Mr. Anoop Arora is the Chief Manager of RETAIL ASSET BRANCH OF PUNJAB NATIONAL BANK. He has done Engineering in textile from Technological Institute of Textile, Bhiwani in 1979. He has also completed MBA, CAIIB COURSES. In 1979 he joined DCM (Delhi Cloth Mill) group. In 1985 he joined banking industry. He has 28 years industry experience.

1. Sir, as per you what is the importance of Banking sector in strengthening the financial sector of the economy?

Ans. Basically, the role of banking sector in India, is socio economic upliftment and both private and public sector banks are contributing in there own way. They are granting loans, giving good services to their customers, thereby helping in speeding the growth of economy.

2. Please give inputs from your side how to get a good job in banking sector?

Ans. Hard work is the only key to success. It is very simple to enter into banking industry. Lots of job opportunities are coming from government as well as from private banks. If one is fully prepared for each and every step from written exams to interview then no one can stop him/her to enter into this sector.

3. Sir, what is your success mantra?

Ans. Main thing is punctuality, as it is said that don’t leave today’s work for tomorrow. So, punctuality and hard work are the two main things which are important to get success in life.

4. Sir, your message to our PGDM/MBA students?

Ans. As we all know that there is a cut throat competition everywhere so one should prepare accordingly. As it is said that “It is better to work hard today and enjoy whole life than to enjoy today and work hard whole life”. So, students should be prepared to work hard and make sure that they understand their work.
**GROUP INTERVIEWS**

**DO's**

1. **Skills you will be expected to demonstrate during group interview exercises include leadership skills, your ability to handle stress and pressure, teamwork skills and how well you take and give criticism.** Be sure to keep this in mind when you complete the exercises.

2. **Keep in mind that they are part of a tribe you want to join.** It's important that you make the case throughout the interview that you respect and admire the team, but that you are also confident you bring something to them that they need. It's on you to prove that you'd be a valuable asset to the organization. In short, you can be of value to each panel member and that makes you the one they should want to hire.

3. **Remember that different personalities make up a team.** You shouldn't try to alter your style to suit them all. When you try to alter your style for each person in the room, you look like you have multiple personalities -- and that won't get you hired.

4. **Even though the other candidates are your competition, they still share your career interests and probably have valuable industry contacts.** Group interviews should not be a networking event, but if you hit it off with another candidate, follow-up with them after the interview.

**DON'T**

1. **Don't focus on any one individual.** You should make an effort to engage everyone in the group when you are asking or answering questions.

2. **Don't show surprise or annoyance when faced with a group interview.** It will show your arrogance.

3. **Do not interrupt another job candidate while they speak.** Yes, I know I just stressed on the "speaking up" factor. But being in a group also requires that you give others a chance to talk. This is an important team quality that employers are evaluating about you. Interrupting is purely rude. If you've already spoken up first a couple times, let the others take their chance. Again, you don't want to look over-aggressive. A leader knows to let others finish while speaking.

4. **Don't forget that everyone in that room is equally important.** While some may have bigger titles, or more relevant roles (i.e., one would be our co-worker, one's our potential boss, and one's our potential boss' boss), they all should be treated the same. When you answer questions, make eye contact with each one as a way to say, "You are a team and I intend to treat you all with the same level of respect".

**FINJOB**
1. The length of the bridge, which a train 130 metres long and travelling at 45 km/hr can cross in 30 seconds, is:
   A. 200   B. 220   C. 245   D. 280

   **Explanation:**
   Speed = (45*5/18)m/sec; = (25/2) m/sec.
   Let the length of bridge be x metres.
   Then, \( \frac{130+x}{30} = \frac{25}{2} \).
   \( 2(130 + x) = 750 \)
   \( x = 245 \) metres.

2. A can lay railway track between two given stations in 16 days and B can do the same job in 12 days. With help of C, they did the job in 4 days only. Then, C alone can do the job in:
   A. 9.2   B. 9.4   C. 9.6   D. 10

   **Explanation:**
   \( (A + B + C)'s \) 1 day’s work = \( \frac{1}{4} \)
   A’s 1 day’s work = \( \frac{1}{16} \)
   B’s 1 day’s work = \( \frac{1}{12} \)
   \( \therefore \) C’s 1 day’s work = \( \frac{1}{4} - \frac{1}{16 + 1/12} \)
   = \( \frac{1}{4} - \frac{7}{48} \) = \( \frac{5}{48} \).
   So, C alone can do the work in = \( \frac{48}{5} \) = 9.6 days

3. In a certain store, the profit is 320% of the cost. If the cost increases by 25% but the selling price remains constant, approximately what percentage of the selling price is the profit?
   A. 30%   B. 70%   C. 50%   D. 80%

   **Explanation:**
   Let C.P. = Rs. 100. Then, Profit = Rs. 320, S.P. = Rs. 420.
   New C.P. = 125% of Rs. 100 = Rs. 125
   New S.P. = Rs. 420; Profit = Rs. \( (420 - 125) = Rs. 295 \).
   Required percentage = \( \frac{295}{420} \times 100 = 70\% \) (approx.)

4. The cost price of 20 articles is the same as the selling price of \( x \) articles. If the profit is 25%, then the value of \( x \) is:
   A. 15   B. 16   C. 18   D. 25

   **Explanation:**
   Let C.P. of each article be Re. 1 C.P. of \( x \) articles = Rs. \( \times \)
   S.P. of \( x \) articles = Rs. 20.
   Profit = Rs. \( (20 - x) \).
   \( \frac{(20-x)}{x} \times 100 = 25 \)
   \( 2000 - 100x = 25x \)
   \( 125x = 2000 \); \( x = 16 \)

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**FREQUENTLY ASKED QUESTIONS**

1. What is an asset beta and how do you calculate it?
2. What is the difference between fundamental and technical analysis?
3. What is the difference between Free Cash Flows vs. Cash Flows?
4. Which would provide more incentive to an executive, stock options or straight stock? Why?
5. What are the differences between a WACC and an asset beta?
6. What is the difference between book and GAAP reported net income?
STDEVA Function: In statistics and probability theory, standard deviation (represented by the symbol \( \sigma \)) shows how much variation or "dispersion" exists from the average. STDEVA Function is to find variation of the dataset.

The function STDEVA estimates standard deviation based on a sample, including logical values and text.

From the following dataset, we can find Variation of students as per the Marks.

SYNTAX:

=STDEVA(value1,value2) or =STDEVA(Range A, Range B)

Following are the steps to Calculate STDEVA:

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

Step 2: Then an Argument Window will open. On Value1 select the Range of Number of Students.

Step 3: Then press OK.

The result of STDEVA will appear in selected cell, which implies Standard Deviation.

STDEV.P Function: It calculates the Standard Deviation based on the entire population given in a sample. It ignores Logical Values and Text.

From the following data set, we can calculate STDEV.P.

SYNTAX:

=STDEV.P (Range)

Followings are the steps to calculate STDEV.P

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

Step 2: Then an Argument Window will open. On Value1 select the Range of Number of Students.
Step:3 Then press OK

The result of STDEV.P will appear in selected cell, which implies Standard Deviation of the dataset.

**STDEV.S Function**: It calculates the Standard Deviation based on given sample. It ignores Logical Values and Text.

From the following dataset, we can find Variation of students as per the Marks.

**SYNTAX**:  
=STDEV.S(value1,value2) or =STDEV.S(Range A, Range B)

Following are the steps to Calculate STDEVA:

Step 1: Go to FORMULA option > MORE FUNCTION > STATISTICAL > STDEV.S Function and click.  
Step 2: Then an Argument Window will open. On Value1 select the Range of Number of Students.  
Step:3 Then press OK  
The result of STDEV.S will appear in selected cell, which implies Standard Deviation.
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: \( =\text{CORREL}(\text{array}_1, \text{array}_2) \)

Following 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.

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.
**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 FUNCTION > 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.

*Snap shot of the steps will as the INTERCEPT function.

**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.

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**EXCEL SHORTCUTS**

<table>
<thead>
<tr>
<th>Down Arrow</th>
<th>Select the next item in the Auto filter list</th>
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<tbody>
<tr>
<td>END</td>
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<tr>
<td>HOME</td>
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<tr>
<td>UP ARROW</td>
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<td>Ctrl+Shift+Enter</td>
<td>Enter a formula as an array formula</td>
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<tr>
<td>Alt+Arrow Up</td>
<td>Close the AutoFilter list for the current column</td>
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</tbody>
</table>
1. **HMT - Hindustan Machine Tools**
   - It is a state-owned manufacturing company under the Ministry of Heavy Industries and Public Enterprises in India. HMT Limited has 18 manufacturing units. Some of the company’s products include watches, tractors, printing machinery and plastic processing machinery among others.
   - Founded – 1953.
   - Headquarter – Bangalore, India.

2. **WIPRO - Western India Products Limited**
   - The company’s operations include IT products and services, consumer care and lighting, healthcare and infrastructure engineering. Wipro is the third largest IT services company in India. Its subsidiary, Wipro Enterprises Ltd., offers consumer care, lighting, healthcare, and infrastructure engineering.
   - Founded – December 1945.
   - Founders - Hasham Premji.
   - Headquarter – Bangalore, Karnataka, India.

3. **ITC - India Tobacco Company**
   - The Indian public conglomerate has diversified business operations in FMCG markets, hotels, paperboards, packaging, agribusiness and information technology. It is rapidly gaining market share even in its nascent businesses of Packaged Foods & Confectionery, Branded Apparel, Personal Care and Stationery.
   - Founded - 24 August 1910 (as Imperial Tobacco Co. of India.)
   - Headquarter - Kolkata, West Bengal, India.

4. **CAT - Caterpillar Inc.**
   - It is an American corporation which designs, manufactures, markets and sells machinery and engines. Apart from this, company sells financial products and insurance to customers around the world. Caterpillar is the world’s leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives.
   - Founded - April 15, 1945.
   - Headquarter – Peoria, Illinois, United States.

5. **INTEL – Integrated Electronics**
   - It is the world’s largest chip manufacturer. The company makes motherboard chipsets, network interface controllers and integrated circuits, flash memory, graphic chips, among other products. Intel is the world’s largest and highest valued semiconductor chip maker, based on revenue. Intel has recently introduced a 3-D transistor that improves performance and energy efficiency.
   - Headquarter- Santa Clara, California, USA.
CAPITAL MARKET (DEALERS’) MODULE

Why should one take this course?
- To understand the capital market trading operations of NSE.
- To understand the clearing, settlement and risk management processes.
- To know about the eligibility criteria for seeking membership at NSE.
- To learn the other important regulatory aspects.

Who will benefit from this course?
- Employees of Stock Brokers and Sub-Brokers
- Students
- Teachers
- Employees of BPO/IT Companies
- Investors
- Anybody having interest in the Stock market operations

Test details
- Duration: 105 minutes
- No. of questions: 60
- Maximum marks: 100, Passing marks: 50 (50%); There is negative marking for incorrect answers.
- Certificate validity: For successful candidates, certificates are valid for 5 years from the test date.

Fees
Rs.1,686/- (Rupees One Thousand Six Hundred and Eighty Six Only).

DERIVATIVES MARKET (DEALERS’) MODULE

Derivatives are known to be among the most powerful financial instruments. The Indian equity derivatives market has seen tremendous growth since the year 2000 when equity derivatives were introduced in India. This module provides insights into different types of equity derivatives, their trading, clearing and settlement and the regulatory framework.

Why should one take this course?
- To learn the basics of the derivatives market
- To understand the use of derivative products in speculating, hedging and arbitraging
- To learn the trading, clearing, settlement and risk management in equity derivatives
- To learn the regulatory, accounting and taxation issues relating to equity derivatives.

Who will benefit from this course?
- Students
- Stock Brokers and Sub-Brokers dealing in derivatives
- Custodians and Employees of Mutual funds
- Individual investors as well as High Networth Individuals (HNIs)
- Portfolio Managers
- Financial Institutions
- Anybody having interest in the Stock market operations

Test details
- Duration: 120 minutes
- No. of questions: 60
- Maximum marks: 100, Passing marks: 60 (60%); There is negative marking for incorrect answers.
- Certificate validity: For successful candidates, certificates are valid for 3 years from the test date.

Fees
Rs. 1,686/- (Rupees One Thousand Six Hundred and Eighty Six Only).
The next Common Written Examination for RRBs (RRBs– CWE-II) for recruitment of Group-“A”-Officers (Scale-I, II & III) and Group “B”– Office Assistant (multipurpose) be conducted online by the Institute of Banking Personnel Selection (IBPS) tentatively in September/ October 2013.

Post and Eligibility Criteria :-

Officer scale - I, Office Assistant (Multipurpose)

QUALIFICATIONS:

Officer Scale – I
i. Degree in any discipline from a recognized University or its equivalent.
ii. Proficiency in local language.
iii. Computer knowledge or awareness will be an added qualification.

For Office Assistant -

i. Degree in any discipline from a recognized University or its equivalent
   (a) Essential: Proficiency in local language.
   (b) Desirable: Knowledge of Computer skills.

Age Limit:

For Officer scale- I:
The candidate should have been born between 03 July 1985 and 30 June 1995; the candidates should not be below than 18 years and exceed from 28 years.

For Office Assistant - The candidate should have been born between 03 July 1985 and 30 June 1995 i.e. the candidate should not be below than 18 years and exceed from 28 years.

NOTE:
A candidate can apply for the Post of Office Assistant (Multipurpose) and can also apply for the Post of Officer. However a candidate can apply for only one post in officer’s cadre i.e. for Officer Scale-I or Scale-II or Scale-III.
Candidates have to apply separately and pay fees separately for each post.

Important Dates

Online Applications - Till July 25, 2013
Online Payment of Fees - July 4 - July 25, 2013
Offline Payment of Fees - July 5 - July 30, 2013
Selection Procedure

The candidates will be selected on the performance of the candidates in written examination and personal interview.

For More details please visit : www.ibps.in
COMPLIANCE AUDITOR

A compliance audit is a comprehensive review of an organization's adherence to regulatory guidelines. Independent accounting, security or IT consultants evaluate the strength and thoroughness of compliance preparations. The work of compliance auditor is to protect the assets by conducting and completing the audits, ensuring the compliance of rules and regulations, and recommending the necessary changes in the internal control system structure. The job of the compliance auditor is to inspect or investigate the government property for ensuring compliance with government regulations and contract agreements.

DUTIES AND RESPONSIBILITIES

1. Accomplishes compliance work requirements by orienting, training, assigning, scheduling, guiding auditors.
2. Meets work standards by following production, productivity, quality, and customer-service standards; resolving operational problems; identifying work process improvements.
4. Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
5. Completes audit work papers and memorandums by documenting audit tests and findings.
6. Provides management reports by collecting, analyzing, and summarizing management information.

SKILLS

1. Must have time management as well as stress management skills.
2. Must have leadership qualities in order to govern the work properly.
3. Must have ability to work for long hours.
4. Must have mathematical skills to solve problems.
5. Critical thinking adds to another skill which helps in identifying the weaknesses and strengths of alternative solutions and approaches to the problems.

WORKING CONDITION

The job of a compliance auditor is to plan and conduct an audit in the government organizations. They need to go out for conducting the audit and thereafter they prepare a complete report on the financial activities of the organization, in their office using the computer.
4. If selling price is doubled, the profit triples. Find the profit percent.
A. 50  B. 100  C. 60  D. 120

5. The greatest number of four digits which is divisible by 15, 25, 40 and 75 is:
A. 9000  B. 9700  C. 9600  D. 9100

1. A train running at the speed of 60 km/hr crosses a pole in 9 seconds. What is the length of the train?
A. 100m  B. 180m  C. 120m  D. 150m

2. 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. 20  B. 22.5  C. 35  D. 50

3. Present ages of Sameer and Anand are in the ratio of 5 : 4 respectively. Three years hence, the ratio of their ages will become 11 : 9 respectively. What is Anand's present age in years?
A. 24  B. 27  C. 40  D. 50

NOW IT'S YOUR TURN

4. If selling price is doubled, the profit triples. Find the profit percent.
A. 50  B. 100  C. 60  D. 120

5. The greatest number of four digits which is divisible by 15, 25, 40 and 75 is:
A. 9000  B. 9700  C. 9600  D. 9100

ANSWERS OF NOW IT'S YOUR TURN OF FINJOB_10
1) Option B
2) Option A
3) Option C
4) Option C
5) Option C

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

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.

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