained the role of reference groups and influencers in decision making during the purchase.
- Linked it to the premise of celebrity endorsements.
- Gave an example of Nike’s controversial Colin Kaepernick campaign to explain the influence that social forces of in-group & out-group rivalry exert in the process of purchase.

**M2:** (Looking at M1) Okay I must say I’m impressed. (M1 nods in approval and gets the cue to lead the question now)

**M1:** Okay so far we have discussed the subjective aspects, but can you elaborate on a practical manner of measuring the market change? Build a case for us.

**Me:** Built a blueprint of a hypothetical case on behalf of an FMCG company aiming to measure the change in dietary habits of a rural population segment, explained the methodology to be used, the standardised tools to be employed, the sample survey questions and the process. (Discussion on this research case went on for good 4-5minutes, with cross questioning in between)

I do not specifically remember how, but the topic of body language came up, perhaps through one of my answers.

**Suddenly M2 stood up with his arms crossed and clenched tightly near his chest.**

**M2:** Tell me what does this posture say about me?

**Me:** It conveys that you are unapproachable or aloof.

**M2 (Puts his arms on his waist and head high):** And, this?

**Me:** The overarching posture of your body gives it connotations of dominance. It makes you seem like a person who is not very flexible in his dealings.

**M2 (Sits down and stretches one of his hand in front of me with the palm facing upwards)** This?

(His hand was so close that for a moment I felt he is stretching it for a handshake and I had a strong urge to hold it :P But resisted it anyway!)

**Me:** It denotes your receptivity and openness to ideas.

**M2 turns his palm downward with the hand still stretched.** And, this?

(I realised he is just pulling my leg now, so I simply laughed out loud and said I don’t know sir!)

M2 joined in the laughter and settled :D

M1 was looking at my extracurricular achievements meanwhile.

**M1:** What is this Times of India Award?

**Me:** I was awarded the Student of the Year Award by Times of India NIE group for overall excellence in academic and extracurricular achievements.

**M1:** You have mentioned slam poetry as one of your interest areas, tell us about it?

**Me** – Explained what it means, how it is different from conventional poetry and what themes I have performed on.

**M1:** What other calls have you got?

**Me:** All IIMs except B and C, XLRI, IIFT, MDI, TISS, SPJIMR, NMIMS and SIBM.

**M1 and M2** – Alright Palak! That'll be it.

**Me:** Thank you for your time, Sir!

(I stood up to leave towards the door)

## Interview Experience – 57

**Background:-** BBA(Marketing), Average extracurricular, some experience of volunteering and started a business venture during High School.

**Interview reporting date and time:- Date 25/02/2021, 1:25(Zoom)**

It started after waiting for more than two hours. There were two panels one Male (M), one Female(F).

**M:-** How are you Ankit.

Answered

**M:-** Why nervous?

Said

**M:-** Walk me through your personal and professional life so far in 90 seconds.

Gave well-prepared answer.

**M(picked something when I was answering):-** So you started a business tell me about that.

Told

**M:-** Great, In which year did you start?

ANSWERED

**M:-** Tell me about the major challenges you faced.

Told

**M:-** Do you know about Facebook and Jio collaboration?

Said

**M:-** How digitalization has affected buying behaviour?

Said

**M:-** How you can use technology in your business?

ANSWERED IN BRIEF

**M:-** Tell me about the selling model of the big basket.

Described

**M:-** What all sets you apart from competitors in the market?

Answered

**F:-** Tell me about the Marketing mix in the context of your business.

Answered in detail

**F:-** What was your pricing strategy?

Answered

**F:-** If you restart your business now what changes you will make?

Said

**F:-** How your business will operate in metro cities and tier 3 cities?

Answered

**F:-** So you had a subscription model. Why people should commit to the long term if they can buy on daily basis?

Answered

**F:-** How you were convincing people?

Answered in detail.

**F:-** Name a few entrepreneurs from Bihar.

Can tell only one but mentioned how Bihar can be changed from IAS producing state to IAS and ENTREPRENEURS producing state.

**They seemed to be very satisfied. Professor said, "It is great that you started business at such early age, congratulations".**

**Total time:- 21-22 minutes.**

**Everything was smooth.**

## Interview Experience – 58

Background: Production Engineering Final Year student at Jadavpur University, Kolkata.

**Interview reporting date and time:- Date 25/02/2021**

**Day 1:** We were supposed to reach on campus the evening before (March 21) for our documents verification, FPM related presentation (slide-show cum short film made by the current FP students) and a discussion session with the Area Seniors.

**288 candidates** had been called for the interviews (all areas combined, the areas being Economics, Finance and Control, Human Resource Management, Management Information Systems, Marketing, Operations Management, Organizational Behaviour, Public Policy and Management, Strategic Management). The shortlisting was done on the basis of **CAT/GRE/GMAT/GATE/JRF Score, Statement of Purpose (VERY IMPORTANT)** and **3 letters of recommendation** (from Professors, preferably, since it's a research based course).

All interview candidates were provided accommodation inside the IIM C hostels and we had a great time taking a tour of the pretty campus.

**Day 2:** We had to report at 8 am in the auditorium of the New Academic Building where we had to wait patiently for our names to be called for the Personal Interviews.

I had been shortlisted for 2 specializations: Operations Management, Finance & Control. I got called for the Finance interview at first. There were 2 panels. My panel had 3 faculty members (1 old male prof P1, 1 young male prof P2, 1 female prof P3). I was the first person in my panel to be interviewed.

Me: Sir, may I come in?

P1: Yes, but you are a Bengali. Why study Hindi as first language? Oh, and please take your seat.

Me: Explained

P1: You've basically an Operations Management candidate. You've done nothing related to finance prior to this. Do you think we should take you? You must be having your OM interview next. Come, let me ask you some OM questions, as a mock interview for your next interview.

Me: Sir, I have no previous finance experience as such but I follow finance news regularly and I hope during the 1st 2 years I'll be able to learn more about the subject in order to undertake research.

P3: You can read books on finance if you're SO inclined towards the subject. Or maybe even apply for a Master's. Why PhD?

P1 (interrupting): So I see that in your SoP you've mentioned that you're interested in Operations Research. That's fine. But why Total Quality Management?

Me: Sir, TQM was part of my undergrad coursework and I found the subject really interesting. I want to explore more.

P1: In 1984, when TQM first came to India, I was one of the pioneers. Trust me, there's nothing to research in TQM (proceeded to give me an evil laugh, the condescending kind). Do you even know what quality is? Define Quality.

Me: Answered

P1: If I give you a wooden cube, what sort of quality tests will you undertake?

Me: Answered, seemed like he wanted a better answer.

P1: So you have a good enough CAT %ile. Haven't you had MBA interviews?

Me: Yes Ma'am, I just had my SP Jain interview last week and have my PGDBA interview a few days after this, although that has a separate admission test. I have other calls too.

P1: Oh! So you're appearing for MBA, FPM, PGDBA...every possible interview you can appear for! Do you even have a goal? P2, do you have anything to ask him?

P2: What's p-value?

Me: Answered

P1, P2, P3: Thank you very much. You may leave.

My body language was kind of down and I made that clear to the panel I guess.

P1: Don't worry. We don't have any personal vendetta against you. We will grill each and every candidate. All the best for your next interview.

Me: Thank you.

## Interview Experience – 59

**10th — 90.67%(ICSE)**

**12th — 91.04%(ISC)**

**Graduation — 70.67%(Lucknow University)**

**CAT Score — 95.04%ile**

**Interview reporting date and time:- Date 25/02/2021**

**WAT topic — Economic prosperity is more important than Environmental protection.**

I reached the venue at 7:50 am but when I entered the club lounge on 2nd floor where our document verification was to be done, I saw so many candidates were already present. This made me afraid whether I am late or what. I asked a candidate who was sitting there. He was so calm. He told me that I am not late and I am at the right time. I felt relaxed.

Document verification was going on. The people who were doing document verification were from Kerela so they were speaking in their accent which reminded me of my school teachers who were from Kerela. Like they used to pronounce Gautam as Gauuutam. No offence. It made me feel nostalgic. Good old school days ❤

Few document verifications were done but as it was getting late so they decided to finish the WAT first and then they will continue with the Verification. We were given 25 minutes to write the WAT. After that document verification continued. I was little bit afraid because I didn't have course completion certificate but thankfully bonafide certificate worked. And the mam who was doing my document verification was so nice. After seeing my aadhar pic she said, "Is this Rashi?" I just smiled and said yes. After that she wished me good luck and was very sweet.

After my WAT, I went for PI which was to be held at 10th floor. I went along with another candidate. It took little bit time to find out the place where interview was taking place on 10th floor. The floor was similar to labyrinth of Bada imambada. Finally we got our panel. I went outside the interview room and sat on the sofa kept there. A candidate was being girlled and it was audible outside the room as well. It made me quite afraid. Then my turn came and I went inside.

There were two panelists. One male P1 and one female P2. Both were about 35 years of age. I mistakenly called P2 as sir few times due to her small haircut.

Me — Good morning Sir and mam

P1 — Good morning. Were you late? (Smiling)

Me — No Sir

P1 — When did you report at the hotel?

Me — At 8:00 am

P1 — (confused) Then why?....Okay leave. Tell me something about yourself.

Me — My name is Rashi Srivastava, a third year BSc Biology student at Lucknow University.

P1 — You are from Lucknow?

Me — Yes Sir

P1 — Okay

Me — My hometown is in Basti, a district in Uttar Pradesh. I belong to an agricultural background therefore the qualities of hard work and adaptability were engraved in me since childhood.

P1 — Agricultural background means your father is a farmer?

Me — Yes sir

P1 — Okay

Me — Apart from studies I like acting and singing. I got first prize in monologue competition held at Delhi University. I also participated in various singing competitions.

P2 — Why you want to do LSM?

Me — LSM is a blend of liberal studies as well as management. In this we get to study both the things together.

P2 — What do you know about liberal studies?

Me — It is people's study like we get to study about psychology, history, etc.

P2 — It is also taught in traditional PGP as well. I only teach it. Then why LSM?

Me — Main in traditional PGP the focus is not on the liberal studies but in LSM it is mainly focussed on liberal subjects. And it is like a wholesome course.

P2 starts laughing with P1

P2 — (laughing) So many candidates came they told different things but no one said this course as "wholesome".

Me — (laughing) I mean that in this we can study about marketing, entrepreneurship as well as the liberal studies subject at the same time. Also in this program the Rural Campaign and Student exchange program is compulsory.

P2 — Why you want to do MBA being a Biology student? It is like both the things are at 90°.

Me — I am interested in agribusiness management and also health sector.

P2 — Agribusiness we can understand but how health sector?

Me — I gave NEET thrice.....(stops)

P2 — That is a good thing that you failed in NEET still prepared for CAT.

Me — So there is always an inclination towards health sector.

P2 — What you want to do in health sector?

Me — Like medicine and pharmaceutical companies are there.

P2 — You must have heard about AI. What AI is used in agribusiness?

Me — (I was like whattt! AI in agribusiness? Two different domains) I talked about genome sequencing

P2 — How will this help in agribusiness?

Me — If we can know about the diseases which can occur in future in plants it would help us to develop the pesticides accordingly.

P2 was convinced

P2 — Okay I am done

P1 — So you are interested in Agribusiness. Can you tell why the farm laws were repelled?

Me — Sir because in that government talked about buying and selling of crops outside the APMC market.

P1 — But that is a good thing. Then why farmers were opposing it?

Me — It is because farmers kf Punjab and Haryana were APMC markets are well developed were afraid that they won't be able to get the MSP and the private companies might exploit them because it would be outside the control of Government.

P1 — Do you think the subsidies which are provided to farmers are good or bad?

Me — Sir I think giving financial assistance to the farmers is really necessary. But it is still not reaching to the small and marginal farmers. It is mostly given to the farmers who have land more than 2 hectares.

P1 — So it is not reaching to everyone?

Me — Yes Sir.

P1 — Recently government stopped the LPG subsidy. What your views on that?

Me — Sir I don't know about this news. But I had heard about PM ujjwala yojana. I think providing financial assistance to the people who really need is never wrong.

P1 — You must have bought petrol. What do you think about the tax charged on petrol? Is it low, moderate or high?

Me — Sir I don't know but I think it is moderate.

P1 — How much is it?

Me — No idea

P1 — Then how you said it is moderate?

Me — Because it is not in the news. If it were high it must be in news.

P1 — Okay. Do you know about WTO.

Me — Yes sir. World trade organisation.

P1 — How many members are there?

Me — No idea.

P1 — Who are the members?

Me — I don't know but obviously India is there.

P1 — How is it working on Petroleum?(Don't remember what he exactly asked)

Me — Sir I don't know. But as after Russia Ukraine war India increased its import of crude oil from Russia to about 35% from 1%. So the other countries think that India is supporting Russia indirectly despite the sanctions.

P1 — As the price increased to 35% so how is it affecting the Indian consumers?

Me — No sir it is not the price which is increased. It is the import.

P1 — So Indian consumers are benefited by it?

Me — No Sir.

P1 — He asked again something related to petroleum.

Me — No idea

P2 — (laughing) I knew she will again say no idea.

P1 also starts laughing

Me — (laughing) Mam I never bought petrol.

P2 — (smiling) No one buys.

P1 and P2 — Okay we are done. Thank you

Me — Thank you

## Interview Experience – 60

**Background: B.Tech (Mechanical engineering) | Work Experience: ITC Ltd (10 months) | Location: Bangalore (Hotel Monarch Luxor)**

**Interview reporting date:-25/02/2021**

Panel: Panel 5. Two professors (both of them were middle aged, around 40 years old)

**WAT:** India should take a protectionist attitude to resolve unemployment.

**Interview:**

One of the interviewers called me inside. Both of them looked at ease and both were smiling. The one who had called me inside started examining my application form. He asked me to sign and then asked for my folder to look at my grade sheets. I unzipped the folder and handed it over.

**Q1.** So Anik, I see that you have studied at VIT University. Where are you working now?

**Ans:** Sir, I'm presently working in ITC Ltd in the packaging and printing division in Chennai.

**Q2.** Okay. I see that you have mentioned in your role that you are in procurement and you procure board in the form of reels...

**Ans:** Yes sir, I procure paperboard.(I explained in a crisp answer that I procure board in the form of reels specifically catering to the cigarette packaging applications.

**Q3.** Cigarettes? Okay. So do you think selling cigarettes is ethical?

**Ans.** Mentioned that it is. Explained that cigarettes are a huge source of employment for the people. Explained how Indian Tobacco division employs people, Packaging employs people and ultimately the paper mills also employ people. Explain how it adds to the Indian economy. Mentioned that the 85% health warning makes people aware about the ill effects of smoking. So it is down to choice.

**Q4.** You talk about choice. Say i put a blanket ban on cigarettes. Then you are forced to not smoke right? Don't you think that would benefit the masses? No more diseases, no cancer.

**Ans:** Sir, assuming that a blanket ban was put, it still wouldn't affect the tobacco trade as a whole. It would seriously affect the legal trade of cigarettes. But that is only 11% of the entire trade. Chewable tobacco like gutkha and beedis would still exist. The illegal, unregulated trade would flourish and it would be more harmful.

**Q5.** Okay. You studied at VIT right? How were your fees? Reasonable? or very high?

**Ans:** Sir, when I studied, it was pretty reasonable.

**Q6.** (The other interviewer interrupted here) Okay, say your teacher gives you a free choice in VIT to use or not use mobiles in class, then the entire class would be disrupted right? People wouldn't pay attention.

**Ans:** Sir, if the class is engaging enough, then people will pay attention irrespective of the choice they have been given.

**Q7.** Okay. But we are not talking about that. Relate this to an ITC perspective regarding what we were discussing now.

**Ans:** Sir, like you had mentioned a blanket ban of cigarettes by the government. Say the teacher puts a ban on mobile phones, students would still use it during some emergency or just hide and use it. I don't think just forcing someone to do something works.

**Q8.** Okay, I see that you have mentioned your role as procurement. Please explain what you do.

**Ans:** Explained how I order paperboards.

**Q9.** (Cutting me off) So you just place orders as and when you have demand? How tough is that?

**Ans:** No sir. (I explained the entire process, the volumes, the complex planning process etc)

**Q10.** So what kind of contracts do you have in place with these suppliers. You are in contact with them right?

**Ans.** Explained

**Q11.** You are saying that there are no contracts?

**Ans:** Explained that most of the time the customer nominates the board and the supplier. Hence we do not have much leeway there. Mentioned that the price agreement was the contract.

**Q12.** So you haven't gone into depth regarding the contracts.

**Ans:** Sir, I may have missed something. But as far as my knowledge is concerned, I'm fairly sure that there are no separate contracts in place.

**Q13.** Okay Anik. Tell me. What other calls do you have?

**Ans:** Mentioned all my other calls

**Q14.** Tell me about your background. What do your parents do?

**Ans:** Mentioned about my father's business of manufacturing industrial adhesives and said that my mother was a housewife.

**Q15.** Industrial adhesives?

**Ans:** Explained how it was used in conveyor belt joining in the industry.

**My view:** I tried to maintain my composure and ensured that I kept a smile throughout and maintained eye contact with both interviewers. I never lost my smile and I noticed that I didn't fumble and rarely used filler words. The only question where I felt I could have done was the Q11. I should have mentioned that a purchase order is a contract. I could have mentioned terms like CIF (Cost, insurance and freight) and CFR (Cost and freight) and that payment is generally due 60 days from bill of lading.

## Interview Experience – 61

**Profile -Commerce fresher**

**X- 10 CGPA - 95%**

**XII - Commerce - 97.6%**

**Grad - B. Com (Hons.) - SRCC - 8.78 CGPA - 83.41%**

**CAT - 98.64 percentile**

**Interview reporting date:-25/02/2021**

Case -steel company which has partnered with Indian steel company. Both have a focus on green energy and sustainability. but profits are falling and debt is high. What should owner do ?

It was like a fish market barely anybody could be heard. I did put in my points that profit =revenue - cost. So either increase revenue or reduce costs. And also try to restructure debt and use green bonds for financing.

Interview- 2 Male panelists. Both looked old.

Q)what are your interests in life?

- stock market

Q) how is it different from gambling?

- Gambling is based on luck and can't be used to build wealth. With stocks, you can use logic and become owners in well run businesses.

Q) I said interest in life but okay. How do you see yourself as a person ?

- ambitious and hard working. Someone who is empathetic and not irrational

Q) What is the difference between sympathy and empathy?

- empathy means to feel and understand which is not the case in sympathy

Then followed 2 questions on Sikhism. What led to creation (couldn't answer) and what is contribution of guru gobind singh (told about 5 kakkar, guru granth sahib and 5 pyaare)

Q) India is a peninsula?

Said yes.

What does that mean?

Told.

What are the 3 water bodies surrounding India?

Told bay of Bengal, Indian ocean, stammered on Arabian sea.

Q) How many oceans are there? Was naming all of them, could name only 3. But said that there are 7 oceans. (How dumb of me !)

Q) What is China doing in the Indian ocean and why India is not happy?

- First thought they were referring to one belt one road. But they said no. Then I said China is building naval bases in the ocean and India doesn't like it.

Q) What is impact of coronavirus on sensex?

- I started explaining the reason. That factories would be shut and production will be down. Then they said just tell us the impact. Then I said fall.

Q) How is sensex calculated ?

- said free float cap method. Said it means shares x share price to find cap value. And then stocks are given a weight age in the index. Made a mistake and said top 30 companies are taken in the index. And then they asked how frequently constituents change I said 6 months instead of quarterly.

Q) What is P/E of sensex ?

- 24-25. Asked for nifty. Said it was same. Told them I made an educated guess that both move in same direction so P/E could be similar. Don't know if this was correct or not

Q) How do you look at a company. What ratios ?

- Said roce, debt equity, net profit ratio and margin, sales per share.

Asked about RoE and RoA and how is it better told formula and compared both the ratios.

Q) You would have read about marginal costing?

-Yes but I do not properly recall

Q) What are principles and concepts of accounting?

A) Told about concepts. But couldn't answer about principles. Asked if they were asking about golden rules but they declined.

Interview Lasted for 15 minutes. Overall it was a mixed bag, sometimes they seemed somewhat happy with my answers and other times very disappointed. Didn't grill much on acads which was not the case for other Candidates (my interview was the shortest).

## Interview Experience – 62

**Background - B.Tech. Electronics and Communication Engineering, Working in UHG (healthcare insurance) for 3 years as a Business Analyst.**

**Interview date:-25/02/2021**

Started with a Group Discussion.

Topic - Social Security in India.

After the GD, we were called for our Personal Interviews.

3 Panelists, P1, P2, P3.

P1 - Tell us about yourself.

Started with an Extempore. Topic - Kurukshetra, basis my college is NIT, Kurukshetra.

Discussed a lot about healthcare. The limitations of healthcare insurance in Budget 2018. A little statistics.

Why i want to do an MBA? Why not specialized MBA?

Other calls that i have. Which one would i join?

P2 - Thank you and best of luck!

Me - Thank you for your time.

So, FMS has GD and Extempore (which are comparatively difficult), in place of Written Ability Test (WATs) in IIMs.

Mine was much more traditional interview for FMS (Intro, Why MBA, Hobbies etc.) compared to only my work experience in IIM Bangalore, work experience and academics in IIM Calcutta, Static GK in IIM Kozhikode, Hardcore statistics in IIM Lucknow.

That was my experience

## Interview Experience – 63

**Profile 10th/12th/Grad/CAT-2019: 10 CGPA / 96.2 % / 8.419 CGPA (B.com(Hons.), Hansraj College,DU)/ 98.43%ile**

**Interview date:-24/02/2021**

### **Interview:**

There were 2 panelists – M1 and M2. I'll refer to myself as S.

M1: Shrestha, tell us something about yourself.

S: (Talked about my hobbies, PORs, internships, etc.)

### **(Questions from Commerce)**

M1: What is Operating Leverage and Financial Leverage?

S: Answered.

M1: What is the effect of higher Financial Leverage on EPS?

S: Answered.

M1: Suppose a Company wants to invest Rs. 1,00,000 and needs to raise funds for it. Which out of Equity or Debt should be chosen to finance the investment, provided the Company is not heavily leveraged?

S: Got confused between concepts a little and couldn't answer clearly. ☺

M1: What is Beta?

S: Answered

M1: What is SML and CML?

S: Answered

M1: Suppose workers of a construction company go on a strike. Would that be systematic or unsystematic risk?

S: Unsystematic Risk since this issue doesn't affect the entire construction industry as a whole. Also, it can be eliminated to some extent by sitting down with stakeholders and finding solutions to the grievances of the workers.

#### **(Questions on elementary Mathematics.)**

M2: Draw graphs for  $y=x$ ,  $y=x^2$  and  $y=|x|$ . Are these functions continuous?

S: Answered

M2: If there are 100 people in a room and each one shakes hands with everyone else, how many total handshakes will we have?

S: Answered

M2: Given a sequence: 1,2,3,.....49, how do we find their sum?

S: Answered

#### **(Extempore)**

M2: What are your interests and hobbies?

S: Talked about reading novels with the themes of Women Empowerment, Feminism, and Powerful female personalities of the past and present.

M2: Okay, so we are giving you a topic to speak on. You will have around 30 seconds to gather your thoughts and then about 1.5 minutes to speak on it.

You don't have to agree with this topic, personally, but you still have to speak in favour of it.

The topic is, “Technology has done more for the Feminist Movement than women speaking up for the cause.”

S: Dividing this into two parts:

Women speaking up: There have a few examples where speaking up has had a negative impact on the cause, mainly due to differences in ideologies, race, cultures, incomes, etc. Thus, speaking up has, sometimes, backfired due to intersectionality and diversity.

For e.g.: In 2017, around the time when Donald Trump had his inauguration, women around the country decided to do a Women’s March. However, the overall impact of the movement was diminished due to an internecine disagreement between White women and the minority women, wherein white women were advised to support but leave the raising of important issues to the marginalised sections of Women as they have a much more vivid idea of the oppressions and biases towards the community. This didn’t go down well with the majority of white women who felt they were being side-lined.

Benefit of Technology: The most recent example of Technology giving an impetus to the cause of Women Empowerment is the “#metoo” movement. The MeToo movement was started in 2006 by Tarana Burke. However, with there not being enough technological prowess at the time, the movement couldn’t reach many people. Fast forward to 2017, the Harvey Weinstein misconducts brought the movement back into the limelight and it picked up throughout the world with women coming up with their stories of misconduct and harassment. The reason for this global reach was the internet connectivity which brought stories from around the world to people and gave them the strength to speak up themselves.

**(Note:** I personally don’t agree with the topic because it diminishes the contribution of the amazing womxn and allies who have championed the cause by their sheer bravery and courage to speak up. But, as my panelist put it, I had to behave like a lawyer and agree even when I didn’t! :p)

M2: Okay. Thank you

## Interview Experience – 64

**10th (CBSE)** — 10 cgpa

**12th (CBSE)** — 94%

**Graduation** (NIT Jaipur, Mechanical) — 8.63 cgpa

Work experience— 24 months at Hero MotoCorp, Project Engineering department

**Interview date:-24/02/2021**

**Interview (PGPBA):—**

ID verification and exchange of pleasantries. Reporting time was 14:00 and i was second last to be interviewed among 6 candidates in my panel. I had a coffee in the canteen nearby while other candidates were being interviewed and it didn't taste good :(

Was called by the interviewer

2 panelists (P1: About 45–50 F ; P2: Early 40s M)

Greetings.

P1:—Hi Ujjwal; must be feeling tired since you have travelled from Jammu to Bangalore altogether.

Ans: I'm feeling quite fresh since I arrived Bangalore yesterday and stayed with my cousin.

P1:— Good to hear; since you're fresh, we won't hold back in QA.

Ans: Smiled firmly

P1:— Please introduce yourself.

Ans: Standard introduction.

P1:— Most of the candidates don't leave job while preparing for CAT, you on the other hand left in September. Any particular reason?

Ans: I'd left my job primarily to prepare for RBI exam and gave CAT as well as a contingency plan ( was expecting grilling since I was grilled before in IIM L )

P1: Fair enough, why do you want to join this course

Ans: I have always had an interest in mathematics and I aspire to leverage it in the analytics profile to help build greater businesses by providing them with insights that I would have fostered in the college.

P1: Have you studied anything about ML or AI

Ans: I've completed 2/3 courses from Coursera on Mathematics for Machine Learning

P1:— From which University and what were those 3 courses?

Ans: Imperial College of London and the courses were- Linear Algebra | Multivariate Calculus | PCA. I've completed the first two courses.

P1:— What is PCA?

Ans: (Nervously) Principal Component Analysis and gave its basic definition and told this one is pending

P1:— What are eigen values and give their interpretation?

Ans: Thanks to 3 Blue 1 Brown, gave a satisfactory explanation and physical interpretation.

P1:— Cost function in Linear regression techniques.

Ans: Gave standard equations and their meanings and drew graphs while telling the learning rate and all....

P1:— How and why do you diagonalize matrix?

Ans: Told confidently

P1:—(Asked Two calculus questions on maxima minima)

Ans: (1 was easy and other was of moderate difficulty- solved both)

P1:— Asked about singular value decomposition.

Ans: Took pen paper and gave fairly simple answer

**Over to P2-**

P2:— Who is the Union minister of commerce and Industry?

Ans: Mr. Piyush Goyal

P2:— Name a major scheme that he introduced during his tenure.

Ans: (After thinking for about 20 seconds) ONDC

P2:— What is ONDC?

Ans: (Again took 15–20 seconds) Open network for digital commerce and then it's roles.

P2:— Can any person trade using ONDC?

Ans: I don't have clear idea but if i were to guess then it would be a yes since purpose of ONDC is to facilitate E-Comm.

P2:— Tell about Russia Ukraine war and it's impact on Indian economy.

Ans: Gave a decent answer ( He cross questioned on demand supply mismatch economics)

P2:— What happens when Fed increases rates?

Ans: Again a standard answer.

P2:— What was the SVB crisis that was in the news recently?

Ans: Told the answer ( Had watched the Think school video on SVB crisis just the day before)

P2:— Has the abrogation of Article 35A been in favour of your state?

Ans: I was in favour and gave supportive views (but he told that I'm making up and not giving concrete answer which tbh was true indeed 😊)

P2:— How are the conditions in Ladakh after it separated from J&K? Are the locals happy?

Ans: (Again i made up my own answer and he quoted the same although he didn't grill me)

P2:— Thank you

This is all from my side.

P1:— Any questions for us

Ans: If i convert the call, what should I study beforehand to make my life easy in the campus since I've heard that people here can't manage a good 6+ hours sleep.

P1:— Laughed out and said just take a chill pill and fret not, even if you've studied some courses , you still won't get much sleep because of partying and all

I told that I'm not a party guy at all and prefer a good jumbo sleep over partying and all.

P1 said that you'll change, don't worry; and get accustomed to it pretty well. As of now, enjoy what little time you have before the commencement of the course.

## Interview Experience – 65

**Profile: 95/97.2/86.5 NIT/HPCL 19months/CAT17- 98.56**

**Interview date:-23/02/2021**

Document verification, followed by Written Test on: "**Why make in India when we can buy cheap from China?**"

Panel of two male members.

P1: So you are from Guwahati?

\*goes through my form and speaks to himself\*

P1: Engineering from NIT Durgapur, which branch?

Me: Sir, Mechanical.

P2: You have worked in Aviation? What do you do there? Is it related to anything core?

Me: Explained my work.

P2: What do you think about people going for engineering when core jobs are less?

Me: Agreed. Said it has indeed become a stepping stone for students to pursue a suitable career after they graduate. Told about dearth of manufacturing in India and focus only on services.

P1: How is aviation fuel different from the other fuels?

Me: Told about chemical and physical differences.

P1: What principle is used to fly a plane?

Me: \*finally!\* Can I use a paper Sir? \*lectured\*

P2: Have you followed some news about corruption in fuel?

Me: Told about corruption at my level.

P2: Do you read books?

Me: No sir, I read less. I choose a movie over a book.

P2: Interesting, but why?

Me: It saves my time, though I lose some content. Just a personal choice Sir.

P1: Name a movie.

Me: Angels and Demons.

P1: What is it about?

Me: Blah Blah.

P1: What is antimatter?

Me: \*How on Earth do you remember about antimatter in the movie?\* Explained roughly.

P2: Questions on function, domain, statistics.

Me: Didn't answer well.

P2: Must have been a long gap right?

Me: Yes sir.

P1: Who is the CM of Assam?

Me: Told.

P1: Governor?

Me: \*dumbface\* \*Why man, why??\*

P2: Why the name Guwahati?

Me: Guwa means Betel-nut. Haat means market.

P1: What do you do in free time?

Me: Told.

P1: Do you follow news? What is going around?

Me: \*think, think, when was the last time you read the newspaper\* Yes I do. Spoke about the Ball Tampering news.

P1: Can you relate it to the plane-flying?

Me: Oh yes, explained.

P1: What will happen to our exporters if Rupee gets stronger.

Me: Tried to answer.

P1,2: \*Not too happy with my explanation\*

## Interview Experience – 66

10th / 12th / btech : 93.07 / 80 / 76

CAT : 99.61 (overall)

VA / DILR / QA : 96.57 / 99.45 / 99.27

Panelist: 2 male & 1 female . Let's say M1, M2, and Maam respectively.

M2 didn't utter a word for the entire duration. He was keenly listening & observing.

M1: Going through my documents he asked 'tell us something that you don't want us to ask you'

Maam: It's a tough one right? with a smile.

Me: Suprised at the question I smiled and started thinking. Meanwhile, M1 was flipping through the documents. I noticed him looking at my experience certificate as a faculty. Pointing towards the document I said "that one sir" and with a smile, he said "okay".

M1: Looking at my personal data form " so after Btech you worked at Pidilite post that you had your own QR then a stint as a full-time faculty then as a part-time faculty... could you explain?".

(He seemed very confused or I would say unhappy and it was quite visible.)

Me: Tried to explain what I did and why. But he seemed unsatisfied.

M1: "Mere dimaak ka bharta ban gaya hai".

Me: I didn't know how to respond but somehow the reflex action took over and with a wide smile I said "KUI SIR" ... yes in Hindi.

(Maam chipped in as a savior and explained duration wise what all I did. I saw she had noted everything on a piece of paper while I was explaining.)

M1: What is your view on the reservation being asked in Maharashtra? answer being specific to a state like Maharashtra.

(I didn't quite get why the question was asked. It was not a recent news at all.)

Me: Gave a diplomatic answer without picking a side.

M1: You speak like a consultant giving a bird eye view. take a side and give 3 reasons why so.

Me: sir its tough to take a side and I reiterated some of my earlier said points.

Maam: Ohh it was your birthday yesterday.

(Everyone wished a belated happy birthday. I said thanks and then continued.)

Maam: Okay, tell us about your QSR business experience.

Me: Told. But kept it short.

Maam: Right from the beginning. Who all were involved, logic behind location selection, product..... I mean everything.

( I was happy because now I was in my comfort zone. We discussed it for about 10 minutes. I would say I had a good conversation. Was happy for the moment until M1 chipped in.)

M1: Ankit would you answer my previous question. Take a side and give 3 points. Be specific to Maharashtra.

( Now I felt like running away. Truly speaking I was about to take a side but somehow maintained my neutral stand. Although this time I pitched in some numbers specific to Maharashtra and made my previous answer slightly number based.)

M1: Rehne do.

Maam: If given a chance would you like to change your decision of leaving Pidilite? why so?

Me: Yes definitely. Answered to why so in detail. Pitched in my why MBA in the same answer.

Maam: I see you have entered "n" in your personal data form where you had to mention your extracurricular activities. why so?

#### 10. Extra Curricular Activities

Sl. No.	Nature of Activity	Level	Honours/Award & Prizes
1		College	n

Me: ( with all innocence look I could manage). Maam I found it confusing to put in certain school and college-level events with proper drop-down options for level of competition. So I entered all my extracurriculars in the next section which said “any other usefull information”.

Maam: Looking at M1 and M2 “We should take note of that. It should be rectified in next year's form. Thanks, Ankit”

( I felt so relieved !!)

Maam: Given a situation wherein during MBA you have a good idea and a team. Would you choose to work on the idea.

Me: yes but this time I believe I'll take much more informed and calculated decision.

Maam: Vo keeda abhi tak hai matlab.

Me: Nodded with a yes.

Maam: I think we are done. Do you have any questions for us?

Me: (with a smile and humble tone) No ma'am but if I make it to Calcutta I'll ask questions in the classroom.

As I was leaving I was asked to have something. I picked a mentos (finally the fantasy of getting a toffee after interview was complete).

Verdict: Converted!!!

## Interview Experience – 67

Xth- 89.40 (ICSE)

XIIth-92.25 (ISC)

Grad- 8.36 (BTech in Electronics and Communication from NIT Jamshedpur)

Work Ex- About 2.5 years in a telecom firm

CAT Percentile – 99.45

Interview date:-22/02/2021

**Essay and GD topic-** “ Should India continue with the space missions when there is so much poverty around”

(Easy topic. Gave relevant points. Spoke a bit nervously but aggressively. And most probably the interviewers sized me up then, and there only.)

**Interview-** 2 dusty old profs.(P1 and P2) with serious nerdy looks.

**Me-**(With a smile on my face and a shake of my head) Good Morning Sir!

**P1-**(Staring right into my eyes and using an indifferent tone) Sit down!

**P2-** Give me your file.

**P1-** So what are the 3 laws of motion?

(Now they might have read my form beforehand so they knew that I was an engineer. Supposedly a very easy question but I was expecting few warm up questions to start with)

**Me-** Sir 2nd

law of motion is blah blah...3rd

law is blah blah( Forgot the first law and was hoping that he misses the count)

**P1-** So what about the first law?

(Now, an engineer forgetting the first law of motion seemed like a pack up. But, the game was still on)

**Me-** (Looking into different directions) Sir, Actually I am not able to recall at this very moment.

(P2 was still browsing through my mark sheets and certificates and giving me occasional looks)

**P1-** Ok you entered through that door behind you?

**Me-**(A bit surprised) Yes Sir! ( So what did he expected me to enter through?)

**P1-** So as you entered you pushed the door behind you and initially the door was moving fast but just before closing it slowed down.

**Me-**(I was liking the plot of the question but was still wondering what exactly it was) Ok, so?

**P1-** Then can you tell me why it happened? Feel free to use the paper in front of you. You can derive relevant equations to prove your point.

(Not knowing what exactly to do, I jumped into the question. Drew a free body diagram of the revolving door with all the forces. Conserved energy and momentum. Balanced equations vertically and horizontally. I knew I was nowhere near the answer. So I was waiting for their response while still pretending to write something)

(In the meantime both profs had inched forward and were giving me a nasty stare as If I had asked for their daughter's hand in marriage.

While P2 noticed that I have made a complete mess of my equations, he finally decided to say something.)

**P2:** ( Sharing looks with P1 and me, blurted out with a smirk on his face and loads of sarcasm) Sir, he is an engineer!

**Me:** (I needed a comeback) Sir, actually I am an Electronics Engineer.

**P1:** Ok , so can you explain me the equations of Higgs Boson particle?

(Now I really thought that this is that moment where we all stare at each other for few seconds and burst out into fits of laughter. I even smiled a bit awkwardly to confirm whether it was a joke or not.)

**P1:** (Unperturbed, pushing the paper towards me) Continue!

(Despondently I took my pen and drew a big circle and wrote 'PARTICLE' in capitals inside it.)

**Me-**(Racked my brains hard to remember anything related to Higgs Boson) Sir it was named after the Indian scientist Satyendra Nath Bose and is also known as God's Particle.

**P1-** Irrelevant...Leave it. Ok, Tell me can you see the sunlight coming into the room through that window?

**Me-**(Excited by the possibility that he has changed the theme from Physics to Philosophy) Yes Sir!!

**P1-** So, does sunlight has mass?

**Me-** ( thoughtfully) Yes Sir!

**P1 and P2 together** – (with bulging eyes and a shock in their voices) Sunlight has mass??

**Me-** ( Got a bit nervous as I don't like old people shouting at me) Yes Sir!

**P1-** Explain.

**Me-** Sir Sunlight is a wave and wave has energy. According to Einstein's  $E=mc^2$  , energy can be converted to mass.

**P1-** Einstein's equation talks about mass getting converted to energy and not the other way round.

**Me-** Sir, Actually according to a recent discovery energy can be converted to mass under certain conditions.

(For the first time I thought I gave a satisfactory response)

**P1-** Can you explain Raman Effect?

**Me –** (Talked about Light Diffraction when it is actually about Photon Scattering)

**P1-** No that is not Raman Effect...So tell me something about yourself?

(Finally they remembered to ask that)

**Me-** (Told them)

**P1-** So what about your family?

**Me-**(Told them)

**P1-** (Shocked) You have 6 children in your family?

**Me-**Yes Sir!

**P1-** Are you counting cousins also?

**Me-** No Sir!

**P1-** So tell me about them, what are they doing?

**Me-**(Told them serially about each brother and sister. They were patiently listening to the whole lineup)

**P1-** Ok, so what is the advantage of a big family?

**Me-** (in a flash of a second) There is no advantage of a big family!

(Now that was the second pack-up moment for me. I broke the golden rule- I should not talk anything negative about anyone, more so about my own family. So I needed to qualify my response)

**Me-** Well if you have a family business or something, then a big family might help. For normal service class citizens, it doesn't.

**P1-** So, you think your family size was a disadvantage for you?

**Me-** (In a serious tone) Again, I come from a humble middle class background. My father worked at TATA MOTORS and he was the sole earner in the family. He provided us all the education we needed. My mother was the main driving force behind us and today we owe all of our successes to her. Together we faced all kinds of problems as a family and probably much more. There were times when we had no idea of what the future held for us. In such uncertainty, it was very easy to succumb to mediocrity or worse. A lot of things had to be sacrificed in the hope of a better tomorrow. For what I have seen growing up, I cannot say a big family was an advantage for me.

(There was a moment of silence. Both P1 and P2 were looking at each other for the next question. Again P1 chose to ask)

**P1-**Ok so do you read poetry?

**Me-** Sometimes.

**P1-** Do you remember any?

**Me-** I read a poem called 'Upagupta' by Rabindranath Tagore in my ICSE days.

**P1-** So what was the theme?

**Me-** (Told them)

**P1-** Can you recite a few lines?

**Me-** Sir, it was a free verse. So I don't remember the lines as such.

**P1-** Are you talking about English poetry?

**Me-** Yes Sir.

**P1-** Ohh! I thought you were talking about Hindi poetry. Name any Hindi poet.

**Me-** Premchand

**P1-** (Sternly) Premchand was a story writer. He never wrote poetry.

(Oh! That was Bluff #1)

**Me-** (Remembering one from my ICSE books) Sir! Bhagwati Charan Verma.

**P1-** Ok, recite any poem of his.

**Me-** "Yeh Kadam ka ped agar hota Yamuna teere...."

**P1-** (with a quick retort) That is not a Bhagwati Charan Verma poem!

(That was Bluff #2. These guys were real good)

**P1-** Name any other poet.

**Me-** Kabir!

**P1-** So recite few lines.

**Me-** "Kal kare so aaj kar. Aaj kare so ab..."

**P1-** Good. So do you follow this principle?

**Me-** Yes Sir!

**P1-** So, why are you doing MBA after 2.5 years of work-ex. Why didn't you do it straight after engineering?

**Me-** (Randomly) Sir! I wanted some financial independence before I could do my MBA.

**P1-** Ok fine. Have you heard of Javed Akhtar?

( He asked that question because my name is Khalid Akhtar)

**Me-** Yes Sir!

**P1-** So what is the greatest achievement of Javed Akhtar?

(Javed Akhtar had recently won some National Award. Probably that was the reference)

**Me-** Sir! He wrote scripts for movies like Sholay and Deewar!

**P1-** (smilingly) So you think that is the greatest achievement of Javed Akhtar?

**Me-** Actually he also wrote lyrics for Refugee and Border!

**P1-** Leave him! Tell me about any other popular Akhtar.

**Me-** Farhan Akhtar!

**P1-** No Any other.

**Me-** Sir! Shoaib Akhtar.

**P1-** No not that Akhtar. What about 'Begum Akhtar'?

**Me-** (As Begum means wife, I thought he was referring to Shabana Azmi) Yes sir, she is a Rajya Sabha MP...

**P1-** No No No! I am talking about Begum Akhtar- the melody queen of 1970s.

(Then both of them looked at each other amusingly as if she was their common crush)

**Me-** No Sir .No idea.

**P1-** Ok. Leave it. Tell me something about NITIAyog.

**Me-**(Told them)

**P1-** Expand NITI.

**Me-** National Institute for Transforming India.

**P1-** Why is it called an 'Institute' when nobody is getting admission into it?

**Me-** Sir, NITIAyog is there to replace Planning Commission. Any Planning requires Research. Any place of research is known as an 'Institute'.

(I thought that was a very logical answer for a very illogical question)

**P2-** (Showing a paper with a 3X3 matrix written on it) Can you inverse it fast?

**Me-** (I knew how to do this, so I jumped into solving it)

**P2-** No! Do it fast! Look at the question.

**Me-** Sir! It will take time. I can explain you the steps if you want.

**P2-** No! Do it fast! Look at the question!!

(I looked at it properly. Probably some rows were getting cancelled)

**Me-** Sir! The determinant value is zero and hence the inverse doesn't exist!

**P2 and P1 –** (Together) So you asked the answer from someone else ?

**Me-** No Sir!

(Both P1 and P2 stare at each other and ask me to go after taking a cookie from the plate)

### Takeaways

- 1) There is no right answer or wrong answer. They want to see your approach.
- 2) Show a positive attitude of solving questions. Don't give excuses.
- 3) When answering an HR question, try to be honest. They can easily catch you.
- 4) Be calm and composed. Try to make it look like a conversation as far as possible.

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