INTERVIEW WITH—MR. DEEPAK JAIN

Country Head of American Academy of Financial Management, Delhi

Mr. Deepak Jain is the Country Head of American Academy of Financial Management, Delhi. He was Vice President of New Era Institute of Professional Studies from January 2009 to March 2012. He was also General Manager (Head Academics) of BLB Institute of Financial Market, from March 2007 to January 2009.

Mr. Deepak Jain
Country Head of American Academy of Financial Management, Delhi

1) What are the Qualities in a manager you expect while hiring a person?

A manger should possess basic interpersonal skills as technical skills can be learnt. He must be dedicated towards his/her work. He/she must be focused and must have some basic knowledge about the work. Commitment to his/her project and work is important. If a manager is committed then only he/she will be able to pull his/her team forward in trying times.

2). Sir, what is your Success Mantra?

Never say no to anything. Try to solve it yourself. There is a saying "Try, try and you will succeed". This saying must be applied in our daily life by the students. This gives an added advantage. They can never forget the same solution as well as they get a new experience. Take initiative to make yourself enriched with new experience.

3). Sir, your message to the students.

Students must do whatever they like to do but never bound themselves. They must consider work as pleasure not a mere responsibility. Every work is important and must be enjoyed. This increases the effectiveness and efficiency of the employee.

Interview Tips

GROUP INTERVIEWS

DO's

1. **Be alert and ready for anything**. These interviews are interactive so pay attention as you will be expected to participate.

2. **Ask questions in the end.** Like with any other interview, you've got to prepare your own questions. Show your interest and ask a relevant inquiry. DO NOT ask about the pay, benefits, or anything else that is confidential.

3. **Nod your head every so often when the employer speaks.** Managers want to know that you are a good listener and can take in information quickly. A simple head nod shows a lot of courtesy.

4. **Sit up straight, cross your ankles, and keep smiling.** Throughout the interview, these motions are what you have to keep watching out for. It's very easy to have a tendency to slouch and lean back, especially if it's not your turn to talk. But just because you're not talking doesn't mean the employer is not watching you.

5. **Greet every manager in the interview with a firm handshake and a smile.** It is highly unprofessional to not acknowledge who you will be speaking with. A handshake goes a long way, and a FIRM handshake takes you even further.

6. **Share what makes you unique**. The last thing you want to do is lie to fit in with the group. Take advantage of instances that allow you to showcase your personality. For instance, if the

7. **Come prepared with business ideas**. After you have thoroughly researched the company as well as your role, come ready with some ideas that would benefit the company. "Suggest something that has the potential to bring in business or add revenue in some innovative way that we have not yet considered," Zugec says. "The former shows initiative and the latter creativity and innovation, all of which are high in importance."

DON'T

1. **Don't be shy.** Speak out, but don't cut other people off or go over your allotted time for the question or exercise. If you are broken up into small groups, realise that people will still come over from time to time to hear what you are saying.

2. **Become too informal** – As in any other interview situation, there's a certain etiquette for group interviews which should always be adhered to. It's fine to appear comfortable and relaxed in some instances. For example, taking your coat/scarf/hand-knitted woolly mittens off is perfectly acceptable (and indeed can be a particular bugbear for some recruiters if left on). Do not, however, use this as an excuse to leave your manners at the door.

3.**Number one:** don't refer to your interviewers or co-interviewees as 'mate'. Your interviewers are not your friends.

4. **Number two:** never swear. Being controversial is ok, as long as you have a well-articulated, polite and appropriate argument. Being rude, vulgar or offensive, however, is definitely not.

APTI-TRICKS

1. Two trains 140 m and 160 m long run at the speed of 60 km/hr and 40 km/hr respectively in opposite directions on parallel tracks. The time (in seconds) which they take to cross each other, is:

A . 9   B. 9.6   C. 10   **D. 10.8**

Explanation:

Relative speed = (60 + 40) km/hr = (100*5/8)m/sec; = (250/9) m/sec.

Distance covered in crossing each other = (140 + 160) m= 300m.

Required time = (300* 9/250) m/sec. = (54/5) sec; = 10.8 sec.

2. 1397 x 1397 = ?

A.1951609   B. 2345754

C. 1249680   D. 563428O

Explanation:

$1397 * 1397 = (1397)^2$

$= (1400-3)^2$

$= (1400)^2+(3)^2 - (2*1400*3)$

= 1960000 + 9 - 8400

= 1960009 - 8400

= 1951609.

3. The average age of husband, wife and their child 3 years ago was 27 years and that of wife and the child 5 years ago was 20 years. The present age of the husband is:

32yrs   **B. 40 yrs**   C. 30 yrs   D. 50yrs

Explanation:

Sum of the present ages of husband, wife and child = (27 x 3 + 3 x 3) years = 90 years.

Sum of the present ages of wife and child = (20 x 2 + 5 x 2) years = 50 years.

∴   Husband's present age = (90 - 50) years = 40 years.

4. Six bells commence tolling together and toll at intervals of 2, 4, 6, 8 10 and 12 seconds respectively. In 30 minutes, how many times do they toll together ?

A. 4   B. 10   C. 15

D. 16

Explanation:

L.C.M. of 2, 4, 6, 8, 10, 12 is 120.

So, the bells will toll together after every 120 seconds(2 minutes).

In 30 minutes, they will toll together = (30/2)+1 = 16 times.

5. A sum of money amounts to Rs. 9800 after 5 years and Rs. 12005 after 8 years at the same rate of simple interest. The rate of interest per annum is:

A. 5   B. 8   **C. 12**

D. 15

Explanation:

S.I. for 3 years = Rs. (12005 - 9800) = Rs. 2205.
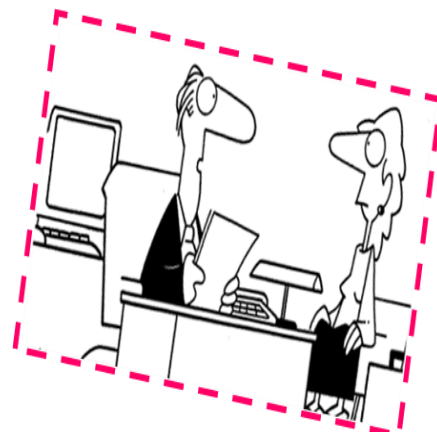
S.I. for 5 years = Rs (2205*5/3) = Rs. 3675

∴   Principal = Rs. (9800 - 3675) = Rs. 6125.

Hence, rate = (100*3675)/(6125*5)% = 12%
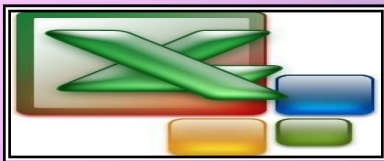
FREQUENTLY ASKED QUESTIONS

1. Explain Opportunity Cost and Differential Cost.

2. What are adjustment entries? Why are they passed?

3. What is composite cost of capital?

4. What are the principles of capital structure management?

5. Explain Balanced Capitalization.

6. Explain share capital & reserves and surpluses.

7. What are the different types of expenditures considered for the purpose of accounting?

8. What is a deferred tax asset and why might one be created?

9. What is a deferred tax liability and why might one be created?

1) SKEW Function: Returns the skewness of a distribution. Skewness characterizes the degree of asymmetry of a distribution around its mean. Positive skewness indicates a distribution with an asymmetric tail extending toward more positive values. Negative skewness indicates a distribution with an asymmetric tail extending toward more negative values.

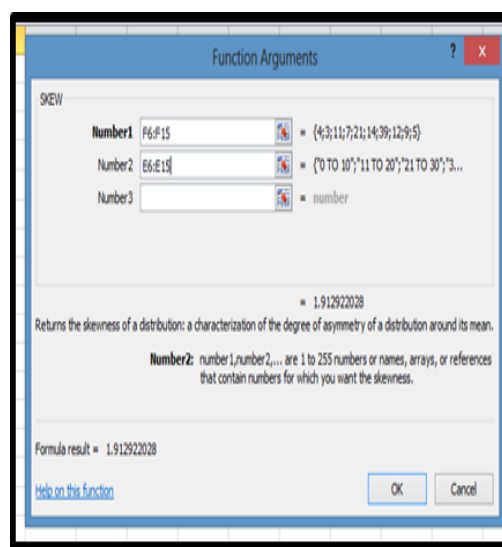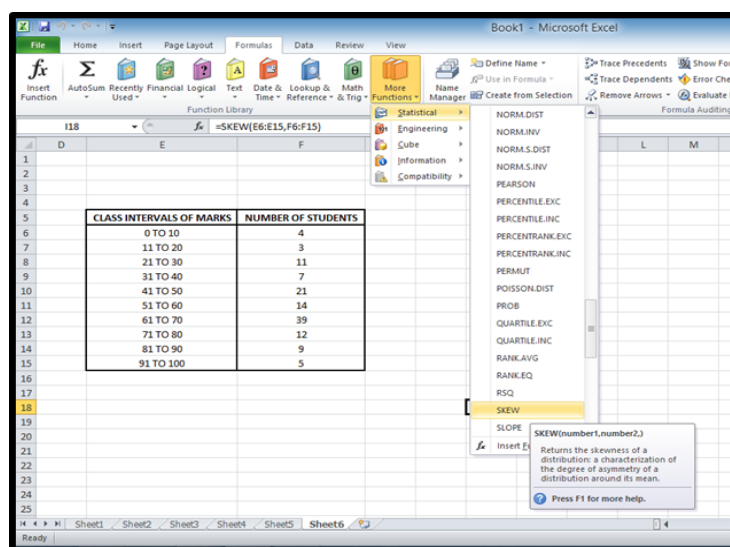| CLASS INTERVALS OF MARKS	NUMBER OF STUDENTS
0 TO 10	4
11 TO 20	3
21 TO 30	11
31 TO 40	7
41 TO 50	21
51 TO 60	14
61 TO 70	39
71 TO 80	12
81 TO 90	9
91 TO 100	5

SYNTAX: =SKEW(Number 1, Number 2)

Following are the steps to Calculate SKEW function.

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

Step 2: Then an Argument Window will open. Put Class Intervals on Number 1 and Number of Students on Number 2.
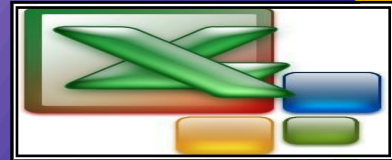
Step 3: Click on OK

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

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.

EXCEL WITH MS-EXCEL

2) QUARTILE.EXC Function: Returns the quartile of the data set, based on percentile values from 0..1, exclusive.

SYNTAX: =QUARTILE (array, quart)

Array   Required. The array or cell range of numeric values for which you want the quartile value.

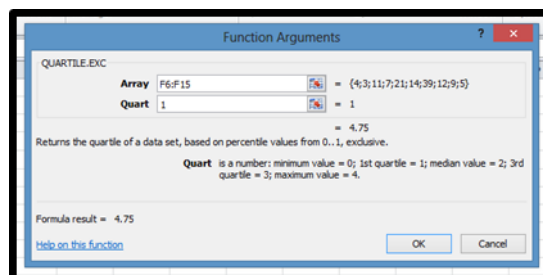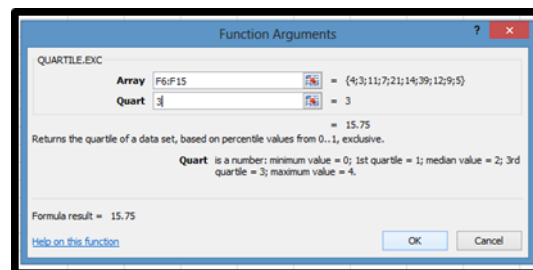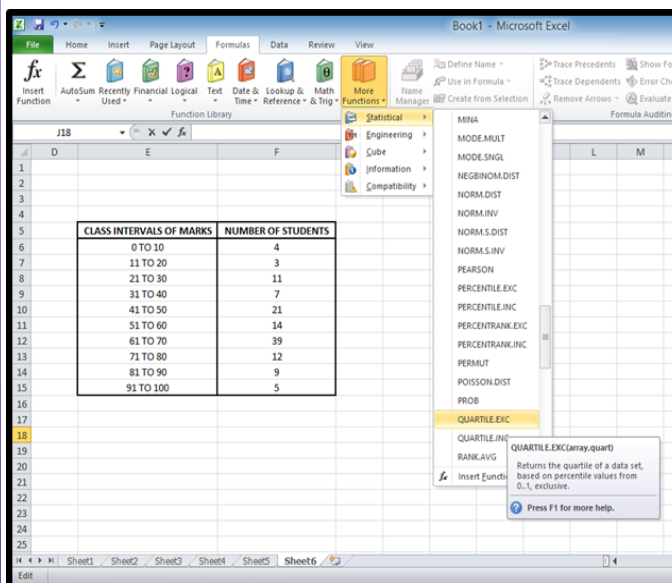**Quart**   Required. Indicates which value to return.

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

Following are the steps to calculate QUARTILE.EXC.

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

Step 2: Then an Argument Window will open. Put No. of Students on array and specified quartile on quart.

Step 3: Click on OK

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

Remarks

• If array is empty, QUARTILE.EXC returns the #NUM! error value.

• If quart is not an integer, it is truncated.

• If quart ≤ 0 or if quart ≥ 4, QUARTILE.EXC returns the #NUM! error value.

MIN, MEDIAN, and MAX return the same value as QUARTILE.EXC when quart is equal to 0 (zero), 2, and 4, respectively.

3) QUARTILE.INC FUNCTION: Returns the quartile of a data set, based on percentile values from 0..1, inclusive.

Quartiles often are used in sales and survey data to divide populations into groups. For example, we can use QUARTILE.INC to find the top 25 per cent of incomes in a population.

SYNTAX: =QUARTILE.INC (array, quart)

The QUARTILE.INC function syntax has the following arguments:

Array   Required. The array or cell range of numeric values for which you want the quartile value.
Quart   Required. Indicates which value to return.

Following are the steps to calculate QUARTILE>INC:

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

Step 2: Then an Argument Window will open. Put No. of Students on array and specified quartile on quart.
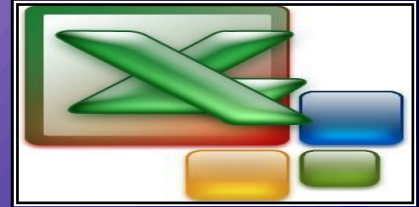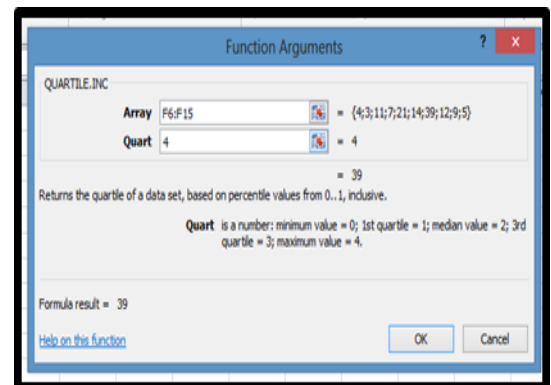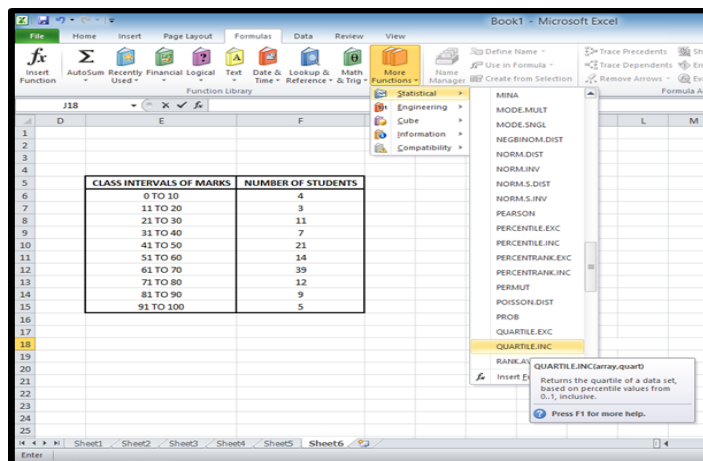
Step 3: Click on OK

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

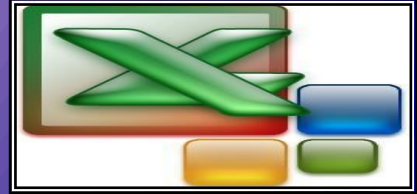| CLASS INTERVALS OF MARKS	NUMBER OF STUDENTS
0 TO 10	4
11 TO 20	3
21 TO 30	11
31 TO 40	7
41 TO 50	21
51 TO 60	14
61 TO 70	39
71 TO 80	12
81 TO 90	9
91 TO 100	5

Remarks

• If array is empty, QUARTILE.INC returns the #NUM! error value.

• If quart is not an integer, it is truncated.

• If quart < 0 or if quart > 4, QUARTILE.INC returns the #NUM! error value.
MIN, MEDIAN, and MAX return the same value as QUARTILE.INC when quart is equal to 0 (zero), 2, and 4, respectively.

4) LARGE Function: Returns the k-th largest value in a data set. You can use this function to select a value based on its relative standing. For example, you can use LARGE to return the highest, runner-up, or third-place score.

SYNTAX: =LARGE (array,k)

The LARGE function syntax has the following arguments:

Array   Required. The array or range of data for which you want to determine the k-th largest value.
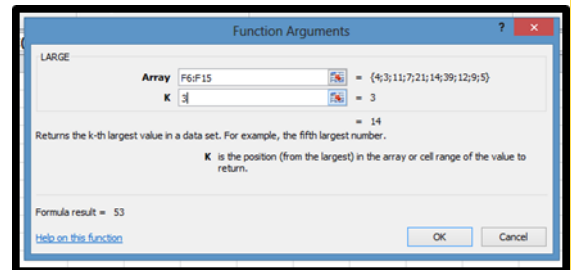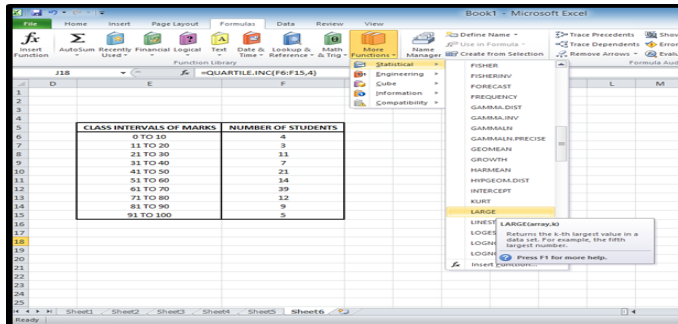
K   Required. The position (from the largest) in the array or cell range of data to return.

Following are the steps to calculate LARGE Function:

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

Step 2: Then an Argument Window will open. Put No. of Students on array and specified position on k.

Step 3: Click on OK

Step 4: on the selected cell the value of QUAR-TILE.INC will appear.

Remarks

- If array is empty, LARGE returns the #NUM! error value.
- If k ≤ 0 or if k is greater than the number of data points, LARGE returns the #NUM! error value.

EXCEL SHORTCUTS

Ctrl+ SHIFT+~	Applies the general number format.
CTRL+SHIFT+$	Applies the Currency format with two decimal places.
CTRL + SHIFT+^	Applies the Exponential number format with two decimal places.
CTRL + W	Closes the selected workbook window.
CTRL+ D	Fill complete cells down.
CTRL + F10	Maximizes or restore the selected workbook window.
CTRL+SHIFT+F3	Creates names from row and column labels.

TRICKLE YOUR MIND

1. HSBC- Hong kong and Shanghai Banking Corporation.

HSBC is a multinational banking and financial services company which operates within business groups such as commercial banking; global banking and markets, retail banking, wealth management and global private banking.

- ♦ Founded– 1865.
- ♦ Founder - Thomas Sutherland.
- ♦ Headquarter– London, United Kingdom.

2. L&T - Larsen & Toubro.

L&T is India's multinational conglomerate corporation which is headquartered in Mumbai. The company's business includes technology, engineering, construction and manufacturing goods. L&T is India's largest engineering and construction company.

- ♦ Founded– 1938.
- ♦ Founders - Henning Holck Larsen; Soren Christian Turbo.
- ♦ Headquarter– L&T House, Ballard Estate, Mumbai, Maharashtra, India

3. LEGO - It is an abbreviation of the two Danish words 'leg godt', meaning play well .

and the company provides toys, experiences and teaching materials for children in more than 130 countries. The company's flagship product, Lego, consists of colourful interlocking plastic bricks and an accompanying array of gears, minifigures and various other parts. Lego bricks can be assembled and connected in many ways, to construct such objects as vehicles, buildings, and even working robots. Anything constructed can then be taken apart again, and the pieces used to make other objects.

- ♦ Founded - 1932.
- ♦ Founder - Ole Kirk Kristiansen.

4. MRF - Madras Rubber Factory

India's major tyre manufacturing company, CC is popularly known as MRF. It is considered to be the largest tyre manufacturer in India which makes all types of tyres, from auto to sedan, bias to radial including tubes and conveyor belts.

- ♦ Founded - 1946.
- ♦ Founder - K.M. Mammen Mappillai
- ♦ Headquarters – Chennai, India.

5. CEAT – Cavi Elettrici e Affini Torino **.**

CEAT is a Mumbai based tyre manufacturing company. The company's Indian division was then taken over by RPG Enterprises in the year 1982 which also got the rights to the CEAT brand and renamed the company as CEAT Limited. listed in India. CEAT has about 20% of the local truck and light truck tyre market.

- ♦ Founded - 1958.
- ♦ Headquarter - Worli, Mumbai, India.

FINCOURSE

CURRENCY DERIVATIVES—A BEGINNER'S MODULE

This module has been designed with a view to improve awareness about the 'Currency Derivatives' product, which has been made available for trading in the Indian securities market in 2009. The course content is structured to help a beginner understand what the product is, how it is traded and what uses it can be put to.

Why should one take this course?

1. To understand the fundamentals of the currency market.

2. To understand the currency futures as a risk management tool.

3. To learn about the trading platform of the currency derivatives segment of a stock exchange.

Who will benefit from this course?

1. Student.

2. Bankers

3. Employees of Export/Import Houses.

4. Employees of Brokers and Sub Brokers

5. Anybody having interest in the Indian Security markets.

Course Outline

1. Derivatives as a Risk Management Tools

- Concept of risk, risk management, Types of traders in derivative markets.

2. Currency Markets

- Exchange rate, Fixed and Floating exchange rates, Spots transactions, Forward Transactions etc.

3. Currency Future

- Forward contracts, Future contracts, pricing of future contracts.

4. Strategies using Currency Future

- Hedging, speculations and arbitrage in currency future.

5. NSE'S Currency Derivatives Segments

- Product definition, uses of currency future at NSE.

6. Trading, Clearing, Settlement and Risk Management

- Memberships, Future Contract Specifications, Trading system, Margins, Settlement of contacts etc.

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

RBI Recruitment 2013 - 525 Assistants Vacancies

Reserve bank of India is the premier bank of India formed in 1934 under RBI act. RBI invites Applications for permanent recruitment of 525 Assistants Vacancies from candidates qualified in Relevant Field.

Post and Eligibility Criteria :-
Post of Assistant in different Offices of RBI

QUALIFICATION: Degree in any discipline with min 50% marks (only pass for SC/ST/PWD candidates) and Proficiency in Local Language

Age: 18-20 Years

Pay (Per Month): Rs. 21419

Important Dates

Online Applications - Till June 20, 2013

Online Payment of Fees - May 30 - Jun 20, 2013

Offline Payment of Fees - June 03 - Jun 24, 2013

Online Examination Dates - To be held on Jul 20, 21, 27, 28, 2013

Selection Procedure
Selection will be based on the basis of performance in Written test and Interview.

Written Test Scheme

Objective test - Reasoning, English Language, Numerical Ability, General Awareness, Computer Knowledge and Examination paper will be 2 Hours and 200 marks.

Application Procedure
Fee is Rs. 400 for Gen/OBC and **Nil** for Others (SC/ST/PWD/EXS/STAFF).

Online Payment -

The payment can be Made Online or Offline. Online payment is to be made using any Debit/Credit Card.

Offline Payment -

Firstly get your photograph and signature scanned. Fill the Online Application and Take a print of system generated Fee payment challan. Note the Registration Number and password.

Offline payment can be made through the CBS branches of any one of the following 7 Public Sector Banks:- **Bank of Baroda, Bank of India, Bank of Maharashtra, Central Bank of India, Indian Overseas Bank, Punjab National Bank, United Bank of India**.

The payment of fees can be done using the generated payment challan from second day of application and for next three working days only. The registration can be confirmed only after the fee is paid.

After payment, Apply online by using payment and other details. Keep the payment challan and two **prints** of **application forms** for future use as they are to be used in the Interview process.

For More details please visit : www.rbi.org.in

DREAM JOB

PERSONAL FINANCIAL ADVISOR

A financial advisor is a professional who renders financial services to clients. Personal financial advisors help people by providing financial advice. These are the professionals who help individuals manage their finances by providing advice on money issues such as investments, insurance, mortgages, college savings, estate planning, taxes and retirement, depending on what the client requests help with. Some financial advisors are paid a flat fee for their advice, while others earn commissions from the investments they sell their clients.

DUTIES AND RESPONSIBILITIES

1. Build and maintain client bases, keeping current client plans up-to-date and recruiting new clients on an ongoing basis.

2. Contact clients periodically to determine if there have been changes in their financial status.

3. Devise debt liquidation plans that include payoff priorities and timelines.

4. Explain and document for clients the types of services that are to be provided, and the responsibilities to be taken by the personal financial advisor.

5. Explain to individuals and groups the details of financial assistance available to college and university students, such as loans, grants, and scholarships.

6. Research and investigate available investment op-

portunities to determine whether they fit into financial plans.

SKILLS

1. Speaking -- Talking to others to convey information effectively.

2. Active Listening -- Giving full attention to what other people are saying, taking time to understand the points being made, asking questions as appropriate, and not interrupting at inappropriate times.

3. Mathematics -- Using mathematics to solve problems.

4. Judgment and Decision Making -- Considering the relative costs and benefits of potential actions to choose the most appropriate one.

How to Become a Personal Financial Advisor ???

A bachelor's degree is required for most entry level personal financial advisor. Though people in this occupation come from many different academic backgrounds, taking courses in business, accounting, finance, or economics can help prepare you for the job. If you have aspirations of working in upper management, getting a master's degree in business is often required . There are multiple certifications offered to personal financial advisors. The most widely recognized certification is Certified Financial Planner, which is offered by the Certified Financial Planner Board of Standards. To qualify for this exam, you must have a bachelor's degree and three years of work experience.

5. A shopkeeper expects a gain of 22.5% on his cost price. If in a week, his sale was of Rs. 392, what was his profit?

A. 48   B. 24   C. 72   D. 28

1. A is thrice as good as workman as B and therefore is able to finish a job in 60 days less than B. Working together, they can do it in:

A. 14days   B. 22.5days   C. 20days   D.18days

2. The difference between simple and compound interests compounded annually on a certain sum of money for 2 years at 4% per annum is Re. 1. The sum (in Rs.) is:

A. 625   B. 630   C.635   D.650

3. If 2994 ÷ 14.5 = 172, then 29.94 ÷ 1.45 = ?

A. 0.172   B. 0.72   C. 17.2   D. 1.72

4. In how many different ways can the letters of the word 'MATHEMATICS' be arranged so that the vowels always come together?

A. 10080   B. 489865   C. 120960   D. 961345

ANSWERS OF NOW IT'S YOUR TURN OF FINJOB_9

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

WINNER OF FINJOB 9

Anasua Dutta

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

EDITORS:

Kriti kesari

Ganesh Tiwari

Stuti Srivastava

Taniya Bhandari

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.