CATKing SP Jain

WAT PI Workbook

Congrats on Getting an SP JAIN Call!

How to use this workbook?

This document is a consolidation of **36 SP JAIN, GD-PI Experiences**. These were consolidated from various online sources.

SP JAIN GD and PI were 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 – These are the exact terms of Writing test assignments conducted across various IIMs.

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Summary- What SP JAIN looks for?
- Excellent Profile with versatile interests
- Work Experience is a Good Asset
- Extracurricular and Co-curricular activities give you an edge
- Group Interview Evaluates Candidates on Qualities of – Focus, Clarity of Thought, Learnability, Level of Optimism, Ability to handle pressure, Decision-making skills, Discipline

Prerequisite
- Application Form to be Submitted based on Past academics and Work Experience and basic MBA questions
- Resume (not mandate but always good to carry)
- Original Documents along with photocopies

Insights – Psychometric Test:
- Swift Analysis Aptitude is a standardized computer-adaptive test that leverages the best-in-class psychometric technology.
- It measures verbal, numerical, and diagrammatic reasoning as applied to the modern workplace. It measures workplace reasoning and working with complex information representative of managerial work content in the business environment.
- Its focus on predicting workplace performance makes it a preferred choice amongst graduate recruitment programs in many companies.

Insights - WAT
- Time Allotted is 30 mins along with psychometric Test
- They look at your thought process and planning

Sample WAT Topics -
- Who is better, a person with breadth or depth of knowledge?
- Explain your leadership skills

Insights - Interview
- **Interview time** - 20-30 Minutes.
- **Interview Panel Details** – 3 people
- **Interview Type** – The institute releases a profile-based shortlist even before the CAT results are out. The interviews are conducted in groups and depend on how well you can represent yourself in a group. There are two rounds of interviews after the psychometric Test.
- **Interview discussion Pointers – (as per experiences of last five years)**
- The first two questions tend to make or break in the first Group Interview at SPJIMR.

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- Remember that you answer the question aptly within the time limit set by the evaluation panel (generally 1 minute).
- To succeed in SPJIMR, you need to be very thorough with your answers and be quick so that the image doesn't go to the faculty as if you are framing the answer.
- Remember, in SPJIMR, they give you limited time to answer (generally 1 minute for one question), failing to adhere to which the panel moves on to the next candidate. Hence, be quick, crisp, and transparent in your answers.
- Be completely prepared with anything and everything on the form.
- They will go into details of everything you speak about in the interview. (level1- what do you know about the Indian Economy level2- what do you think about GST, level3- how has GST affected the sector you work in).
- One can chip in when the panel is interviewing other candidates on the panel
- It is okay if you are anxious and need not portray a brave face; being honest with your emotions is better.
- Be prepared to answer everything about your work experience or your favourite subjects if you are a fresher.

Contents

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Interview Experience – 1

SP Jain Interview Experience – Kolkata (12:45 PM Slot)

Pre-Interview Process

Reached 20 minutes early for verification, which was just a simple face check—only a photo ID was needed. After that, we were given 20 minutes to read a case study.

The case was about an entrepreneur's take on financial freedom, arguing that chasing it in your 20s is a bad idea. Instead, he suggested either living with parents to save money or managing expenses independently, highlighting the pros and cons of both approaches.

Group Interview 1 (GI-1)

My panel had five people and was led by two professors—one from HR (female) and the other from Finance (male). The HR professor spoke the most.

It started with introductions, and they kept interrupting to dig deeper into specific points.

Since I'm a fresher in my final year of engineering, with no formal finance background but shortlisted for PGDM Finance and PGDM BM, I was asked:
• Difference between shares and bonds
• What are preference shares, and how do they work?
• Which finance courses have I taken, and what was my favorite?
• What was taught in that course?

The finance professor asked technical questions, while the HR professor gave a consulting scenario:

"You're a CFO and your company has made a good profit. Would you distribute it as dividends or reinvest in R&D?"

Since most others had work experience, they were asked about career transitions and why an MBA.

A finance candidate was asked:
"How would you assess a company's financial health without financial statements?"
He couldn't answer, so it was passed to me.

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Throughout, the HR professor kept calling me by other names, possibly to test my attentiveness. Also, they kept asking for opinions on others' answers.

Final question:
"Despite high salaries, employees are quitting jobs more than ever. If you had to ask a CEO two questions about this, what would they be?"

At the end of GI-1, three out of five from my panel moved to GI-2. Overall, 50-60% of candidates got eliminated in this round.

Group Interview 2 (GI-2)

We were rearranged into new groups, and my panel now had four people.

First task: Introduce yourself without mentioning your resume—so a different intro was needed.

Three main questions:
1. Ethical dilemma – You have a business idea to connect kidney donors with recipients. Is this ethical? Would you pursue it? If yes, how?
2. Case study stance – Where do you stand on the financial freedom case study?
3. Leadership challenge – You lead a team of six. One person is brilliant and innovative but lazy, unpunctual, and lacks discipline. What do you do?

Unlike GI-1, cross-discussion was allowed, but it was better to be strategic rather than interrupt unnecessarily.

This round was much more chill, mainly to see how well we justified our viewpoints and how confidently we stood by our decisions.

Interview Experience – 2

SP Jain interview Experience -

Kolkata (12:45 PM Slot)
The case was about ceos, should we put the whole blame of failure on top executive as he gets extreme pay out and his responsibility is to take decision and steer the company through hurdles.
(no paper was given for taking notes, need to memorize everything mentally)

GI-1
5 poeple panel. Four ops and one marketing guy. I was one of ops.
Started with normal introductions, then asked about work ex, cross questions come and they were checking if everyone was attentive throughout the interview.
Time taken approx 1 hour.
Questions :
How you did process optimization,

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How you check qualities, what are the parameters.
What are the statistical way you check.

Given two business scenario -
1. Suppose your friend wants to open a startup and ask for your opinion. How will you react, what are your advice, like market extension or leave the thought. (you can take any assumption you want)
2. Suppose you are going to pitch for a real estate company investors and you have a idea that will connect dots between real estate company and remote works. You tell what ideas you have.
3. A different case given to a ops girl that, what kind of companies will face problem with gig worker and how you will solve it.

For GI - 2
Introduction then, they asked 3 things you like and don't like about Nirmala Sitaraman, Manmohan Singh and then moved to case study and what are your opinions and how. The round was less ethical and more about your knowledge of business and market.

Interview Experience – 3

SP JAIN Interview Experience - BANGALORE Location

Slot-9:45 AM

Panel: 5

Panelists: 1 Strategy Management Prof, 1 IM Prof, 1 Alumni

Students: 5 (All had calls of BM, 3 had IM)

09:45-10:15 ID Card Checking

10:15-10:35-Case Study Reading

Case Study:

Adam is a young employee at an after-school learning institute that offers both group and private learning experiences. As a senior leader, Aman is responsible for overseeing personnel and resources while reporting to the institute's owners.

During a parent meeting, the parents of Judith, a student enrolled in group learning, express concerns about the limited scope of group sessions. They request that Hannah, a highly skilled and well-liked instructor, personally tutor Judith to ensure better learning outcomes. However, due to financial constraints, they are unable to afford private lessons.

Adam empathizes with their situation, as he also comes from a background of financial hardship. A few days later, he receives a pair of highly sought-after tickets to an exclusive musical event from Judith's parents, one of whom is a program manager at the event. While they present the tickets as a token of appreciation for Adam's dedication to his work, he suspects that it may be an attempt to influence his decision regarding Judith's instructor assignment.

Adam faces an ethical dilemma. On one hand, declining a gift can be perceived as disrespectful, especially in certain cultural contexts. On the other hand, accepting it could compromise his integrity and create a conflict of interest. He also has the authority to adjust teacher allocations, but he understands that every child should be treated fairly and given equal opportunities to benefit from available resources.

He must find a way to navigate this delicate situation by honouring cultural norms, maintaining fairness, and upholding the best interests of all stakeholders.

11:25-12:15-G11

P1: TMAY that's not from application (Some people did mention they studied from here and graduated from here and still got selected, but do mention few things not from application)

P3: Tell me a situation where you disagreed with your manager (Asked to everyone)

P2: So have you watched Pushpa. (specifically to me)

Me: No Sir

P2: (**Proceeds to explain the sandalwood business flow in the movie). Explain the entire supply chain here.

P2: As a developer, how will you track the logistics.

P1: As all of you are from BM and IM calls here, which one would you prefer and why.

P3: So How does each of your companies get their revenue from.

P3: If you will be given a sales job, Will you take it. Explain.

Finally Panellists asked if we had any questions to them.

Later I waited for 15-20 mins.

4 out of 5 got selected. I was the only one to get rejected. There were groups where only 1 of them got selected, so it totally depends on your performance.

Panellists were pretty chill and it was more of a conversation than an interview

Learning: Be thorough of what you are talking. Have in-depth knowledge of everything you are mentioning.

Few other questions asked to other students as far as I remember.

As you work in an NGO which focuses on spirituality, if you had to make an mobile app, how will you create that business? How can you make money from it.

As a Data Scientist, explain what is LLM, Blockchain

The student mentioned something about fixing false positives in her work. The panellist asked is it better to fix false positives or negative, why did you not fix false negatives.

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Interview Experience – 4

Shortlisted for PGDM-BM
Background btech cse, 28 month work ex in IT

case: NETFLIX GAINING RIGTHS TO VIEW WWE RAW

GI 1: questions asked to me
about yourself not on our resume and cross question regarding that
my job role
which role i want to pursue in future
i mentioned finance so asked which subjects I studied regarding that, i mentioned self prepared
asked than explain things i studied
explained all financial statements and how we can use for companies financial positions

Gi 2: same tmay not in resume cross questions on that
case discussion
one mentioned pets so asked all about pets do environment dirty when taken for walk , our views
financial malpractices, and our views

Interview Experience – 5

(01-02) 10:45 slot.
WAT : Have you ever received feedback that you did not agree with?
Personal Interview
P1
M1
1. Tell us about yourself.
2. Why MBA?
3. Do you manage the portfolio via an AIF ? (I mentioned about it in first point)

4. Why not an AIF?
5. Why not add CFA after your name? (I have completed all 3 levels)

M1
- continued with other candidates for roughly 20 mins ,
- Freshers were asked about fav subjects and then questioned about it.
- Work ex guys were asked about MBA and job related questions.

F1
Started with 3 other candidates then came to me .

1. Why MBA (again, because I have CFA)
2. How would you benefit from an MBA?
3. Career path and future goals after MBA?

Since its 1st Feb, what is the significance of this budget and what do you expect from the same?
Overall, not a lot of technical questions.

Gi -2
1. Pretty much relaxed
2. No intro no technical stuffs
3. Just a conversation in the first 30-35 mins , situational questions. Twisted the questions for every member.
4. Then direct questions as to significant achievement, thing that makes you happy,
5. What do you dislike about either one of your parents?
(about 15 min)

Overall it took 5 hours.

Interview Experience – 6

Personal Interview:
WAT – Is intuition relevant for business decisions? State examples to support your answer.
Candidates – 5 students - Marketing, Finance, BM

GI 1
Questions (to all) –
- Introduce ourselves and also you can state something that is not in your form.
- Then asked questions from this intro.

- Workex people about their work ex.
- I had AI tech experience so I was asked if AI will reduce jobs or not.
- 1 marketing girl was asked to prepare a marketing campaign about stents and criogel tech in India (biotech bg, she mentioned these in her intro)
- Then I was asked to contribute additional points to her answer.
- What is marketing?
- Finance guy was asked about some basic ratios.
- One finance guy was asked to list down his assets and liabilities if he joins SPJIMR.

Very chill panel. No grilling at all.

GI 2

- What do you think this GI 2 is all about?
- Should we take it? Why should we take it? is it a make or break for you if we stop taking 2 GIs. Why should we not automate the process and save everyone's time.
- All about background.
- Ours became about family background and female empowerment. What have you witnessed and what have you done about it.

Interview Experience – 7

Personal Interview

GI1:

5 candidates with operations and BM specs, all having work experience. 3 panelists, all male.
Starting with 1 minute intro for all five with no cross questioning. Then asked about work experience individually and cross questioned a lot by one panelist.
Then some general questions like what next if not SPJIMR, preference between ops and BM and why, and like so.

GI2:

3 made through out of 5.
Questions were mostly situation based in this round.

WAT topic: Do you agree or disagree that the internet has made our society better. Give examples

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Interview Experience – 8

Profile: 6th Feb Delhi Spjimr experience: (Ops call, GNEM, 30m work ex, 14 months ops relevant)

 WAT - Should the entertainment industry be regulated and censored by the gov or it restricts artistic freedom?

GI1: Panel was 3Ops 2IM
All panellists were with work ex, so there was no tmay, no acad or current affair, everyone was questioned around work ex and role and cross questions were also about work related only.

3/5 went to GI 2

GI2 was majorly conversational, but questions were around:
Q1- Suppose we are meeting at a railway station, what would we talk about.
Q2- Loyalty v switching institutes-from a professors pov
Q3- Who knows you the best, and one strength they would say about you
Q4- Would you rat out a friend if in a group assignment you all were caught plagiarising but he was the one who actually plagiarised?

Interview Experience – 9

Personal Interview

GI-1

- There were 6 people in our group. 2 were absent🥳
- Amongst remaining 4, we were 2 guys and 2 girls
- I had IM and BM calls (18 months work ex) , two had marketing (Fresher and one with 7 months work ex) and BM and one had Finance call (Fresher) .

- the 1st question was to introduce yourself with something apart from what's on the application form.
- The guy had a family business.
- Asked us how we will help him grow his business through our respective domains.
- Then one of the panelists asked me about my work ex and what I want to achieve through MBA. There was somewhat cross questioning to the marketing and finance Fresher girls as to why the specialization and why MBA.

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- That's it. It was a very chill interview. It was a discussion rather. They really want to know if you're passionate about the specialization you've applied for. And how you explain that you're a good fit for that specialization.

GI-2

- Me and one marketing girl (Fresher one) qualified for GI2.
- It was a very unique discussion. No form B related, no WAT related. One of the panelists was reading our WAT but didn't ask anything about it. He asked for our stand on geopolitical issues which are currently going on. Russia, Ukraine and Israel Palestine. Asked us to take sides and defend it. Other panelists asked us to introduce ourselves at the university abroad by imagining ourselves as final year students of SPJIMR. That's all.
- The entire discussion revolved around which side russia/ukrain, israel/Palestine you would choose and why.

I would advise to be very specific while you answer. Be very precise and crisp. Extra blabbering would put a bad impression and panelists will get bored.

All the best ✌️

Interview Experience – 10

Personal Interview
WAT - Should testing of beauty products on animals be banned?
GI 1

Candidates - All Finance, One Ops
TMSAY not on your form

- What is mosaic theory?
- GIBS?
- Sharpe Ratio
- Regression
- What is portfolio management
- Bond pricing
- Dream role
- Dream company
- Career link to why MBA and why finance for each and everyone
- Today a company posts great results but tomorrow filed for bankruptcy. What could be the reasons?

Detailed questions regarding work ex for everyone but none for me.
Few questions about hobbies mentioned in the application form

Interviewers were cross-questioning everything you answer for every single question. Super stressful interview but I guess they were more interested to see how we handle the stress, and not the answers to the technical questions. If you don't know anything please tell you don't know, every reply was being cross questioned twice.

GI 2

- What is the meaning of your name?
- Long discussion on paper based vs digital office places. Is it good, why/why not?
- Rest all questions were from Form B and WAT
- 2-3 questions on the answers to Form B and WAT
- G12 was very chill, exactly opposite to G11.
-
- Every transcript I have read before mentioned that they weren't grilled in G11, this was the case today too except for my panel. Lot of technical questions and extra detailed discussion on work-ex, super stressful interview - please revise acads really well. I prepared general FM questions reading the transcripts before and this came as a surprise for every group assigned to my panel. Better to be prepared for the worst

Interview Experience – 11

Venue : Bangalore
Background: CS, 27 months as SDE
WAT: Why is using animals for testing in the beauty industry wrong? Suggest other ways to do this and should the work a rounds be mandatory?
GI 1: pgdm IM

- F1 - Information management department chair, M1
- F1: All of you TMAY in 1 min.(Answered)
- F1: Explain a little further about your project
- Me: Explained
- F1: What does your application do exactly? And what is the sector that you are working on ?
- Me: Explained. Sector was personal wealth management.
- F1: So who uses your application? I assume it is end users?
- Me: No Ma'am, it is used by bank employees to onboard, track and analyse customer data. Explained how we get data and how the processes are automated and how it helps the bank employees.
- F1: What are the contents of the spreadsheet that you are using as an input?
- Me: Explained how I can access SIT, UAT sites and meddle with it but I only have limited access to production since it is a client project. And named as many fields as I could remember in test data.
- F1: So you don't know what you are working on?

- Me: Not like that, I am working on the back end technology so I am well versed with it. Explained my contributions in technical development.
- F1: So your company doesn't train people based on what they are going to work on? Did you go through any training?
- Me: Explained how there are different kinds of hires and how some of them are only required pass an exam to be allocated to a project.
- F1: So, you think you don't have to go through training before you join a project?
- You don't think that knowledge is necessary?
- Me: It is necessary and we should know about it.
- F1: Who is your CEO?
- Me: told
- F1: How would you profile your company in business sense?
- Me: Told the industries that my company sells products and services.
- (Over to M1) No questions.
- Candidate 2: (Data analyst) Questions on clients, revenue, what tools are used, why they store client data on a cloud, why shouldn't they store in a cloud, how would he design a metrics dashboard etc
- C3: (Worked on legacy software/main frame, manufacturing) Questions on specific tools and blatantly told that he should quit because of his tech stack.
- C4: (contract life cycle management) Drilled down on tools and specific terms, industry players, how it works and where do they source their data from.
- C5: (Disaster management and recovery-cloud) Lot of technical terms discussion like RTO, RPO, Hot hot, cold cold, backup storages, how to recover from a bank outage etc.
- C6: (Cybersecurity) same as others tech, tools, specific terms, industry partners etc
- All of the above were asked by F1 and at one go. M1 asked why mba to C5,C6 and about other b school calls to everyone.
- Everyone except C3 made it to GI 2.
- GI 2:
- F1 - Strategy and HR
- M1 - Operations
- M1: How was GI 1, was it stressful?
- One said yes, others explained how they felt
- F1: What do you think we are asking here?
- All of us said cultural fit and 2 candidates said ethical.
- M1: But ethics is judged when someone does something right? And do you think we can judge your cultural fit in this 20mins? Anyway All of you must have prepared answers.
- We agreed with him
- F1: How would you describe yourself? No academics, no work things

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- Me: I am an ambitious person, a dreamer who not only dreams but works towards achieving it. I like teaching so I would say I am continuous learner. Agile (Not in a physical sense but in a software sense) I would start with whatever I have and continuously improve myself from there.
- F1: So any siblings? (Asked all of us)
- 3 said no.
- F1: How do your parents feel when you are away from them for work or study?
- Everyone had almost same answer that parents prefer staying together but do what's best for the kids.
- F1: What would you do if they are not able to take care of themselves anymore? Would you recommend a gated community (not nursing home) where similar people(including relatives) live with medical supplies?
- Me: There is everything that they need physically and medically.
- But emotionally they will feel left out staying away from their children and that gap is harder to fill.
- 2 candidates had the same answer as me, 2 candidates refuted saying that how being with similar people is easy.
- M1: Something your company does that you hate or unethical?
- Question was directed to 3 candidates and they answered like politics, safety etc.
- M1: Have you faced any discrimination at any point of time at anywhere? (Directed to the only female candidate)
- She explained that she hasn't personally faced any discrimination.
- M1: What is the thing that bothers you the most in today's society? (To everyone)
- C2 (Female) : Talked about Gender discrimination, how women are restricted in corporate because of personal/ professional prejudice.
- Me : Polarity and how it is increasing day by day, whereas other issues such as betterment of underprivileged and discrimination are at least getting a minuscule better as we move forward.
- M1: What are the causes and how to solve this?
- Me: Economic disparity, political agendas, lack of education and awareness as causes. Proper education and awareness, practising as a society as solutions.
- C5: peer pressure explained a scenario.
- F1: Do you think gender diversity points are justified? When should it stop? And where should the change begin?

Me: it is justified because there are visible indications that women are underrepresented and we should update the diversity policy as we move forward and based on the conditions at that time. The change should start from the family itself.
- F1: So you would lose your seat to her because of diversity points?

- Me: Yes
- F1: Do you have a female cousin? If yes, how would you convince her family to let her go to work?

- Me: I would have a discussion with my cousin to know her preferences. If she wants to work, I would gather her husband, parents and in-laws opinions and analyse what is the problem. I would explain the benefits and address concerns to her family.
- F1: you think you can convince them?
- Me: I am not sure, but I will try my best.
- Everyone had similar opinions and said they would lose their seats to that girl.
- The female candidate shared some personal experiences.
- M1: What did you expect us to ask you?
- C1: more about work
- Me: A general discussion where I could see how others think and how I vary from them.
- F1: So not any specific questions?
- Me: No Ma'am, since this round is very subjective, my opinion and yours could be different so there are no hope for the right answer.
- All others said that they hoped to have a general discussion.
- Questions to the faculties: C5 asked about abhyudaya and if they will expand the program.
- F1: This is a program to nurture mentorship qualities of SPJIMR so no expansion.
- Me: What is the difference between Abhyudaya and DoCC, both are restricted to children welfare? Or other issues as well
- F1: DoCC is not restricted to children welfare, it is performed based on the respective NGO's needs.

Interview Experience – 12

Date- 14/02/20
Slot- 2 pm
Cat percentile- 96.71
Profile cum score-based Call for finance specialization.
I got there around 12. My slot timing was 2 pm, but since everyone got there earlier and finished the document verification, we started the wat and psychometric Test by around 1:15 itself.

Psychometric Test: this is just around 15–20 statements for which we have to state how much we agree with it. A few examples of the statements are
I believe in fate.
I often cry as an adult (not the exact statement, but it was similar to this)
I feel uncomfortable when I see others express emotion (this is also not the exact statement, but it was similar)
I don't believe there's right and wrong here, so be honest. We also have to select six statements of our choice and explain why we agree or disagree with them. I spent a little too much time on this. We get 30 mins for both the psychometric Test and wat.

Wat topic- how can India adapt in times of political uncertainty?

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There was a writing pad on the table to make rough notes, but I didn't have time to make a rough draft for wat by the time I finished the Test. I wrote that they should not make any significant announcements, not take sides unless necessary, not take any critical loans, etc.

After this, we had a 10 min break and split into groups for our GI 1.

I was in a group of 6. I was the only girl. One boy was still studying but also working part-time. Besides him, I was the only one there with no work experience. The panellists were two male professors; one from finance, one from operations. I will denote them as PF and PO. PF was a little harsh, and PO was friendlier. As soon as we went in, PO said he wanted this to be more like a casual discussion than an interview and asked us to relax.

PO started by showing us a small bottle of water and telling us he would ask us questions relating to that. Then, the interview started.

The first guy in my panel was shortlisted for marketing specialization. He was asked some basic tell me about yourself type questions. Then, they asked him to develop a marketing strategy for bottled water. He mentioned feasibility analysis and a B2B model.

The next candidate was for operations specialization. He was asked about the production to distribution process of the water bottle.

Next was me. Instead of asking me to tell them about myself, they asked me to mention three highlights from my life. I just started my well-rehearsed. Tell me about yourself answer, and PF stopped me and said they know all this and asked me to say something else. I mentioned that I was school second, and PO joked and asked me if I loved studying, to which I replied yes. Then I mentioned that I used to do social service activities in school and said that SP Jain also has such activities. Now, this is when everything went downhill.

PF-. But all the students say they're good at studies and like social service.

I said I also am good at studies and like social service.

PF- but we're not looking for "also." We're looking for something that sets you apart.

I stared at the interviewers. There's nothing that sets me apart or makes me a better choice than the other candidates. I had no idea what to say.

PO- okay, just tell us something that's not on your form.

You mentioned that I'm an avid baker and took part in bake sales in school and college, and how this pushed me towards business. I accidentally said that earning my own money that way motivated me to continue to make my own money.

PO- which field in finance are you interested in?

Said investments primarily. Said I wanted to be an investment banker.

PO- okay, so this bottled water company is new. How will you raise funds for it?

I said I'd approach an investment banker or venture capitalist with a proposal.

PO- and what is in this proposal?

Said that it has proof that our product will do well in the market and the data from the feasibility study and demand surveys

PO- what is a feasibility study?

I didn't know beforehand, but the first candidate had spoken about it, so I repeated what he said.

PO- okay, so tell me exactly what is in this proposal?

It can have the company's history, feasibility study, etc., and details of funds raised so far.

PO- if you're a venture capitalist, what would you look for?

Said I'd look at proof of demand…he cut me off and said, enough about demand; you're in charge of finance, not marketing. *gulp*

PF- the company's asking for 50 crores. Will you just give it to them?

No

PF- what will you check then?

I'm not sure.

PO- okay, think about it, we'll come back to you.

The next candidate was also for marketing. He was asked about segmentation. He explained it in general and concerning the water bottle.

The next candidate was for finance. He was an engineer, so he asked about why MBA and finance a lot. They asked him why not just do CA and asked him the difference between CA and MBA finance. He answered, and they asked me also to state the difference. This, I could answer well. They asked him what IRR is. He started saying, "it's the rate of return when Net Present Value is zero…" and they cut him off and asked him to make it simpler. Then they asked me what IRR is. I said it's the rate of return expected from an investment. They then asked him how IRR is used. He couldn't answer

They then came back to me again.

PO- so where were we?

PF- do you know what lease is?

Yes, vaguely.

PF- do you know the different types of leases?

No, I don't know.

He then asked me to explain a particular type of lease. I don't remember the name. I didn't know what it was.

PF- where is net loss recorded on the balance sheet?

And I said, sorry, it's deducted on the liabilities side of the balance sheet. I purposely didn't mention what it's removed from cos I couldn't remember, but the next question he asked is what it's deducted from. I thought for a long time, and PF said, it's okay, don't worry about it, and I said no, it's deducted from capital. PF said, what are you saying? And I said sorry, sorry, sorry, I just wanted to say something. In hindsight, I shouldn't have apologized. It is deducted from the capital for a sole proprietorship, so I wasn't wrong.

With this, the interview was over.

The first and last marketing guy and the operations guy made it to GI 2.

Interviewee experince: I was gutted that I didn't make it as SP Jain was the institute I wanted the most. Then again, even I wouldn't take me in after that horrible interview I gave. I usually don't get nervous, but I got flustered after answering the first question itself badly, which is what led me to make silly mistakes and apologize so many times. The questions my panel asked were heavily related to our chosen specialization. The guys who

made it through knew their subject matter well, were calm, and most of all, didn't give the interviewers even a sniff of anything wrong about them. I think this is very important.

Interview Experience – 13

Profile 96/86/76 (10th/12th/grad-mechanical).
General Engineer Male. CAT - 97.5 %le., 30 months' work ex as a field engineer.
Due to GEM and a slightly lower CAT score. SPJIMR, MDI-G, NITIE, All IIMs except BLACKIS.
SPJIMR was the best on the list.
Now SP Jain gives two types of calls.
Date - 5th February 2021.
Slot - 11 am.
As soon as I joined the Call, my IDs were checked. After Id verification for everyone was done, we proceeded for WAT.

WAT was conducted online only. We received the link for it on our student dashboard portal. Time was 20 mins. We were explicitly told to submit the WAT after you are done because there was no auto-submit. So, make sure you give proper attention to all the instructions provided.

WAT Topic - What is your favourite season and why.
I couldn't thank my stars enough for having such a simple topic.
As it was a relatively simple topic, I completed WAT in 18 mins and submitted it.
After this, the admissions team grouped us in the 4–6 students batch for our GI-1.

Group Interview 1-
Questions asked to me-
1. Introduce yourself.
2. what is your job.?
3. what is a reverse supply chain.?
4. what challenging situations have you faced.?
5. Were you travelling even during lockdown due to your job?
6. What do you do with your free time?
7. how to handle customer pressure (related to my job)? Why MBA?

some questions for other candidates-
1. What is fascinating about the stock market?
2. what is the P/E ratio?
3. there was one singer in my group. Why MBA if you are so much into music?

The panel was pretty chill—no stress at all, no grilling. Just be calm and composed. If you don't know the answer, say no politely. It is okay. But please do not fake something which you haven't done. They will catch it instantly, and then you are in a bad, wrong position.

We were 4 in the group. Three made it to the second round.

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Group Interview -2 -

Here are some questions which were asked to me and were passed on to other candidates in sequence-

1. What is your opinion about Dasharatha?

2. Kohli had applied for paternity leave when his team needed him the most; did he do the right thing?

3. You and your management know one of your subordinates is better than you, so would you fire him to secure your position?

4. If you found your classmate copying, would you report him?

● all said yes

● counter ques- he is your best friend, and if you write him, he would be expelled from college. Would you still report him?

● all again said yes

● counter- you know he is very, very poor and due to some circumstances, he is copying otherwise he is not like this. would you still report him?

● all still were with yes

● counter- now tell me how many of you have reported anyone till now

● some said yes, and some didn't.

5. what is your favourite character from Mahabharata? But some people were not familiar with the topic. So, they dropped it off.

Okay, you all can drop from the Call.

Interviewee Experience: Overall, very smooth process.

What worked in my favour for GI-1 was being thorough with the answers. The panellists were impressed with my job, and it was smooth.

For GI-2, the only advice would be to be true to yourself. There is no preparation for this stage, so what you would have done as per the questions asked matters. The panellists were pretty chill. It was a good conversation. And do not speak unless and until you are specifically asked to. For example, if some other candidate gives a very vague or stupid answer, do not jump in and try to answer. Wait for your turn.

Now some last tips- Be thorough with your opinions. As I mentioned, many times, questions are asked in a round-robin fashion, and also, you might be requested based on the responses of other candidates, so be a good listener. Don't try to be over-smart and double-guess the panellists. Don't stare here and there when others are talking. Take an interest in the conversation. Keep a smiling face throughout.

If you keep these things in mind, there is a high possibility of you getting through. If you have put in the effort, have worked on yourself, you will sail through.

Verdict: Convert in the first list.

Interview Experience – 14

Profile-based shortlist for the Information Management Specialisation.
Profile ->

Class X: 90.57
Class XII: 93.00
Btech (CSE): 9.24 DGPA (2016 pass out)
Work ex: Infosys (Software developer for 29 months)
Co-curricular and extracurricular: average to above average.
CAT Score: 98.62%ile (97.26%ile - 98.49%ile - 95.26%ile)

Location: Pride Hotel, Bangalore.
1 a) Psychometry Test: 2 sets of 9 questions each where we had to explain the answers of 3 questions each from each section.
1 b) WAT: Explain your leadership skills
Both had to be completed within 30 minutes.
Group Interview 1:
Three-panel members: M1 (old male professor), M2(alumni), F1 (old female professor)
Six candidates:
B1 (Information Management)
B2 (Operation)
B3 (Marketing fresher)
G1 (Marketing fresher)
G2 (Finance)
Me (Information Management)
I will share the questions they asked me.
F1: Introduce yourself in 1 minute.
M1: What is AI? (Answered)
M1: Difference between ML and AI?
M2: Difference between ML code and a normal code?
F1: What is Artificial Neural Network?
M2: What do you do in Infosys? How are your clients?
F1: Difference between cache and cookie.
M1: What is digital marketing? How will you help G1 (marketing candidate)
M2: Explain blockchain technology
M2: One strength of Infosys and one weakness that you would like to change
F1: Why are there delays in the project? How can you solve them?
Done
Qualified for Group Interview 2
Two ethical case studies were given to us (5 members) by 2 panellists (One of them was the chairman of SPJIMR PGDM), and the discussion went on for 25 30 minutes.
Q: One quality you would like to change about your parents (Discussion for 15 minutes)
Q: Ethical scenario which involved Steve Smith and David Warner

Q: Any questions for us.

Thank You.

VERDICT: Converted in 1st list.

Interview Experience – 15

Date: 18th February 2020

Call Type: Score Based (Marketing)

Background: Startup (ADOFIX -12 Months + ADOFAST-18 Months) + 6 Months TCS + BMS (Finance)

CAT Score: 99.49 %le.

Acads: 81/87/78

Reached Venue 90 Minutes early as instructed. Got documents verified.

Psychometric Test + WAT (Total Duration 30 Minutes)

WAT Topic: Tell us a social stigma that you want to be changed? Opinion.

Wrote about women's independence while choosing their own path.

After that, we were divided into 5 for Group Interview-I (Duration 25-30 minutes very chilled out)

Penal: P1: Male (Dasssyy in the early 50s) + P2: Female (Charming and very calm in early 50s)

Candidates: 2 Ops (Both Male + Engineer) + 1 Fin (Male + Engineer) + Mkt (Me + Female Non-Engineer)

I was tagged as 1 in my panel so it started with me.

P1: Tell me about your acads, interests, and some more relevant things.

Me: Told

Same question to everyone.

P1 to Fin Guy: Tell me why finance? What role you are looking for? Have you tried anything to learn the basics of finance? Why not Coursera's well-structured courses? What did you encounter in finance that made no sense for you? Tell me about your work for the US government? What do you think about the situation in India (Poverty)? Why we are comparable? What are some Indian govt's initiatives? How does Currency devalue?

P2 to Fin Guy: Why the US is in a better position than us in fighting poverty? What did you want to do about this issue?

P2 to Female Mkt: Why marketing? Which advertisement made you very happy? Which one you did not like, why? Is every petty advertisement bad? Give me examples?

P1 to female Mkt: Which subject in your graduation amazed you most? Tell me about it.

P1 to Me: So, what did you do at TCS?

Me: Told

P1: Why did you leave?

Me: Talked about ADOFAST's launch date and gave my reason.

P1: You have already taken entrepreneurship and continuing that will just hamper your chances to score good CGPA. Will you leave your venture or what?

Me: Talked about my continuation plan.

P1: Three main management skills as a founder?

Me: Told with experience.

P1: What you are thinking about placement? Will you seat for it or not?

Me: Gave three scenarios with assumptions. Attending placement in one.

P1: Which subject you liked most about graduation?

Me: Told. Explained David McClelland's Need Theory.

P2 didn't ask me any questions. She was just observing me throughout the interview.

P2 to Ops Guy-1: Why Ops? 3-4 technical questions on the combustion engine, clutch, etc as he was mechanical? What subject made you most happy while learning at graduation time, why?

P2: Ops Guy-2: Same questions and some follow up questions.

P1 to Fin Guy: Any financial ratios that you know? Explain the Debt-Equity ratio and why is it calculated?

All of us got selected for Group Interview-II

Panel: P1: Male (late 40s probably faculty) + P2: Male (Accent + mid 40s + Trying to be funny)

Candidates: Me + Same Fin Guy + One Unknown Guy + One Female

P1: Asked what we had in the break? Everyone answered. Some jokes around costly canteen food.

P1: Asked me to explain the ethical dilemma situation that I mentioned in the form of the passport office.

Me: I had two horrible experiences, one was a police station and one in the passport office related to bribing but I was not able to recollect which one I mentioned in that form. I told the passport office one.

He interrupted me and told me that you may have written a different story here.

Me: Talked about the police station and how I didn't pay any bribe rather helped him some other way.

P1: Don't you think it's a bribe?

Me: Talked about the policeman's niceness while talking and I did not want to indulge in bribing so that was the only way I could get my work done.

P1: Asked everyone about their view.

P2: Asked each one of us to come up with a similar bribing case but large-scale implication.

Everyone asked for some time and I knew this could be an opportunity.

Me: Gave an example of hotel owners giving expensive gifts, sweets to FDA officers to avoid a hard time.

P2: Do you think, is it right?

Me: Took stance against it and explained how it will set a dangerous precedent which will just result in a bad culture.

P2 visited everyone for their cases. One of them mentioned Electoral Bonds.

P1 to Me: Don't you think most of the party's funds come from industrialists?

Me: Of course, yes.

P1: What's your opinion about politicians attending parties, the birthday of these celebrities and businessmen?

Me: Talked about our current status on corruption. How these politicians especially those in power can influence the system to benefit them. Also told why politicians should set boundaries which they already have. How we can also have a special body scrutinizing these events.

P1 to Fin Guy: What did you write in your WAT? Opinion.

Where the unknown guy talked about fear of failure as a social stigma is the most important issue as ~80% are in business. He also mentioned that it is a more important issue than reservation and inequality.

P1 to Me: What you wrote and what's your opinion about what he is saying.

Me: Gave a summary of my WAT. Gave an example of me interacting with very few female founders and also an example of women making it big after fighting against families & societies. On against unknown guy I said it is about priority. For me, women not being able to take their path independently is a more important issue than fear of failure.

Then the female candidate gave her case telling how seniors take credits for subordinate's works without giving any credit, which hampers promotion. (Though it was not even close to bribing case)

P1 to everyone: what would you do if you are in the position of that subordinate?

I don't know why but everyone said that they would raise a complaint to other seniors. Where I mentioned how it may not work as seniors may team up against you.

P1 to Me: What would you do?

Me: Gave a process were talking with that person to ask for credit, then moving to HR, then complaint redressal committee and if needed outside support like NGOs, or legal route.

P2: Gave an incident where a group copied some parts from its senior's presentation for assignment submission. What's your opinion?

Everyone gave their answers.

Me: I first tried to divide it into two cases wherein one coping adds value and in another is a kind of plagiarism, which should be punished.

P2 to others: What will you do as a faculty?

P1: Let's say if there is just one person who copied and others are innocent and now others are opposing for any kind of punishment?

Me: Told what groups mean and how everyone should be collaborative. Also told how it is a failure for a group if they did not know what's happening in their group.

Everyone gave different opinions like punishing guilty and not innocents.

P2: Let say, one person comes and takes responsibility for plagiarism then what?

Everyone agreed on punishing him and giving credit for others' work except me where I told him why the group is needed and why we can't award any points if that reason is not fulfilled.

P2: What is your suggestion?

Me: Talked about asking all of them to take another course or assignments carrying equal credits

P2: So, you want to increase the burden on the faculty. No issue.

P1: What if there is a group of very smart people who practice plagiarism and agreed with themselves about the sequence of taking responsibility if get caught?

Everyone gave their opinion.

Me: First I told how it is impossible to know in the case of the first submission. And even if it is done regularly, it will take a lot of effort of a faculty (because he had just trolled me for increasing his burden). And if by some effort we can track that then we can punish each one of them.

P2 to everyone for their opinion on what I just said: Everyone gave.

P2 to Me: Any closure that you want to give.

Me: Was confused about whether it is related to the current discussion or a very general question so I just asked to which he replied on the current discussion. I told how there is a specific motive behind every course and assignment and how we can ask the innocent people who didn't copy to take alternate courses or assignments which fulfils the same motives. As it will not burden any faculty and will also give them another opportunity to prove themselves as I was still against awarding points if your group's result isn't good.

Verdict: Waitlisted

Interview Experience – 16

Date: 25th January 2020
Location: SP Jain Mumbai campus
Profile
Xth 93.1
XIIth 88.2
Grad NIT Kurukshetra 82.71%
CAT 2017 99.51
work ex 19 months in Jan 2018.
Location: SP Jain Mumbai campus
Call type: Profile, Operations Management

Group Interview 1
4 persons in my panel

PANELIST1: U all had your lunch as it is going to be some grilling interview…
All of us smiled and braced ourselves for impact.

PANELIST2: Introduce yourself using something that is not written in the form
We all did but with such an exhaustive form of SP it was a difficult task

PANELIST1: What are your views on Tesla's manufacturing set up in China why India was not chosen?
We all pitched in one at a time wherein i started and related it somehow to my field as to why it was a good decision and how can India compete for those spots in future.
Somehow news was mentioned by PANELIST1 in her answer

PANELIST2: What are your views on App based news to Print based?
Pitched in 2nd after PANELIST1 ended and discussed about the different target mindset they both aim, M1 sitting to my left gave some good point about his experience in Bhutan and how news apps helped there.

PANELIST2: Asked why MBA question to everyone

Related it to my experience in job and about my 1-month job experience at France.

PANELIST1: Asked me about my exp and nature of job i did in France.

Other guys were also asked some questions based on their Profiles.

And it ended. Total duration 20–30 mins. No grilling was done as was implied. Verdict all of us got selected for Round 2.

Group Interview 2: two males, professors

total duration 30–40 mins

PANELIST1: (I was the only guy in the panel with 5 girls PANELIST1 joked that I might be uncomfortable I replied as to be more comfortable.)

PANELIST1: One thing which you want to include and one which you want to eliminate from your personality

STUDENT: talked about my athletic laziness which I want to eliminate and include a skill to be a big picture guy.

PANELIST1: A situation you were trapped in an ethical dilemma

STUDENT: Talked about an incident in college fest.

PANELIST1: Would you have an employee who aligns with the company's value but lesser incompetency or an employee who is highly competent but does not align with the company's value.

STUDENT: Was last to pitch in but made sure that my answer had a good structure.

PANELIST1: Which company do you admire and why?

STUDENT: I talked about TATA tea because of its 'Jago re' campaign and the social causes they take up in that. They cross-questioned.

 Verdict: Converted

Interview Experience – 17

SPJIMR (Finance) 2021–23, 29th January 2021, Online Interview

10th/12th/Grad/Percentile: 95/97.2/92.7/99.6

BTech Computer Science (DTU), Working as Software Engineer at UnitedHealth Group since July 2020

Profile Based Call

WAT Topic: Mountains, Beaches and Forest, what is your goto destination.

Group Interview 1 (Technical Round)

It was basically a rapid fire wherein questions were bombarded one after the other.

1. Why finance being a CS Engineer and no background in finance?

2. Balance sheet: basics and principle

3. non-Performing assets

4. Types of stocks

5. Difference between debentures and bonds

6. What investment advice will you give to a newbie in investment.

7. Low risk high return stocks

8. Beta ratio, NSE and BSE

9. Difference between stock and equity

10. Repo rate and reverse repo rate

11. Application of machine learning in finance

12. Bagging vs Boosting

13. ARIMA and time series modeling

14. Credit scoring concepts (Based on my major project)

15. How can you optimize ML algorithms?

The round went pretty well for me and I was able to answer most of the questions. I was selected for Group Interview 2.

Group Interview 2:

More of a personality evaluation. Entirely based on Form B of the three candidates that were present. You can be questioned on Form B answers of other candidates too. Some of the questions that I can recall at the moment are:

1. Extensive discussion on importance of charity, CSR as mandated by Indian government, based on a form B answer.

2. A placecom case study, questions on ethical dilemma in the same and numerous follow up questions.

3. Favorite memory of your life

The round lasted for about 40 mins and the first two questions were extensively discussed with numerous follow up questions. This round went well too for me.

Verdict: Straight Reject.

Interview Experience – 18

SPJIMR interview on 3rd Feb-2021
Mode of Interview: Online
I got my Profile + Score call
10-88% ,12-85, CGPA 8.58 Cat score- 98.88
Be extremely optimistic as eve I had Verbal Sectional- 78%
Specialization- Operation
Work ex: 19 months in Quality at M G MOTOR
WAT Topic - Share the best advice of your life

Group Interview 1

2 panelists, 4 students- 2 ops, 1 fin, 1 marketing.

● **Panel**: One male- Related to Strategy Field and One Female - Leading the Social service sector

F: Tell me something that is not in your CV

Round robin fashion

M: (without any breath) Priyanshi can you tell me your hobbies

Hobbies went round robbin in the same way (all of us mentioned traveling)

(To marketing student)

As all of you mentioned traveling, suggest one website to me.

Mark: Mentioned MMT

M: What do you like about it and which are his competitors

Mark: Do not know abt competitors, told what he likes.

F: Okay if you were the competitor, how would you develop your program

(So, where every they were not able to Justify themselves, the teachers do give you a chance to design your ideas)

Gave him 5 mins and went to Fin guy

(Fin guy was a BBA - Maths)

M: Why do you want to do finance

FIN: I Like financial modeling

M: Can you explain to me some models

(Could not explain)

M: Gave a situation (as he could not explain his Why MBA fin)

They gave him many questions to explain his inclination for Fin, by theoretical and practical cases.

F: Do u follow the stock market?

Fin: Yes mam

F: Suggest me some stocks? Asked him to ask questions based on her investment plan

Fin: Asked abt long/short term investment.

Low/ High risk

(Ma'am answered very high risk)

Amount: 3-4 Lakhs

He explained about some stocks.

My turn.

F: Can you please explain your job role.

Me: Told about my work ex, Profile, previous projects and experience in Launch team and Quality Engineering.

M: How do you carry out the analysis

Me: Told them an out 7QC Tools

Named each one them and how based on the severity we choose the method.

M: Explain Pareto Chart

Answered both theoretically of 80/20 rule and gave practical Ans related to noise we would face in an online interview and how to resolve Pareto.

M: Explain Fish-bone diagram?

Me: Answered same way, with definition other names. Also, a practical way to find reasons for a defect in the one besides me.

F: Asked me abt my workex working with EV? Also mention the difficulties you faced?

Explained

M: Explain the Gant chart?

Me: Sir I had read about it but cannot recall it right now as I haven't used it practically.

Next Ops Guy

M: Pls explain your work ex

Ops: Told him abt his job role

M: So, what do you want to do MBA-Ops (Bcz he could not explain his job role clearly)

M: Gave him a situation on the extension of my EV Project. What will you do to implement a new EV Project?

Ops: Told abt cost, land, permissions,

Gave him cases and directions to move forward

(You should be extremely precise bcz even if he made up stories, sir took only the points in his fingers.)

For those who were not strong in explaining their work, why do u want to do an MBA in that spec?

The questions were on what you say and follow-ups.

Lasted for 30-40 mins.

We're comforting and slightly professional required for the technical round.

Group Interview 1-Verdict: Op's guy and I got Selected.

Group Interview 2

Taken by the then Dean- Ranjan Banerjee (RB) and an Ops Prof (OP)

3 of us -2 M & ONE Female (me)

They gave us a very warm welcome and tried to comfort us.

RB- Hello everyone, this is general chit chat and we want to know more about you.

I am sure you all would have heard abt SPJIRM's GI-2 from your seniors and Coaching institutes. Why do we take this round after a technical round?

(I raised my hand as all the questions were open to all)

Me: Explained the mission and vision and how it falls in line with this process. Explained the differentiating factor as all of us would have Great CAT scores and Acads/ workex.

(Others answered it to be similar to an HR round)

RB- So you know, even after the marriage of 25 yrs people cannot know each other. Do you think we can know you in a 20 mins interview?

By the time I nodded a no, M2 Started to answer.

M2: Said that yes, they could know us.

RB: "Priyanshi, you nodded a no, can u please explain?"

Me: " No, it is not possible to know someone in 20-30 minutes. But we can be pushed to choose one side of the ethical v/s monetary aspects. And your experience of 15-20 years can ease the process.

RB- "Do you think we are this old?"

(We all gave a gag)

M1: Told that this process is similar to HR Round.

RB- (Asked abt one point from the 10 random things to each of us)

(M1 Had written abt watching memes).

Tell me what are memes. My 15-year-old son watches them a lot. What does a meme do?

M1: Told how one picture tells a thousand words. Memes also work in that order.

RB- So how would you make a meme for Gi 2. Can u make one by the end of the interview.

M2: (Had written about there is no jealousy in friendship.) Asked him to explain it.

Me: (I had written how writing helps me understand what I feel and clear my thoughts). Told me to explain it.

RB- What do u not like in India.

Me: "Look kya kahenge" (I became soo comfortable that i spontaneously told this statement in hind).

M1: The disparity in wages and how we give value to people based on their position.

RB- Tell one thing you like about India.

Ops Sir- Do you still watch the cartoon, if yes why?

● Tell us one quality you want to change in you and why? And also asked how would you improve it (Basically weakness)

Some follow-up questions on those lines

RB- Tell u one good quality amongst the student.

-Tell us if you want to say something.

Both me and M2 Grabbed the opportunity.

Verdict: I and M2 Converted.

Interview Experience – 19

A profile-based call.
Interview location: Pride hotel, Bengaluru
Specialization: Operations Management
X/XII/UG: 10GPA/85.3/9.26GPA

Important points highlighted for profile-based Call: Academic rank certificates, best project awards, team manager for student technical team representing nation on international forum, NGO work for children welfare, work experience covering innovation and patents apart from extracurricular activities like drawing, singing.

Group Interview - 1:

Three interviewers- Marketing Area head, Ops area head and an Alum

Five people - Me (Ops), marketing, fin, Ops, IM

Q1: Tell me about yourself. (Asked to every person)

A1: Spoke about childhood, family, achievements at school and college level, work achievements and Profile and hobbies

Q2 (for me, from the Ops Area head): So, what exactly do you mean by product development and what do you do?

A2: Explained entire product development process, different activities I handle, different domains I've worked on and processes used

Q3: So, what do you do when things go wrong?

A3: Explained methods of taking care in design and also processes like CAR and 8D

Q4: But how do you take care before the release?

A4: Explained FMEA. Few follow up questions were asked on FMEA. Explained different stages and a tool called IQRM which was used.

Q5: (From an alum) So why Operations?

A5: Explained relevance based on engineering field of study, important internships in Toyota based on TPS and in Bosch.

Q6: But what do you want to do in Operations?

A6: Explained that I want to be an operations manager and explained what that role means and how I want to bring in Tech like Blockchains in supply chains.

Group Interview- 2:

Two interviewers- Abhyudaya head and Program Chairperson

Four people- Fin, Ops(me), Marketing and Ops.

Q1(to me) - So what do you think this interview is about?

A1- From what I've read and understood, mostly ethics and values of a person

P1- Is that so? We read in one of your forms that you witnessed cheating but the circumstances were such that the victim couldn't be blamed. Please explain the situation (to other people) and give me your views on the same.

A2- I feel that sometimes honest mistakes happen and an academic committee meeting should take a decision

P1- But that makes them like a Good, doesn't it?

A3- Tried to defend with examples from college.The discussion shifted to whether blind people should be allowed to cheat in some manners if we would help them with that.

P2- What do you not like about your parents

A- Nothing. We are very open with each other.

P2- Then who do you have a problem with?

A- Probably one side of my relatives as they gave my parents a difficult time. No cross questioning.

P1- So, do you ever cry?

A- Yes, occasionally but my mother has taught me to write, tear and throw and I follow that approach when things are too much to handle as there's no point in going on about the same thing.

P2- Who would you save on the Titanic? Multiple scenarios given

A- Tried to reason those only children without parents wouldn't work and some sort of a ratio might have to be devised for uniform representation of all classes. Also asked if I could use something on the ship to make something and save them all. Was more of an interactive discussion.

P2- So what are your views on abortion?

A- I believe that unless there's a legitimate or medical reason, it shouldn't be very easy to do it.

P2- But shouldn't the mother have the right? Why should we care about something that hasn't even grown?

A- Yes, but it's not the baby's fault and we might be robbing it of a bright future but if it's a legitimate reason then it's okay.

Interviewee Experience: The interview ended after more discussions on abortion.

P2 was pro-abortion and said that the best approach to the Titanic problem would be a lucky draw as no life is greater than the other.

Overall, pleasant and enriching experience.

Verdict- Converted

Interview Experience – 20

A Profile + Score based Call from SPJIMR, Mumbai for PGDM in Operations and Supply Chain Management.
Academic Profile
Class X: 89.71% (ICSE)
Class XII: 85.20% (CBSE)
Graduation: Btech in Naval Architecture & Ocean Engineering from Indian Maritime University,
Visakhapatnam Campus; 9.55 CGPA
Work Experience
Company: Mazagon Dock Shipbuilders Limited
Designation: Assistant Manager (Submarine and Heavy Engineering)
Role: Section-in-Charge Executive in the P75 Scorpene India Project (6th submarine of the Kalvari Class series); Leading the Hull production team and four cross-functional production teams (Piping, Equipment, Electrical, Weapons) to achieve the PERT targets.
Duration: 31 months.
Academic Achievements
1. Earned the University Gold Medal, 2016.
2. Awarded by the Professor. P Sambandan Memorial Prize by Indian Maritime University for the best ship design project of the year (2015–16).
3. Earned the Indian Maritime University Merit Scholarship for excellent academic performance (2014–15).
Extra-Curriculars
1. Published author of more than 45 articles on ship design, at Marine Insight (world's leading maritime information website).
2. Earned the first position in Annual Debate Competitions at IMU Visakhapatnam, for 2 consecutive years.
Positions of Responsibility:

1. Co-founder and Chief Editor, Learn Ship Design (IMU's first student society that facilitates industry-academia engagements).
2. Content and Social Media Lead, The Anonymous Writer.
3. Placement Coordinator, IMU Visakhapatnam Campus (2015–16)
CAT 2018: 96.06 percentile.

Psychometric Test and WAT Assessment
The psychometric test had 2 sets of 10 questions each. One had to attempt all, and explain the reason for choosing a certain option for 3 questions in each set. Separate space was provided for explanations.
The topic for WAT was Impact of Social Media on the Society. The word limit was 300.
Both, the psychometric test and WAT had to be completed in 30 minutes.

Group Interview 1
Panelists: Communications Professor (P1), Operations Professor (P2)
Interviewees:
1. Operations (Male, Textile Industry): OP 1
2. Operations (Female, Logistics experience): OP 2
3. Marketing (Female, IT experience): MK
4. Information Management (Male, Consulting experience): IM
5. Me
The panel was very friendly and made sure everyone felt comfortable before we started with introductions in a round robin manner. We were asked to focus on ourselves as a person and speak about what matters to us. Following that, they asked questions of each candidate. I'll write only about my part.
P2: So, we were talking about demand before (referring to the discussion with OP1 and OP2). How do you look at demand generation, given that yours is a very unique product?
Me: The demand for warships and submarines is forecasted by the Indian Navy depending on the fleet requirements, and the shortage of Indian naval fleet does exist. We, as a public shipyard, are responsible for meeting that demand at the right cost, quality, and time.
(They shifted to another candidate after this)
P2 (passing on a question to me from another candidate): Why do we need safety stock?
Me: To prevent stock-out.
P2: Okay, any other reason that you can think of?
Me: Sir, I am not sufficiently read and experienced in inventory management, but can I take a guess? (P2 nods)
Me: Fluctuation in demand across the supply chain might require each entity to maintain a level of safety stock to overcome this effect. Also, in the case of supplier delays, safety stock acts as a buffer.
P2 (the question was relayed to me from another candidate): How do you see Efficiency and Effectivity?
Me: In the context of my organization, our effectivity needs to be 100%. We cannot deliver a submarine that is not effective. However, efficiency depends on how we minimize the costs of labour, inventory, and reduce cycle times.

P2: So, which is more important?

Me: Both are equally important for us, especially now that the government is also looking at the private shipyards. So defence public shipyards need to continue being effective while finding ways to improve efficiency and remain competitive.

P3: Yes, because see the government has been too biased with the PSUs? You must be knowing about the controversy of HAL and the Rafael deal. So don't you think you are safe, that way?

Me: No sir. The PSUs have recognised the fact that the defence manufacturing industry will soon be very competitive with the emergence of private players like L&T and Reliance Defence. So, we have taken tangible steps to focus on efficiency and timely delivery, where there is ample room for improvement.

P2: What is the industry average? I mean, the delivery time?

Me: For a conventional submarine, in India, it is 5-6 years from plate to delivery. For warships, depending on the type, it varies from 4 to 5 years. But, as I said, due to high cycle time and rapidly advancing technology, the weapon systems are upgraded during the construction, which leads to design changes and a further increase in cycle time.

P2: I don't think it is anywhere close to the global average, is it?

Me: No sir. Leading shipyards in South Korea and Japan have been able to deliver more complex ships under 9 months, due to high standardisation.

P2: So, what did you do apart from production, at work?

Me: I implemented 5S Workplace Management Systems in India's largest submarine workshop...

P2 (cuts me): Name the 5S.

Me: Told.

P2: Which is the most important step?

Me: All are equally important. The entire 5S structure is incomplete without one.

P2: After all this experience, you are moving from this unique product to, maybe, delivering shirts to people. (smiles)

Me: I believe there is no difference in the importance of delivering a submarine on time, and a shirt being delivered to the customer at the right cost and time.

I was asked the least number of questions among all the candidates, and my conversation went on for about 4-5 minutes. The Adcom members announced the GI 1 results after 20 minutes. All 5 of us made it to GI2.

Group Interview 2

Panelists: Both were very senior professors. Chairperson, PGDM (P1) and Associate Director of External Relations (P2). They had access to our psychometric responses and WAT sheets.

Interviewees:

1. B1 (Operations, PSU experience)
2. B2 (Operations, PSU experience)
3. B3 (Operations, Experience in a reputed conglomerate)
4. G1 (Operations, Logistics experience)
5. Me

It began with B1's answer to a question on ethical dilemma. It evolved into a prolonged discussion on whether the case in the discussion was indeed an ethical dilemma. This question was relayed to the rest of us. I was asked what ethics means to me. The discussion lasted for 10-12 minutes.

The conversation then moved on to B2's opinion on the difference between the cultures of his previous and current organisation. It spiralled into a discussion on learning vs. monetary gain, workforce manipulation, and so on. It lasted for 7-10 minutes. I wasn't asked anything during this discussion.

P1 asked me if I remembered my response to a particular statement in the psychometric Test. I did. I was asked to justify it with a tangible experience. No follow-up questions or cross questions on this. It lasted for 3-4 minutes. This was the only direct question I was asked from my profile/form during the entire interview.

G1's response to an ethical dilemma was then discussed in detail. It revolved around Indian parents and their acceptance of love marriages. The panelists wanted to know how the candidate would have dealt with the situation, given certain specifics were tweaked. Questions were relayed to 2 other candidates. This lasted for 10-12 minutes. Again, I wasn't asked anything during this discussion.

B3 was asked about workplace decisions. It revolved around a choice between the need of the hour and formal nods from superiors. The conversation went from there to how important fate is for him. After a long time, the panel finally came back to me and wanted to know about my take on fate. I differed from B3's point of view and explained my stand. (5-7 minutes)

B1, B2, B3 and G1 were asked how different a day would be for them without access to social media. The discussion lasted for 5 minutes. This time, I was the only candidate who wasn't asked to opine.

We were asked to end by citing one example from the discussion that we found remarkable.

Verdict: Converted in the first list.

Interview Experience – 21

Venue: The Pride Hotel, Bangalore
Profile:
Academics: 85/93/96
CAT: 87 %le
Work Ex: 20 Months, Manufacturing Executive in HUL

WAT Assessment:
Who is better, a person with breadth of knowledge or depth of knowledge?
I felt it was a generic topic. Followed the modus operandi and wrote a standard 5 paragraph Essay by highlighting the pros and cons and concluded that having a breadth is better.
Rating: It went Moderate

Group Interview 1:

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grouped as a bunch of 6 people, 2 Ops, 2 Marketing, 1 Finance, 1 IT. This interview focused more on your Profile, and the panelists wanted a convincing answer if someone's work Ex/undergrad did not match with their choice of specialization. The panel had two people, an alumni and a senior professor.

PANELIST: Okay, So X, Introduce yourself?
STUDENT Gave a basic Intro and mentioned I work in HUL Pondicherry Factory.

PANELIST: You are working in which division, PP or Dets?
STUDENT: *Wth!? How does he know the name of the divisions! * Sir, PP.

PANELIST: So, your unit handles Shampoo and what else?
STUDENT: Sir, Shampoo, Skin and Talc Products.

PANELIST: Who do you report to?
STUDENT: *Here is where I got a feeling that A is already working in HUL* Sir, Manufacturing Manager.
(A look at P)

PANELIST2: So, what brand is manufactured in your unit?
STUDENT: I am working in Shampoo division. So, Sun silk Black, Dove, Clear etc.

PANELIST2: So, what do you do?
STUDENT: I lead a team of 50 people and handle production. I also drive projects as part of world class manufacturing as I work in the FI Pillar.

PANELIST2: What projects do you drive?
STUDENT: 6 Sigma Projects for Quality, Muda Muri for wastages ...

PANELIST2: (Cuts) What is 6 Sigma?
STUDENT: *Explained*

PANELIST2: What is the defect level? And what is it at your unit?
STUDENT: *told*

PANELIST2: Which company has a 4 Sigma level?
STUDENT: Not sure sir, might be Motorola as they started 6 sigmas.

PANELIST2: What is Muda, Muri and Mura?
STUDENT: *Explained, after a slight fumble*

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PANELIST2: How do you do Muda Muri Analysis?

STUDENT: We take a Camera approach, make a Gantt Chart and use tools like SMED.

PANELIST2: What is VA and NVA?

STUDENT: *Explained with Examples*

PANELIST2: Okay, Explain Gantt Chart and SMED

STUDENT: Explained

PANELIST2: How does your plant do SMED?

STUDENT: Explained

PANELIST2: (Cuts me) Okay, we are done. Thank You.

After 40 mins, results were out. Only 3/6 cleared GI 1, I cleared GI 1. I was immediately rallied to a new group with 4 other people.

Group Interview 2:

We were interviewed by 2 senior professors

PANELIST1: Hi all, please introduce yourself, but not the way how you did in GI 1, or how it was thought in your Coaching classes. Please tell us about yourself as a person.

(Others in my group were done with their intro within a minute each)

STUDENT: (I gave a well-rehearsed philosophical introduction, linking a Philosophical Quote to my life story)

*The panel got curious and probed me further. My intro alone went up to 8-10 mins. *

After everyone gave intro.

PANELIST2: Okay, guys, all of you want to be CEOs in the future. What do you think is hindering you to be a good manager?

STUDENT: Sir, I believe my biggest weakness is procrastination, and I used to do it a lot in my college, and I believe I still procrastinate at times. However, I have taken active steps to curb this.

PANELIST1: Elaborate

STUDENT: *Again, gave a well-rehearsed answer*

PANELIST2: But people procrastinate only if they don't like the job right? Do you think you procrastinate because you don't like your job?

STUDENT: Well, If I find the job interesting I do it immediately. Otherwise, I end up procrastinating, as I want to remain free for some time.

PANELIST1: Okay, so what do you do in that free time?

STUDENT: I watch YouTube videos.
Everyone Laughs

PANELIST1 (smiling): Seriously, is that the best you could say? So, what do you watch in YouTube?
STUDENT: Motivational Movies.

PANELIST1: (amused)Okay, name one motivational movie which you suggest we all must watch?
STUDENT: *After thinking* You may laugh at me mam, but I would say, Karthik Calling Karthik
Everyone Laughs

PANELIST1 (Smiling): That is actually a good movie. Why do you suggest that movie?
STUDENT: Mam, the protagonist had a mental problem and was depressed. However, that one phone called changed his life. Similarly, in our lives, we may be in a very bad stage, or emotionally drained, but we have to keep in mind that our life will definitely change one day. Like how Karthik got a phone call, we may also get a turning point, which can change our lives completely.

PANELIST1 (Impressed): Do you have any other Calls?
STUDENT: No, Only SP Jain.

PANELIST1: What? Only 1 call? Don't try to impress me.
STUDENT: Madam, I believe in the Film Karthik Calling Karthik, Karthik got only one Call, only one, and that changed his life. Similarly, I believe that given my poor CAT score, I got only one Call, only 1, but I believe this is the Call I need, and this Call can indeed change my life in the future. You can look at my CAT score, it is present in front of you, on the table, it is very low. Only SP Jain called me for the interview.
(L smiled, P maintained a poker face)
After Everyone Spoke.

PANELIST2: Okay, first situation, assume you all are a HOD of a college, and the rules say that you should not consume alcohol. A bright Student, who has the potential of making your institute proud, was found intoxicated by the college security. This news has spread to the entire college. She says that someone forced her to consume alcohol, but there is no authentic proof. What will you do? Send her away as per the rules, or give a light warning?
STUDENT: Sir, I will send her away. For whatever reason, she has been found with alcohol. It is an offence.

PANELIST2: This shows you don't show compassion.
STUDENT: Sir, rules are meant to be followed. If we begin to dilute it then, others will also start consuming alcohol

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PANELIST2: Okay. Now assume you are a doctor in Ireland, where the rules say you should not do an abortion. There is a lady who requires an abortion immediately, only then can she be Saved. So, what will you do? Break the rules & save her life, or Stick to the rules and let her die?

STUDENT: *FacePalm, but decided not to switch my stance* I will stick to the rule

PANELIST2: Again, this shows you don't value human life.

STUDENT: Sir, I won't break the rules.

*To these questions, others said they will break the rules and save her life. For that, PANELIST2 countered and asked if you break the rule, you will lose your license and get jailed or get hanged, what will you do? *

PANELIST1: Okay, we are done, any questions?

STUDENT: *Once again, I asked a well-rehearsed question regarding SP Jain's logo. They were surprised I asked a question regarding the logo*

PANELIST2: *After answering* Thanks for your time! All the Best!

Verdict: Converted

Interview Experience – 22

Location: Pride Hotel, Bangalore.
Profile
Class X: 90.57
Class XII: 93.00
Btech (CSE): 9.24 DGPA (2016 pass out)
Work ex: Infosys (Software developer for 29 months)
Co-curricular and extracurricular: average to above average.
CAT Score: 98.62%ile (97.26%ile - 98.49%ile - 95.26%ile)

WAT Assessment
a) Psychometry Test: 2 sets of 9 questions each where we had to explain the answers of 3 questions each from each section.
b) WAT: Explain your leadership skills
Both had to be completed within 30 minutes.

Group Interview 1:
3 panel members: old male professor, alumni, old female professor
6 candidates:
B1 (Information Management)
B2 (Operation)

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B3 (Marketing fresher)
G1 (Marketing fresher)
G2 (Finance)
Me1 (Information Management)

PANELIST1: Introduce yourself in 1 minute.
PANELIST2: What is AI? (Answered)

PANELIST2: Difference between ML and AI?
PANELIST3: Difference between ML code and a normal code?

PANELIST1: What is Artificial Neural Network?
PANELIST3: What do you do in Infosys? How are your clients?

PANELIST1: Difference between cache and cookie.
PANELIST2: What is digital marketing? How will you help G1 (marketing candidate)

PANELIST3: Explain blockchain technology
PANELIST3: One strength of Infosys and one weakness that you would like to change
PANELIST1: Why are there delays in the project? How can you solve them?

Group Interview 2
Two ethical case studies were given (5 members) by 2 panelists (One of them was the chairman of SPJIMR PGDM) and the discussion went on for 25 30 minutes.

Q: One quality you would like to change about your parents (Discussion for 15 minutes)
Q: Ethical scenario which involved Steve Smith and David Warner
Q: Any questions for us.
Thank You.
Verdict: Waitlisted

Interview Experience – 23

Venue: SPJIMR Campus Andheri, Mumbai
Profile: Xth 93.23, XIIth 88.31, Grad 80.9, CAT 97.47

WAT Assessment
The psychometric Test contained situation-based questions and the options available were likely, sometimes, never etc. We had to provide justification for 3 questions from each of the two sets. Followed by the Test we had

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to write a WAT of around 300 words. The topic was "Is #Me Too movement a passing fad?" For both the Test and the WAT we had 30 minutes in total.

Group Interview 1
5 boys and 1 girl. It was a mixed group with 2 applying for Operations (O1 and O2), 1 Information Management (IPANELIST3), 1 Finance (PANELIST1) and 2 for marketing (PANELIST3 and M2).

Three panel members One in his late 40's looked like a SPJ prof, PANELIST2 (who asked most of the questions) late 50's holds a high post in SPJ and PANELIST3 in his early 30's appeared to be an alumnus.

PANELIST2: - Welcome to SPJIMR. So, let's begin with a short introduction… please restrict your response to 1 min
All of the candidates answered this with ease. The group consisted of 1 IITian, 1 Bits Pilani, 1 CoEPian , 2 guys from NIT.
PANELIST2: - So O1 tell me more about your company and why specifically you want to do operations? (Don't remember his companies name was some GMBH)

PANELIST3: - Suddenly asking me the meaning of GMBH (as I had mentioned I have completed C1.2 in German) … (answered) also tell me is it so that only German companies can have GMBH? (Answered)

PANELIST2: - Asking to PANELIST1. Why finance? (He answered by giving examples of minors that he completed in Bits goa, also spoke about his liking towards Indian politics. Spoke on various scams in banking sector)

PANELIST3: - Asking to PANELIST1 so what's your take on Chanda Kocchar and Venu Gopal Dhoot scam? Asked if a board of directors is also responsible for this? Then we had a moderated GI over this.

P1 and PANELIST3 taking constant notes.
PANELIST2: - Asking O2. Why operations? (He answered by quoting an example of his college)
PANELIST2: - Asking M2. You said that you have worked for an oil company doing all the back-end jobs then why do you want to do marketing? What is your dream company? (He answered that the operations job is mundane and he wants to pursue a more dynamic side)

PANELIST2: - Asking O2, but he's saying the exact opposite… comment?
PANELIST2: - Asking Me (PANELIST3) what is your dream company in marketing? (Answered HUL and FMCG sector)

PANELIST2: - But why does a guy like you want to sell soaps? Isn't it a waste of your talents? (Gave a very positive and inspiring answer)

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PANELIST3: - Asking IPANELIST3 (the only female candidate in the group) … is PANELIST3 idealist or a realist (she gave a very diplomatic answer after which all the panellists laughed)

PANELIST2: - Asking IPANELIST3… so why Information management? (She answered)

PANELIST3: - Asking PANELIST1. So, tell me two bullets about India's response to the Pulwama attacks… (again we had a group discussion)

PANELIST2: - I think we are done... Do you have any questions for us? Ya before we go asking PANELIST1 what is your analysis regarding the 2019 Lok Sabha elections (He answered)
exchanged pleasantries and then left the room. After 15 min a guy from came and announced the results O1, PANELIST3, and IPANELIST3 had cleared the first interview. There was a short lunch break and our GI 2 was scheduled at 2pm

Group Interview 2: -
4 candidates in a room with an HoD of Information Management and a female panelist
PANELIST3 and PANELIST1 randomly went through our WAT and Psychometric Test.
PANELIST3- When did you all reach the campus? Did u have lunch? (And some other random ice breaker questions)
PANELIST1- What have you been told by your seniors and friends regarding this round? (we answered that it's going to be ethics based)
PANELIST3- Why SPJIMR? (All answered)
PANELIST1- Why do you think we have in our curriculum?
PANELIST3: - Is it right that government is forcing companies to carry out CSR?
PANELIST3: - Do you believe in Fate and Destiny?
PANELIST3: - You have written in your Test that you give extreme reactions? Explain
Then they asked us if we had any questions for them.
Verdict: Converted

Interview Experience – 24

WAT Assessment
"Describe any situation where you had to fill in for someone, and your learnings therefrom." We had to write on it in about 300 words".

Group Interview-1.
Six candidates, two interview panel members PANELIST1 and PANELIST2

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PANELIST1Tell us something about yourself (common to all six of us, in round robin fashion). Based on this, they would ask you questions and then come back to it later after hearing other candidates out. (Mine was the only introduction after which they seemed least interested to ask anything :D)

PANELIST2 So you work in the Ib coalfields? What functions does your department look after?

P3Your work profile is mostly about maintenance of existing systems. Tell us about projects you have implemented and how they help improve the coal production process at CIL.
Questions to other candidates
PANELIST1 What's the meaning of your name? Why is it spelled like this? There was this girl named Writavrita and they asked her about why her name started with a 'W'.

PANELIST1 What is the economic theorem that forms the basis of the algorithm that you use at your firm? (Asked to a finance candidate and by PANELIST2, the Professor of Finance). He wasn't able to answer to PANELIST2's satisfaction, and was eventually eliminated, though I felt his overall interview was good.

PANELIST1 If you are the regional sales head, how would you increase the sales of Coca-Cola (pre-condition: no commissions or discounts)? (Asked to a marketing guy by PANELIST1, the marketing prof)

Group Interview-2
Group Interview-2 was really short by SPJIMR GI-2 standards.
PANELIST1Well, if we would all just be sitting like this and smiling at each other, then this won't go anywhere. So why don't each one of you tell us what you think this interview is about. You already had the first interview - why this one again?

PANELIST1 What would someone not like about you? What aspect of your personality would people find an issue with?

PANELIST1, would you marry? What qualities would you look for in your spouse? Why?
PANELIST1 (To other candidate) So you are saying exactly the opposite of what he (I) said. Explain.

PANELIST2 (To other candidate) You seem to be more concerned about doing what others expect of you rather than going for what you feel is best for you. Do you feel that's the right approach?

PANELIST1 A case on sexual harassment - Would you take the same stance as him (another candidate)? What if you were the girl's brother? What more would you do to ensure her safety?

PANELIST1 Are you emotionally expressive? Do you think expressing emotions openly is good for the workplace?

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PANELIST1 Question on WAT (by P3) - do you think it's always necessary for a supervisor to know everything that the subordinate workers do so as to be ready to jump in for a hands-on approach?

PANELIST1 question on psychometric test answers (by P4) - You have marked that you never lie. Explain.

PANELIST1 Last Question (only to me by P4 coz he was an Ops professor) - You work at CIL, right? What work does your department do there?
Verdict: Converted

Interview Experience – 25

Group Interview-1
Panelist1: (Question to all) - Introduce yourself, your goal in life and why MBA
Student: I am a sports person, I had represented BITS at national level sports festival in badminton and have also played several corporate tournaments while working in Oracle. I have a keen interest in music and have been learning sitar since last 3 years. I wish to achieve two things in life, 1. To be a famous sitar player, who would be a performing artist; 2. To start a company of my own.

Panelist1: why have you chosen operations? what knowledge you have about it? Your experience is in software product development, how is operations relevant to you?
Student: I am passionate about understanding the processes and optimising it by eliminating waste and using automation to achieve business objective.

Panelist1: how do you define a process?
Student: What i defined just now might not be the most accurate definition of a process, it's my understanding. I know that to achieve my goals of starting a company, having knowledge of operations management is a must. I have a good knowledge of finance, some understanding of marketing and good exposure to software systems, but Operations is an area where I have no formal education. I believe that SPJIMR is the best place to learn operations.

Panelist1: few questions on finance and economics - GDP, CRR, SLR, inflation, CAD(I could answer then correctly)
Panelist1: Have you ever faced any ethical dilemma?
Student: No not faced any such big dilemma, not big enough to be mentioned.
Interview over. They announced the results - 2 out of 6 were selected for round 2.

Group Interview-2
The interviewers already had a share of feedback from round-1. The interview began with a question, posed to a person who was from Delhi, on the current political situation (then the dharna started by Kejriwal). The question was more honed by asking how did Kejriwal failed as an administrator. Since it is a group interview, anyone can

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chip in and contribute to the answer. I was quite for some time, the interviewer seemed not convinced by the answers given by others, I chipped in with a crisp to the point answer!! Then the focus was shifted to me.

Followed by a few sets of questions on my goal of starting my company
1. How would you fund it
2. What is better? Debt or equity (personal as well as contributed)
3. What is the difference between pvt.ltd. and public and LLP
Then a few questions were discussed on the topics which were more generic such as
1. Failure of Indian education system
2. How to market Indian classical music
3. Is PSU disinvestment correct way?
The interview was then declared as over!! It was a long interview, around 90 minutes and a lot of grilling.
After a month, the results were announced, and out of the 5 people who attended the GI-2, I was the only one who got featured in the final list!!

Interview Experience – 26

Venue:
Bhartiya Vidya Bhawan Campus, Copernicus Marg, New Delhi

Profile:
CAT- 98.37, Graduation- 82.43, XII- 95.6, X-95, Female, Economics final year student, Fresher, General

WAT ASSESSMENT:
Psychometric Test: There were two tables, with different scenarios (situational hypothesis) and we had to choose one option among "Very Likely, Likely, Moderate, Less Likely, Least Likely" for each. Then we had to choose three statements from each table which we wished to be questioned on, and explain reasons for the same.
WAT: "If you could, which Indian state would you get rid off and why?"

Group Interview 1:
There were two interviewers, both males. P1 is a professor and PANELIST2 is an alumni. P1 asks everyone to start with the introduction, in order (I was the first one to go)

I start speaking, midway my introduction, this employee came in the room, interrupting me, because he had to adjust the room temperature

AFTER HE IS GONE
Student: Sir, should I start from where I left off?
PANELIST1: No, that would be unfair to you, start from the top.

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Student: Introduced (everyone follows, in order)

Simultaneously, PANELIST1 is making notes out of intros and PANELIST2 is going through everyone's personal data form

They questioned everyone based on their Profile and specialization in the reverse order

PANELIST1: Okay X, tell us, how did you get interested in finance?

Student: Spoke about the classes I have had in college on Financial Crisis and Money markets and Capital markets. Took many technical terms. Also mentioned "whenever there is a class on finance-related topics, I don't think I take my eyes off the teacher, because it is all so interesting"

PANELIST1: Haha, the teacher is that pretty?

Student: *SMILES* No Sir, not that way. The topics are so interesting that I don't think I want to pursue a career in any field other than finance. (Sidenote: Not that set on finance in reality)

PANELIST1: Where do you see yourself working after the next couple of years?

Student: In terms of job profile or company?

PANELIST1: Both, but start with company

Student: Told

PANELIST1: Name companies?

Student: Told

Some cross questioning based on what I want to do and my goals

PANELIST1: So, you spoke about your love of numbers and analysis and all, do you think these numbers actually do any good?

Student: Sir, one quote that I actually read in my Economics book is the only thing coming to my mind. It says "Statistics always lie"

Everyone in the room starts laughing

PANELIST1: So, let's say you are a Finance Analyst, and you have to review the accounts of a well-established firm, say Reliance Industries, what would you keep in mind?

Student: Sir, I would obviously keep the image of the company in mind…

PANELIST1: why would you…

Student: Because it is such a well-known company, so many people have faith in their stocks, so it is important that everything happens under high level scrutiny

PANELIST1: Okay. Have you heard about this issue, between a firm and their analysts that happened a month ago?
Student: No sir, can't recall

PANELIST1: Something related to PwC?
Student: Pricewaterho…

PANELIST1: We know what it's called. Can you recall what happened?
Student: No Sir (Read about it later, Satyam had filed a case against PwC for deliberately tampering their accounts, and recently PwC was banned from business in India for two years)
PANELIST2: Okay, so if you are analyzing the accounts of a company, what would you check for?
Student: Profits, Sales, Debt, Equity, If they met their expected targets, health of the company

PANELIST2: What would you as an analyst worry about, more debt or more equity?
This was followed by a discussion on debt vs equity
PANELIST1: Have you followed the budget?
Student: Yes sir, not deeply, but I have gone through it.

PANELIST1: What do you think about the Health Programme?
Me1: Sir I don't think having 5 lacs for 10 crore families each is feasible

PANELIST2: Why?
Student: Told

PANELIST1: What makes the RBI worry about the same?
Student: The deficit which is already high

PANELIST1: Something else also?
Student: Umm... more like the financial crisis, because insurance companies would be …

PANELIST2: You've come back to insurance again.
Student: Sir, give me a minute to think (I am thinking about inflation but I don't say it)

PANELIST1: Okay, think of it later
PANELIST1: Okay, so you spoke in you intro about all these projects you did, did you ever come in contact with a company?
Student: Told
PANELIST1: Alright, I'm done. *Asks PANELIST2 if he wants to ask anything*

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PANELIST2: No, I'm also done. Actually, one second, X I was looking at your form and you mentioned that you have completed 14 years of schooling? How is that possible? There are only 12 standards

Student: Sir, nursery and prep

They start laughing

PANELIST1: haha see that's loyalty.

We were all asked to take a cookie in the end

Group Interview 2:

It was more about getting to know our opinions (4 of us). Asked about our personal lives, opinion on Delhi as rape capital, opinion on parents and what we don't like about them, opinion on "Me Too" movement and lastly, something we regret in our life.

That's it. As expected, they gave everyone who qualified GI-1 a 16 GB pen drive to take home. Overall, a very good experience.

Verdict: Waitlisted

Interview Experience – 27

Venue- Delhi
Profile: X/XII/Grad/CAT- 89.8/91.8/80.4/99.14
24 months job ex in core mining industry

WAT Topic

Leadership is out of fear of respect, explain with example". I gave examples of Hitler and Gandhi, explained both points.

Group Interview-1

Five candidates (2 males and 3 females, I was the only one for operations) and two panelists. It started with general introduction, other than written in the form.

Q1. Which subjects did you study in your undergrad that helped you a lot in your job? (Explained, in between I talked about how my undergrad project helped me to gain insights of grinding)

Q2. What was that project? (Project was related to regression analysis, so there were cross questions regarding that)

Q3. What roles are you looking after MBA? (Told)

Q4. What will be your dream company and dream project in that? (Told)

Q5. Some questions on mining and Vedanta's Chairman's recent interview. (I had seen that interview, so I was able to explain)

Q6. Why Patanjali is successful? (Told some operation related innovation)

Out of five only I was selected for next round.

Group Interview-2

It was very relaxed interview, more of an interaction.

There were four candidates (all from different domain), and two senior panelists.

Questions were situational and there was some discussion on essay. As I had claimed Hitler to be a great leader, I was asked to explain it further.

Last question was choice between SPJAIN and any other top B-School, over which I choose ivy-league IIM and explained my choice.

Overall, it was an amazing experience

Verdict: Waitlisted

Interview Experience – 28

Profile:
Background: Engineer (CSE)
10/12/Grad/CAT/XAT: 91.2 / 93.8 / 80/ 98.7/ 98.7
Work Ex: 30 months in IT

WAT Assessment

Urban naxalism and activism. Are recent arrests in the country justified?

Justify 6 statements from the psychometric Test

Group Interview 1

Questions

Tell me about yourself

Dream role and dream company

What kind of roles are offered in SPJIMR?

You are already working for a top consulting firm. Why do you want to leave? Would you join the company again after your MBA?

As a Technology consultant what would you suggest for SPJIMR

Difference between information manager and IT manager

Significance of log to base e. Why is it e only not any other alphabet?

A few questions on my research paper

Group Interview 2

Is it ethical for the state governments to sell lottery tickets?

Around 35–40 minutes discussion on this topic

Interview Experience – 29

Profile + Score Based call
Operations and Supply Chain Management
Profile: 10/9/8

3 months Worked
98.93 %ile
Starts with ID Verification

Panel of 4: 2 ops (including me), 2 finance

3 people from SPJIMR

Started with introduction. 1.5 minutes to everyone

Questions to Finance candidate:
Asked about work ex, business model etc (don't remember much.)

Questions to Finance candidate 2: Why this course, tell about your background

Question to Ops Candidate: Tell us about your work ex. Tell us something that is not mentioned in this form.

Question to me: How will you improve the logistics for the candidate of Ops. Tell us how these new 10 minute delivery apps work, their structure. Government schemes for logistics. A little more about work ex.

Interview Experience – 30

Slot 2- 9:30am

Cat 96.84%ile
3+ years experience in Sales.
Penalists- Both Male
P1- Marketing
P2- Finance

Interview started with introduction.(This is the most important part as the whole interview will revolve around this)

P1- started asking one by one regarding the workex.

To me he asked Why Mba despite having a good job and satisfactory role.

He said according to my profile I should be going for Marketing Specialization then why BM.

Moreover a discussion about workex.

Then P2 started asking questions.

It was more around the things from what we have mentioned in the form.

Geopolitics (most recent news, digital currency, de-dolarization)

I was asked more about my role at Byjus as it is in news recently for the mis-selling thing. Asked me how much mis-selling have I done.

Then again P1 asked everyone about their extra curricular activities.

It was pretty much a one on one conversation without question floating around here and there.

Be prepared with your Introduction well because that is what it is going to revolve around.

Interview Experience – 31

Background: Engineer from NIT Jalandhar. 32 month experience in SDE.
Stream: Information Management

Panelists: 1(F) 2(F): I think one was IM other was Marketing. Not sure.

Students: 3 IM, 1 Marketing

Questions:

1. Tell us something about you in 1-1.5 mins.

2. What is the type of responses you analyse from your Chatbots? (I mentioned Chatbot analysis in my intro)

3. ChatGPT? What is it?

4. Difference between ChatGPT and Search Engine

5. What is the no-code solutions project you talked about? (mentioned in Intro)

6. What are the challenges you faced in this project?

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7. What is your take on Metaverse?

8. Give me one example of a practical use case of metaverse.

9. Considering all these technological advances, what do you think the challenges we will face in the future?

More or less, it was around my work ex and what I said in the Intro. Very smooth overall.

My suggestions:

1. Keep your intro interesting.

2. Know at least till Level 3 questions about everything you're saying in your intro.

3. Smile.

4. Think of the work ex and examples you're using such that you're explaining them to a 12 yr old. It doesn't

matter how great work you've done, if they don't understand it, it's of no use.

5. Be yourself. Keep calm.

All the very best.

Interview Experience – 32

Written Ability Test-

What would you write in a letter to your future self? You cannot use the word "future" or you will be penalised.

(150-180 words)

Group Exercise

How would you strengthen Education System?

We had six points: Better testing standards, increase parents involvement, quick curriculum updation, tech

driven teaching, skill based learning and promoting unconventional career paths.

Across three filters: Technology, Social and Economic

Interview

I had written about gaining knowledge through youtube videos in my snap-c form so their first question was

-why dont you study finance from youtube only?

-duration of work experience and why did you leave the job

– which is better IRR or NPV?

-Why SIBM Pune?

-Why finance specialisation?

-Any recent scandal in finance?

-How many months did you prepare for this?

-What other calls have you got?

Interview Experience – 33

Background: Eng Male with 2 yrs work ex in Ops
Panelists: F1 (Age ~45) & (M1 ~55, completely fed up due to headache & cold)

5 interviewees: 1M Information Management, 1F Finance, 2M Ops, 1F don't recall the specialization

Started with everyone's intro, they told the order in advance and told to keep it below 2min (They specifically noted everyone's hobbies, and I didn't have one in my intro)

First finance girl (commerce bg):
F1 : you mentioned you have done 2 businesses, please explain. You mentioned Van Gogh, tell me 5 paintings by him. Take one painting and analyse what it portrays
M1: asked favourite subject, couple of questions about Cash flow & inflation, asked if she likes economics and a couple of questions on that

Second finance guy (commerse last yr, mentioned politics and astronomy as hobbies)
M1: you said politics, so how politics affect the business of a steel company, then astrology, how can you relate the expansion rate of universe with the profits of a company, (grilled a lot about it), couple of finance questions

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F1: name the institutions where you can learn about astrology, same indian personalities in astrology, indian nobel prize winners in astrology

Third girl (don't recall the specialization) (civil eng, work ex L&T)

M1: asked about work area, site/corporate priority, how to determine a project is successful or not, covid effect in it and couple more questions, don't remember

F1: 1-2 questions about work ex

Fourth myself

M1: explain your work area in last organisation (I explained MIS & costing)

M1: how do you calculate costing, role of other departments , RM price, Manpower rate control, then asked a couple of questions on Transportation cost

(No questions from F1

Last guy for IM worked in Infosys , don't recall anything as I was processing why my interview was so short and why F1 didn't ask any question, but there was something related to why IM, which roles are you looking for, why not product management, and his work related questions
Result: Second finance guy & myself got through, others rejected.

Interview Experience – 34

SPJIMR Marketing profile
BBA Fresher
3 interviewees
1 Marketing F & M, information management F
Give your introduction

Talk about applications of technological developments of today
(first girl talked about chatgpt, I talked about 3d printing)

How would you increase the clientele of a small business (this was regarding the family business of the other interviewee that she had talked about)

How will you do digital marketing of this business to increase reach

What comes under marketing other than communication
Explain pricing strategies

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Give example of skimming pricing strategy

Where do you want to work once you graduate from SPJIMR

Suppose you graduate from SPJIMR, and you have a team of 40+ year-old salespersons under you, how will you work with them, considering they don't like the fact that a fresh MBA graduate has become their boss.

P/E ratios of companies (this question was for the other girl since she had an accounting background but she couldn't answer so it was passed on to me)

How would you make money from music (this is because I had music in my app form as hobby)

Do you have any questions from us?

Verdict: Me selected, other two candidates were rejected.

Interview Experience – 35

Background:- GNEM, Work Ex of 6 months in Audit

CAT 99.75%ile

Specialization opted:- Finance

Panelists:- 1 finance and 1 was the placement coordinator of SPJIMR

All 3 interviewees were from Commerce Background

Introduction, Questions on favourite subject for eg- what is marginal cost, marginal revenue, perfect competition vs Monopolistic Competition, elasticity of demand, questions on how to analyse the financial health of a company, what are financial statements, financial ratios

Questions on Job Roles to each candidate

In the end asked us if we want to add anything which wasn't covered in the interview.

Slot5, Panel 7

Verdict:- All 3 Selected

All in all it was a Very chill interview, just keep your basics strong and you're good to go

8th feb 2022, GI 1

Interview Experience – 36

Panel(1 fin(female) , 1(prob) IM(male))

2 Mkt(1 Ece eng female 1 mech eng male) 2 Fin(1 maths grad male(me) 1 bba grad female) all freshers

Introduce yourself in 1-1.5 minute

Then fin prof

To male candidate

You have been chosen for 2nd specialization, why do you think is that and what do you plan to do

What are roles of a finance guy in a company

3 types of financial statements

Their use

Which one would you look at to analyze a company performance

Is rent expense or revenue(answered can be both)

How can a company get rent as revenue

3 components of cash flow statement (didnt answer)

What is all this sensex nifty bse

How top stocks on sensex and nifty are selected

To female candidate

Why fin

Same qs of 3 components of cash flow statement

Difference between coroporate finance and accounting

How would a cashflow statement of a startup will differ from same of a well established company

How will cashflow statement of zomato/swiggy will look(which of 3 components will be highest)

Who is a promoter

Difference between revenue and profit

2 3 more question on finance

Then to

Marketing male candidate

He had something related to a startup in his form

Discussion regarding that

What is idea , how will you market , how is it different from things already available in market

He said something around youtube so

How does youtube algorithm works , how does facebook algorithm works

(Also how marketing is different from sales)

Taking insights from other mkt candidate also

Then to other panelist

This was primarily acad based

To ece

Why AM radio voice quali is not as much clear as FM radio(couldn't answer for 2 3 minutes going here and there then asked she is more into software)

What is OOPS

Why do we need C++ if we already have C

What is database

How database is different from cloud

Is cloud safe

To mech guy

What is zeroth law of thermodynamics

What is Entropy

Fav subject, 1 qs regarding that

To maths guy

Will maths background will help you in finance, if yes how

What is standard deviation

Where it is used

To bba candidate

Fav subject

What is inflation

Scanario If inflation last year was 6 percent and this year it is 3 percent and government is claiming that we have reduced the prices , is government claim valid(she tried not to go anti government stance for a minute)

Same qs to other fin candidate

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