INTERVIEW WITH– MR. RAJNISH KATARIA

Director and CEO of NIBSCOM

Mr. Rajnish Kataria has a total of 31 years of experience in Banking industry, which he joined as a Probationary Officer.

Worked in a nationalised bank (Punjab & Sind Bank), two foreign banks (Deutsche Bank and Mashreq Bank) and a Private Sector Bank (HDFC Bank Ltd.).

Covered all aspects of banking such as Corporate Banking, Retail Banking, Credit, Treasury, Trade & Forex, Marketing, Planning & Development .

Mr. RAJNISH KATARIA
Director and CEO of National Institute of Banking Studies & Corporate Management (NIBSCOM)

Q1) What are the Qualities in a manager you expect?

A manger should have basic interpersonal skills as technical skills can be learnt.He should be passionate about work, zeal to outperform, highly competitive and extremely focused on what he wants out of life.

Q2) Sir, what are the skills required in a fresher who has pursued PGDM?

A person need to have a big picture of an economy of country and whole world. He should know how to analyze a balance sheet properly and have a clear idea of Financial Statements.

Q3) Sir, what is your Success Mantra?

Never say no to anything. Try to solve it out by yourselves. Take initiative to make yourself enriched with new experience.

Q4)Sir, your message to the students.

Do whatever you like to do but don't bound yourself and consider work as pleasure not a mere responsibility.

TIPS FOR INTERVIEW

Interview Tips

QUESTION FOR YOUR INTERVIEWER

DOs

1. How long did the previous person in the role hold the position? What has turnover in the role generally been like?

If no one has stayed in the position very long, it might be a red flag about a difficult manager, unrealistic expectations, or some other land mine.

2. How would you describe the culture here? What type of people tend to really thrive, and what type don't do as well?

If the culture is very formal and structured and you're happiest in a more relaxed environment, or if it's an aggressive, competitive environment and you are more low-key and reserved, this job might not be a comfortable fit for you. You'll spend a large portion of your waking life at your job, so it's crucial to make sure you know what you're signing up for.

3. How would you describe your management style?

Your boss will have an enormous impact on your quality of life at work. While you can't always trust managers to accurately self-assess, you'll at least get some insight into their style by what things they choose to emphasize in response to this question.

4. Thinking back to the person who you've seen do this job best, what made their performance so outstanding?

Most managers' ears will perk up at this question, because it signals that you care not just about being average or even good, but truly great. This is the question managers wish all their employees would ask.

5. Are there any reservations you have about my fit for the position that I could try to address?

This is a great way to give yourself the chance to tackle any doubts the interviewer might have about you, as well as for you to consider whether those doubts might be reasonable and point to a bad fit.

SO, DO YOU HAVE ANY QUESTION FOR ME ?????

DON'Ts

1. What does your company do?

Avoid asking any questions about the company that you could have researched beforehand on the company website. These questions demonstrate that you have not done your research, and imply that you are not interested in the position.

2. When can I take time off for vacation? Do not discuss previous commitments before being offered a position. Asking about time off before getting a job offer implies that you are not going to be a fully committed employee.

3. Did I get the job?

This question puts employers on the spot and makes you appear impatient. Instead, you could ask for more information on the next step in the hiring process. For example, you can ask, "Do you generally do multiple rounds of interviews with job candidates?" However, if they are interested in you, most employers will give you this information before the end of the interview.

4. What is the salary for this position?

Do not ask this question on a first interview. If you know that you will refuse a job that pays less than a certain amount, you can state the amount in your cover letter. However, if you are even somewhat flexible regarding salary, it is best not to discuss compensation until you are offered a position.

5. How many hours will I be expected to work each work? Will I need to work on weekends? Questions about hours and extra work imply that you are hoping to work as little as possible. A better question would be, "What is a typical workday like?" The answer will likely give you insight into expected work hours.

6. How long would I have to wait to get promoted? This question implies that you are not interested in the position for which you are applying, and that you are merely waiting to move on to something better.

APTI-TRICKS

1. A train is travelling at a speed of 75 mph enters a tunnel 3.5 miles long. The train is 0.25 miles long. How long does it take for the train to pass through the tunnel from the moment the front enters the moment the rear emerges?

A. 2.5 min   **B. 3 min**   C. 3.2 min   D. 3.5min

Explanation:

Total distance covered = (3.5+0.25) miles, = 15/4 miles.

Time taken = (15/4)*75hrs = 1/20 hrs.

= (1/20)*60 min; = 3 min.

2. The square root of 64009 is:

A. 253   B.347   C. 363   D. 803

Explanation:
```
2|64009( 253
 |4
 |----------
45|240
 |225
 |----------
503| 1509
 | 1509
 |----------
 |   X
 |----------
64009 = 253.
```

3. 6% stock yields 8%. The market value of the stock is:

A. Rs.48   **B. Rs.75**   C. Rs.96   D. Rs.133.33

Explanation:

For an income of Rs.8, investment = Rs.100.

For an income of Rs.6, investment = Rs.(100/8) *6

= Rs.75. So, Market value of Rs. 100 stock = Rs. 75

4. In covering a distance of 30 km, Abhay takes 2 hours more than Sameer. If Abhay doubles his speed, then he would take 1 hour less than Sameer. Abhay's speed is :

A. 5 kmph   B. 6Kmph
C. 6.25 Kmph   D. 7.5 Kmph

Explanation:

Let Abhay's speed be x km/hr

Then, $(30/X-30/2X) = 3$

$6X = 30$

$X = 5$Kmph.

5. 0.04 x 0.0162 is equal to:

A. 6.48×10^{-3} B. **6.48×10^{-4}**
C. 6.48×10^{-5} D. 6.48×10^{-6}

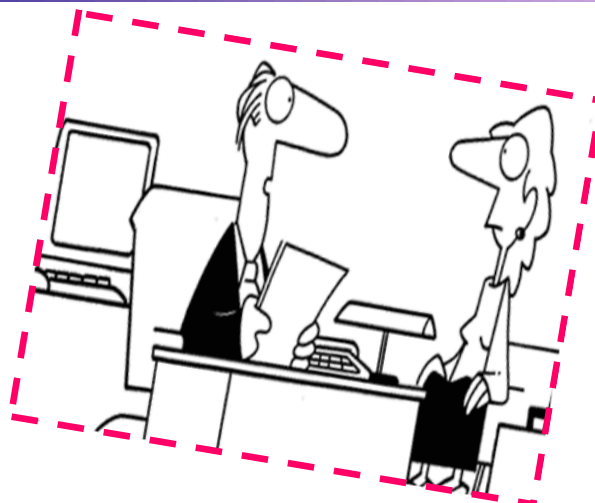**Explanation:**

4 x 162 = 648. Sum of decimal places = 6. So, 0.04 x 0.0162 = 0.000648 = 6.48×10^{-4}
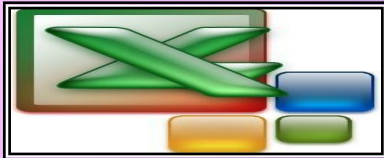
FREQUENTLY ASKED QUESTIONS

1. How is currency valued?

2. What affect Bond Prices?

3. What are Debt market instruments?

4. What are LIBOR and MIBOR market?

5. What are money market instruments?

6. What is Credit Rating?

7. What is the "SO" in rating?

8. What is the average maturity period?

9. What is the Yield curve?

10. What is the Yield to maturity?

1) INTERCEPT FUNCTION: The INTERCEPT (*known_y's*, *known_x's*) function returns the INTERCEPT of the linear regression line that is used to predict *y* values from *x* values. It calculates the point at which a line will intersect the y-axis by using a best fit regression line plotted through the known x-values and y-values.

From the following dataset, we can find INTERCEPT of known x and known y.

SYNTAX: =INTERCEPT (known y values, known x values)

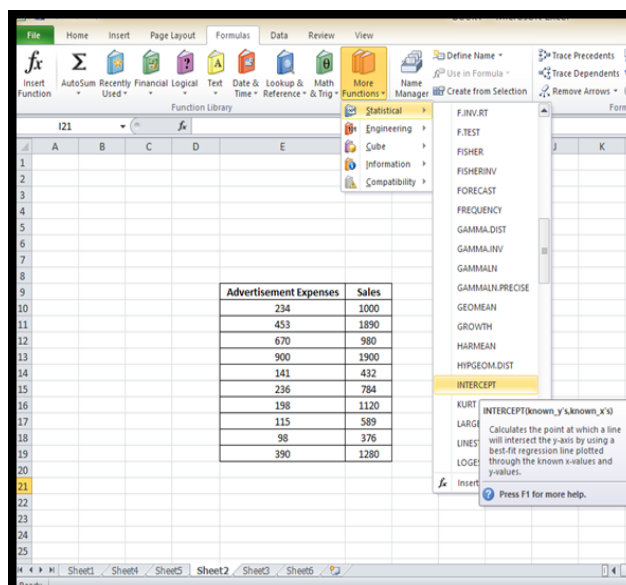Following are the steps to calculate Function INTERCEPT:

Step 1: Go to FORMULA option > MORE FUNCTION > STATISTICAL > INTERCEPT Function and click.

Step 2: Then an Argument Window will open. Put Advertisement expenses on y array and sales in x array.

Step 3: Click on OK

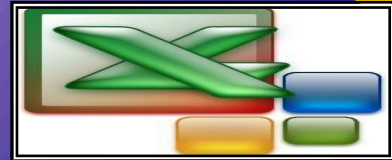Step 4: on the selected cell the value of INTERCEPT will appear.

Advertisement Expenses	Sales
234	1000
453	1890
670	980
900	1900
141	432
236	784
198	1120
115	589
98	376
390	1280

Remarks

- The arguments should be either numbers or names, arrays, or references that contain numbers.
- If an array or reference argument contains text, logical values, or empty cells, those values are ignored; however, cells with the value zero are included.
- If known_y's and known_x's contain a different number of data points or contain no data points, INTERCEPT returns the #N/A error value.

EXCEL WITH MS-EXCEL

2) KURT Function: Returns the kurtosis of a data set. Kurtosis characterizes the relative Preakness or flatness of a distribution compared with the normal distribution. Positive kurtosis indicates a relatively peaked distribution. Negative kurtosis indicates a relatively flat distribution.
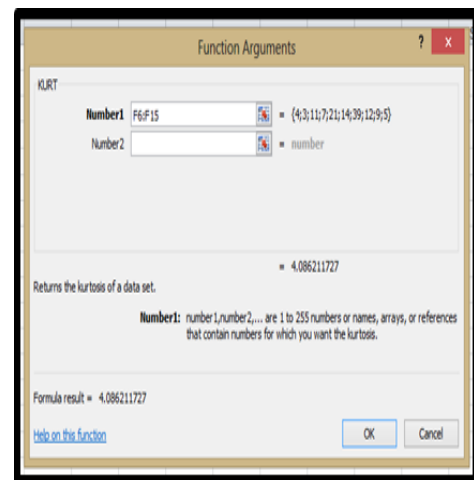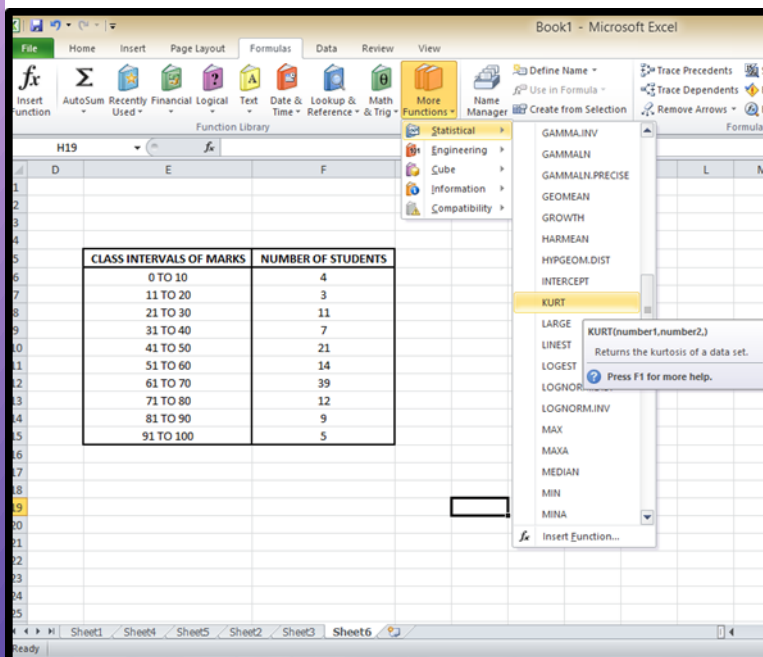
From the following dataset we can find the Kurtosis of students.

SYNTAX: =KURT(number1, number2, …)

Followings are the steps to calculate KURT function.

Step 1: Go to FORMULA option > MORE FUNCTION > STA-TISTICAL > KURT Function > Click

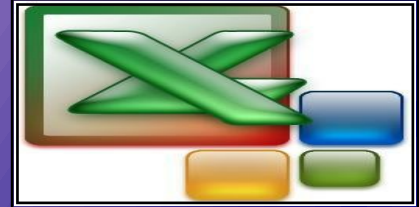| CLASS INTERVALS OF MARKS	NUMBER OF STUDENTS
0 TO 10	4
11 TO 20	3
21 TO 30	11
31 TO 40	7
41 TO 50	21
51 TO 60	14
61 TO 70	39
71 TO 80	12
81 TO 90	9
91 TO 100	5

Step 2: Then an Argument Window will open. Put Number of Students on Number 1 and click on OK.

Step 4: The result will appear in selected cell.

Remarks:

- Arguments can either be numbers or names, arrays, or references that contain numbers.
- Logical values and text representations of numbers that you type directly into the list of arguments are counted.
- If an array or reference argument contains text, logical values, or empty cells, those values are ignored; however, cells with the value zero are included.
- Arguments that are error values or text that cannot be translated into numbers cause errors.

3) CORREL FUNCTION: Returns the correlation coefficient of the array1 and array2 cell ranges. Use the correlation coefficient to determine the relationship between two properties. For example, you can examine the relationship between a location's average temperature and the use of air conditioners.

SYNTAX: =CORREL(array 1, array 2)

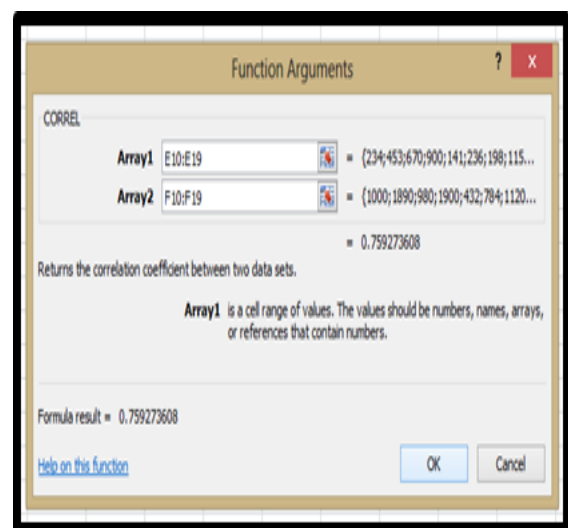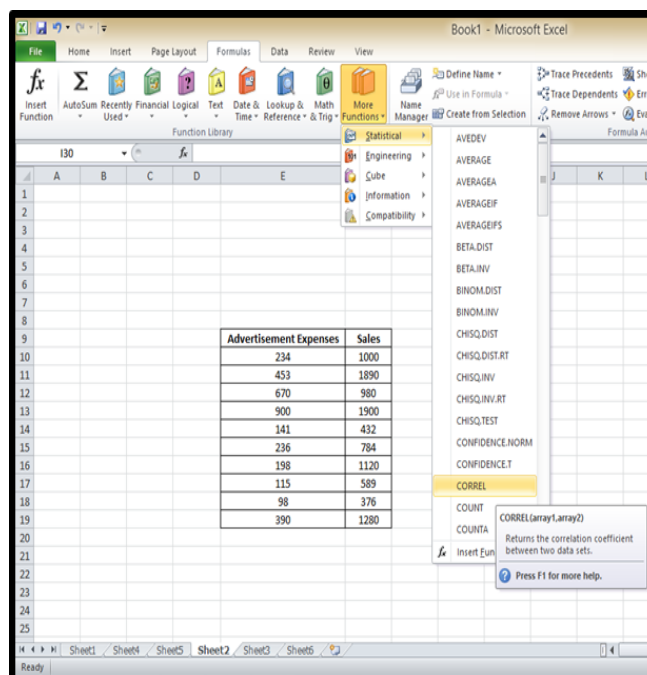Followings are the steps to calculate CORREL Function

 Step 1: Go to FORMULA option > MORE FUNCTION > STATISTICAL > CORREL Function > Click

Step 2: Then an Argument Window will open. Put Adv. Expenses on Array 1 and Sales on Array 2.

Step 3: Then click on OK

Step 4: The result of CORREL will appear on the selected cell.

Advertisement Expenses	Sales
234	1000
453	1890
670	980
900	1900
141	432
236	784
198	1120
115	589
98	376
390	1280

Remarks

- If an array or reference argument contains text, logical values, or empty cells, those values are ignored; however, cells with the value zero are included.

- If array1 and array2 have a different number of data points, CORREL returns the #N/A error value.

If either array1 or array2 is empty, or if s (the standard deviation) of their values equals zero, CORREL returns the #DIV/0! error value.

4) SLOPE FUNCTION: Returns the slope of the linear regression line through data points in known_y's and known_x's. The slope is the vertical distance divided by the horizontal distance between any two points on the line, which is the rate of change along the regression line.
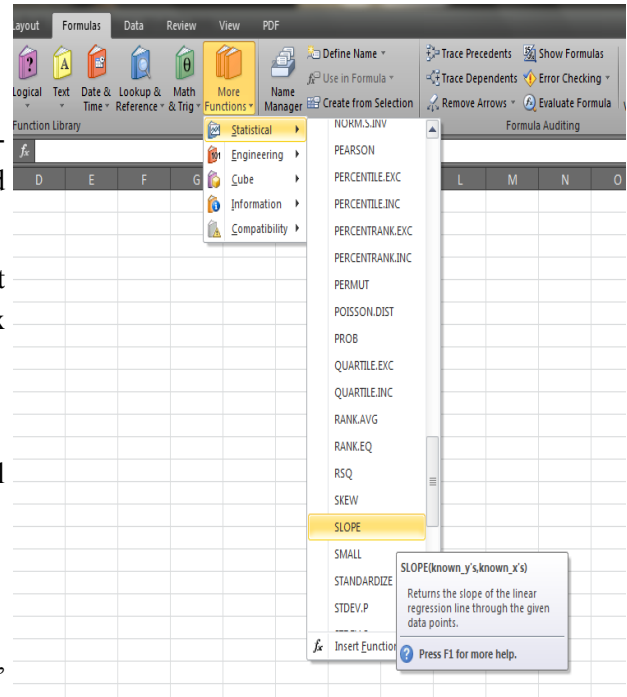
SYNTAX: =SLOPE (array y, array x)

Following are the steps to calculate SLOPE.

Step 1: Go to FORMULA option > MORE FUNC-TION > STATISTICAL > SLOPE Function and click.

Step 2: Then an Argument Window will open. Put Advertisement expenses on y array and sales in x array.

Step 3: Click on OK

Step 4: on the selected cell the value of SLOPE will appear.

Remarks

- The arguments must be either numbers or names, arrays, or references that contain numbers.

- If an array or reference argument contains text, logical values, or empty cells, those values are ignored; however, cells with the value zero are included.

If known_y's and known_x's are empty or have a different number of data points, SLOPE returns the #N/A error value.

EXCEL SHORTCUTS

Ctrl+ 1	Diaplays the Format Cells dialog box.
Ctrl + N	Creates a new, Blank Workbook.
Ctrl + Y	Repeats the last action or command, if possible.
SHIFT + F9	Calculates the active worksheets.
SHIFT + SPACE	Select the entire row.
CTRL + SPACE	Select the entire column.
Alt+ PAGE UP	Move one screen to the left .

TRICKLE YOUR MIND

1. BMW- Bayerische Motoren Werke.

It is a German automobile, motorcycle and engine manufacturing company founded in 1917 which produces automobiles and motorcycles across all its brands. It also owns and produces the Mini marque, and Rolls-Royce Motor Cars.

♦ Founded– 7 March 1916 .

♦ Founder– Franz Josef Popp.

♦ Headquarters– Munich, Germany.

2. KFC - Kentucky Fried Chicken.

It is one of the world's largest chain of fried chicken fast food restaurant. It is popularly known by its abbreviation KFC, across the globe. It has over 17,000 outlets in 105 countries.

♦ Founded– 1930, in North Corbin, Kentucky(original)

♦ Founders– Harland Sanders

♦ Headquarter– Gardiner Lane, Louisville, Kentchuky, United States.

3. BPL - British Physical Laboratories.

This Indian electronics company deals with consumer appliances, home entertainment products and health care devices. It was established in 1963, by MT P G Nambiar.

♦ Founded - 1963

♦ Headquarters- Bengluru, India

4. BSF - Baden Aniline and Soda Factory.

It is recognized as one of the largest diversified chemical companies in the world. The company offers products to various industries and has customers in over 200 countries.

♦ Founded - 6 April 1865.

♦ Headquarters – Ludwigshafen, Germany .

5. **BEML –** Bharat Earth Movers Limited **.**

The company is an Indian Public Sector Undertaking and manufactures a variety of heavy equipment, such as that used for earth moving, transport and mining. BEML is Asia's second-largest manufacturer of earth moving equipment, and it controls 70% of India's market in that sector.

♦ F o u n d e d — Banglore, Kolkata in May 1964.

♦ Headquarter - Banglore, Kolkata, India.

FINCOURSE

FINANCIAL MARKET: A BEGINNER'S MODULE

This is a basic level programme for those who wish to either begin a career in the financial markets in India or simply learn the fundamentals of capital markets. The course is structured to help understand the basic concepts relating to different avenues of investment, the primary and the secondary market, the derivatives market and financial statement analysis.

Why should one take this course?

To get a basic understanding of the products, players and functioning of financial markets, particularly the capital market.

To understand the terms and jargons used in the financial newspapers and periodicals.

Who will benefit from this course?

Students, Teachers, Investors,

Employees of BPOs/IT Companies, Employees of Brokers/Sub-Brokers, Housewives, Anybody having interest in the Indian securities market

Test details

Duration: 120 minutes

No. of questions: 60

Maximum marks: 100, Passing marks: 50 (50%); There is no negative marking in this module.

Certificate validity: For successful candidates, certificates are valid for 5 years from the test date.

MUTUAL FUNDS : A BEGINNER'S MODULE

Mutual funds have become a much sought after investment product in recent years. This course demystifies the concept of mutual funds and helps create awareness and knowledge about the industry and its functioning.

Why should one take this course?

To understand the concept of mutual funds.

To know about the roles of different players viz., custodians, asset management companies, sponsor etc. in the mutual fund industry.

To learn about the tax and regulatory issues related to mutual funds.

To understand the fundamentals of net asset value (NAV) computation and various investment plans.

Who will benefit from this course?

Students, Investors, Financial Planner, Analysts, Equity Researchers, Anybody having interest in the Indian mutual fund industry.

Test details

Duration: 120 minutes

No. of questions: 60

Maximum marks: 100, Passing marks: 50 (50%); There is no negative marking in this module.

Certificate validity: For successful candidates, certificates are valid for 5 years from the test date.

UPCOMING COMPETITIVE EXAMS

NATIONAL INSURANCE COMPANY LIMITED RECRUITMENT 2013

National Insurance Company Limited (NICL) has circulated the notification for filling up 20 Assistant vacancies for four states. Who wish to apply for assistant post may apply in prescribe Format according to your state. Application form invites in prescribe format as on before 03rd May 2013.

DETAILS:

1. Name of the Organization

National Insurance Company Limited (NICL)

2. Post name

Assistant

3. Total No of Post

20-vacancies

4. Education qualification NICL Recruitment 2013

Candidates who wish to apply for National Insurance Company limited Recruitment 2013 must have Graduation Degree from any discipline from any recognized university or institution.

5. Age Limit

Applicant should not be more than 28 years and less than 18 years as on 30th June 2013. Age relaxation will be as per government rules.

6. Application Fee of NICL Recruitment 2013

Candidates have to pay Rs.100 and Rs.50 for reserved candidates in the form of Demand Draft should be drawn in the favour of NICL, Payable at Guwahati.

7.Selection Process NICL Recruitment 2013

On the basis of Written Test followed by Personal Interview.

8. How to apply NICL Recruitment 2013

Candidates may send there duly filled with all relevant documents and recent photo and duly fill application super scribe name of the post along with the DD send to following address:

TO,

Regional Manager, NICL,

Guwahati Regional Office,

Lohia Mansion, Bhangagarh,

Guwahati- 781005.

IMPORTANT DATES:

Last date to submit application– 03 May 2013.

To apply online please visit : **www.ntionalinsuranceindia.com**

DREAM JOB

JOB PROFILE

CORPORATE ACCOUNTANT

Primary Duties or Responsibilities

- conducting a monthly review of the financial results (Trial Balance, Statement of Operations etc.) to identify errors, omissions and performs, directly or through the team of Analysts, various financial analysis (ie. Year over Year analysis, Budget Category and Cost Structure analysis etc);

- identifying training needs for users of the financial system;

- corresponding with users throughout head office and the regions to discuss errors, omissions and appropriate corrective action;

developing and preparing a quarterly feedback report on Quality Assurance issues

•identifying reporting needs and participating in the design of reports to meet new requirements and/or to enhance day-to-day operations including approving specifications, descriptive content for the Reports Catalogue and the testing of reports (this requires coordination with the Financial Systems unit and Information Technology Management Division);

Manages month end and year end processes including

- approving the monthly and year end cut-off schedules;

- preparing year end procedures to accompany the cut-off schedules;

- reviewing year end worksheets prepared by Finance Services, GAD, or regional offices and consolidating information for submission to the OAG;

- coordinating the update of pertinent business

process documents to assist the OAG in their comprehension of IDRC operations;

Financial System

- takes a critical view of financial operations, to identify if the financial system configuration is effective and appropriate to meet operational requirements;

- working closely with the Financial Systems Unit, oversees configuration changes to the Fixed Assets, Accounts Payable and General Ledger Modules in order to ensure that they reflect the needs of the corporation, operate efficiently and facilitate the work in Corporate Accounting;

- in conjunction with the Financial Systems Unit, explores opportunities to maximize the use of the Oracle financial modules; and

participates, as an implementation team member, in the periodic upgrade of Oracle financials (for General Ledger and Fixed Assets modules).

Other Functions

Supports the Manager, Corporate Accounting in the discharge of his/her responsibilities. This includes:

- preparing periodic feedback to GAD, Regional Offices and other users of the financial system on their compliance to Centre financial policies and procedures;

- drafting, or updating, financial policies pertaining to the Corporate Accounting functions;

- researching authoritative literature for proper treatment of accounting topics;

acts as Manager, Corporate Accounting during his/her absence.

1.What percentage of numbers from 1 to 70 have 1 or 9 in the unit's digit?

A. 1   B. 14   C. 20   D.21

2. 66 cubic centimeters of silver is drawn into a wire 1 mm in diameter. The length of the wire in meters will be

A.84   B.90   C.168   D.336

3. The salaries A, B, C are in the ratio 2 : 3 : 5. If the increments of 15%, 10% and 20% are allowed respectively in their salaries, then what will be new ratio of their salaries?

A.3:3:10   B.6:7:8   C. 23:33:60   D.40:60:30

4. Three numbers which are co-prime to each other are such that the product of the first two is 551 and that of the last two is 1073. The sum of the three numbers is:

A. 91   B. 52   C.85   D.24

5. A two-digit number is such that the product of the digits is 8. When 18 is added to the number, then the digits are reversed. The number is: :

A.46   B.24   C.27   D. 98

ANSWERS OF NOW IT'S YOUR TURN OF FINJOB_7

1) Option D
2) Option B
3) Option C
4) Option B
5) Option B

WINNER OF FINJOB 7

VARTIKA GUPTA

NOTE:- Send your solution of 'Now it's your turn-1' to the following email-id. The first two persons who will give the correct solution, their name with their photographs will be published in the next issue.

stutisrivasatava@its.edu.in

taniyabhandari@its.edu.in

Send us your feedback and suggestion at:
sumitgulati@its.edu.in
kritikesari@its.edu.in
ganeshtiwari@its.edu.in
stutisrivasatava@its.edu.in
taniyabhandari@its.edu.in

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FINVEST which symbolize finance and investment is a student managed club and it aims to spread knowledge to all those who aspire to learn the Nitti gritty of Finance. The uniqueness about this club is its focus on practical aspects of finance and regular research by students which keeps them updated with the changing scenario.

Disclaimer:

This newsletter is just a compilation of contents of interview tips, fincourse, dream job, etc. from various sources (newspapers, websites, journals and magazines) and hence, no personal analysis is being done by the members. Thus, readers are expected to cross-check the facts before relying upon them. Though much care has been taken to present the facts without error, still if errors creep in, necessary feed backs will always be welcomed. Editors would not be responsible for any undertakings.