



## SPECIAL POINTS OF INTEREST:

- ◆ FINANCE  
CONFERENCE  
REPORT
- ◆ NEW SECTION-  
TRICKLE YOUR  
MIND
- ◆ FINJOB 4TH ISSUE  
WINNER– NITIN  
KUMAR, SHAHID  
ANSARI

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## REPORT ON FINANCE CONFERENCE

A two days Finance Conference “**Emerging Challenges in Finance**” was held on 18<sup>th</sup> - 19<sup>th</sup> January, 2013 at I.T.S, Mohannagar, Ghaziabad Campus. It was inaugurated by honorable Chief guest Dr. S.K.Jain - HOD, Professor, IIT Delhi, Dr. A.K.Puri Director General (I.T.S Ghaziabad), and Dr. Vineet Kansal, Director IT,. As the first session on the first day of the conference began, Dr. A. K. Puri welcomed the hon’ble Chief Guest, the delegates, participants, media personals and expressed his wishes for the success of the conference. Thereafter Prof Anusha Agarwal (Conference Co-convener) presented the overview of the Conference.



On same day researchers from various places of country presented their research papers on the different facets of finance arena like NPA Management, Challenges before Public Sector Banks, Changing role of Insurance, Market Efficiency etc. are highly innovative and thought provoking. The presentations took

place in two categories for faculty and students separately.

About 30 researchers from different places of country contributed their valuable research papers for this conference and selected papers have been published in the compendium.

The second day of conference, i.e., 19th January, 2013 devoted to Industry and Academia experts for the discussions and deliberations in four sessions was also commenced with the lightening of lamp before the idol of goddess Saraswati, jointly by the Chief Guest Mr. Yogesh Agarwal –Chairman of PFRDA; the Key note speaker - Mr. Soumya Kanti Ghosh, Director-Economics and Research at FICCI and Dr. Vineet Kansal Director I.T, (ITS, Ghaziabad), Prof C K Sabharwal and Dr P.U.B Rao.



## REPORT ON FINANCE CONFERENCE CONTD....

In the inaugural address, the Key note speaker - Mr. Soumya Kanti Ghosh, Director-Economics and Research at FICCI and Chief Guest Mr. Yogesh Agarwal –Chairman of PFRDA focused on emerging challenges for Finance. After their speech the compendium was also released by the Chief Guest, Key Note Speaker, Director I.T, Co-conveners (Prof Anusha Agarwal & Prof Sumit Gulati) and Dr Raghvendra Dwivedi.

In first technical session Mr. Saurabh Saxena- Senior Vice President, Kotak Securities; Mr. D. Prasad- Partner of Equity Strategists and Mr. Vikas Gupta -Head Finance Technology, RBS India deliberated their views on **“Financial Market-Turbulence & Impact”**. In 2<sup>nd</sup> technical session titled **“Emerging Issues & Challenges in Financial Services”** four guests Mr. Deepak Jain-Country Head, American Academy of Financial Management, Delhi; Mr. Ajay Chauhan- Asst.Vice President of M/s Master Capital Services Ltd.; Mr. Lalit Taneja- Director-Delhi GARP and Mr.Sanjeev Newar-Regional Co-Director of PRMIA. negotiated their dialogues with audience. At the end of session there was a panel discussion on the topic **“Financial Crisis & Growth”**. The panelist were Mr. Gursharan Bansal, Mr. S.P.Singh, Mr Aman Chugh and Mr. Sunil

Pandey. Mr. Rajnish Kataria was the moderator of this panel. All panelist discussed in depth about the topic. They also pacified the queries of audience very well.

At the end of conference winners of research papers were awarded, the results were as-



### Best Paper Under Faculty Category:-

1<sup>st</sup> Position: Ms. Sandeepa Kaur from Gitarattan International Business School, Rohini, Delhi.

2<sup>nd</sup> Position: Dr. Y.S.Vaishampayan &

Dr.Mrs.Archana from Aissms Institute of Management.

3<sup>rd</sup> Position: Dr. Hem Chandra & Dr. Leela Masih from Sanjay Gandhi Post Graduate Institute of Medical Sciences, Lucknow.

### Under Student Category

1<sup>st</sup> Position: Mr. Ganesh Tiwary and Ms. Kriti Kesari

2<sup>nd</sup> Position: Mr. Arundeeep Singh (Farid Group of Institutions, Bathinda)

3<sup>rd</sup> Position: Ms. Vijaya Bharti & Ms. Anshu Mishra



At last, Prof. Anusha Agarwal proposed vote of thanks for making this conference a great success.

## INTERVIEW WITH **Mr. SAURAB SAXENA**—

**Mr. SAURAB SAXENA is a Senior Vice President at Kotak Securities. He is a B.Com, L.L.B., C.A. from ICAI. He has completed a post graduate course in "Investment & Portfolio Management" from IIM-Bangalore.**

**1. A Management graduate who has specialized in finance should focus on which sectors from placement perspective.**

Finance graduates should focus in setting up their career in banking sector as in this sector the availability of job is huge. Banking sector is also wide open as it has diversified profiles few of them require in depth knowledge of Finance and some requires a combination of Marketing and Finance. In banking sector the ratio of sales to operations hiring is 4: 1 whereas in Capital market where the hiring is huge the ratio is 20:1.

**2. Sir RBI is likely to reduce the CRR rates, will this impact the stock market?**

Yes, definitely there will be a major impact of the CRR cut on the stock exchange. CRR cut will pump more liquidity into the market this CRR cut must be taken in a positive way the investors. Sentiments of the foreign investors will definitely change as the exchange is trading on a two year high at 20000 so it will definitely bring more investments from them.

**3. Sir, how should a student of PGDM having specialization in finance prepare for interview? What exactly do you look in a Candidate?**



**Mr. SAURAB SAXENA**  
Senior Vice President, Kotak Securities

As I am in Kotak securities which are an arm of Kotak and this organization hires more candidates for the sales profile thus he must have better communication skills, should be interactive in nature and must have hunger for earning money. In advisory profile candidate must have in depth knowledge about the subject and continuous reading habits. He must be studious, knows about the market and must have inclination towards research in order to provide the organization with some innovative ideas and value added information.

**4. What is your success mantra?**

I would give a view of journey of my life I did my schooling from Bareilly from commerce background then I qualified CA in my first attempt. I then moved to Mumbai and was then into pure chartered accountancy. I had interest in capital market thus in 2001 I joined India bulls in a sales profile mean while I did LLB. Studying is my habit so I joined IIM B and I did a course on Investments and portfolio management. My success mantra is my inclination towards work and experimenting new things in life.

**5. Sir in the end kindly give your message to the students.**

What you want to do be focused and be crystal clear towards your goal in life. Work hard in life in order to achieve your goal and do not waste your time.



# TIPS FOR INTERVIEW



## TELEPHONIC INTERVIEW

A telephone interview is an interview which is conducted on the phone. Telephone interviews are often used to screen candidates in order to narrow the pool of applicants who will be invited for in-person interviews.

### SITUATIONS FOR TELEPHONIC INTERVIEW

- A. When you initiate a call to the recruiter and they show interest. The call from there on is an interview.
- B. A company calls you based upon a previous contact..
- C. You have a pre-set time with a company representative to speak further on the phone.

### DO'S

#### Do your research before the interview.

You should completely do research on the company profile, scan their website for information that you should have checked on before the call. Find out the key players, how long the company has been in business, what type of clients they serve and what their community involvement entails.

#### Do not be afraid to pick up the phone

It might happen that when you pick up a call, it may be from any company. At that time ask the recruiter's name, and use in your response. If you have any problem while talking then ask for their contact no and call them back at convenient time.

#### Do Speak Clearly & Coherently

Speak clearly and fearlessly over the phone, prepare yourself before any call, make yourself well planned. If the interviewer is hard to understand, don't be shy about asking them nicely to repeat a questions.

#### Be a good listener

Keep in mind that you must be a good listener. Before

responding let the recruiter's finishes their thoughts and questions so that you can easily answer them by gathering more information from them. We must know the fact that good listener is the best quality.

#### Other things to do

Remember to thanks the person and his organization, ask to meet if possible, charge your cell phones, have your resume in front.

### DONT'S

#### Don't use speaker phone

Avoid using speaker phone unless you are absolutely certain that your voice will come across crisp and clear, using a speaker phone may make your voice sound as if you are in a tunnel and the interviewer may have difficulty "reading" confidence and clarity in your voice. Always ask before putting anyone on a speaker phone.

#### Do Not Pause Too Much

Pausing too much or adding fillers like 'umm', 'aahh' will make your interviewer doubtful about your knowledge.

Interviewer can not see you, so he will judge you only on your communication skills, if you take too long pause, he may have misconception about your skills.

#### Avoid Distraction

Choose a peaceful place for interview. Switch off any other phones or other electronic appliances. Do not try multitasking during interview, it will distract you.

#### Be Prepared

Charge your cell phone before interview, so that it won't disconnect during interview. Gather all documents that you may need during interview, so that if needed you can quickly refer to them.

#### Other Things Not To Do

Do not eat anything or chew gum during interview. Avoid slouching on an easy chair.

Always remember the reason for the telephone interview is to impress the recruiter and convince him or her that you are worthy of a face to face interview.



## APTI-TRICKS



1. Excluding stoppages, the speed of a bus is 54 km/h and including stoppages, it is 45 km/h. For how many minutes does the bus stop per hour?

- A. 9      **B. 10**      C. 12      D. 20

**Explanation:**

Due to stoppages, it covers 9 km less.

Time taken to cover 9 km =  $(9/54) \times 60 \text{ min} = 10 \text{ min}$ .

2. A does 80% of a work in 20 days. He then calls in B and they together finish the remaining work in 3 days. How long B alone would take to do the whole work?

- A. 23 days      B. 37 days      **C. 37.5 days**      D. 40 days

**Explanation:**

Whole work is done by A in  $(20 \times 5)/4 = 25$  days.

Now,  $(1 - 4)/5$  i.e.,  $1/5$  work is done by A and B in 3 days.

Whole work will be done by A and B in  $(3 \times 5) = 15$  days.

A's 1 day's work =  $1/25$ , (A + B)'s 1 day's work =  $1/15$

B's 1 day's work =  $1/15 - 1/25 = 4/150 = 2/75$

So, B alone would do the work in  $75/2 = 37.5$  days



3. The age of father 10 years ago was thrice the age of his son. Ten years hence, father's age will be twice that of his son. The

ratio of their present ages is:

- A. 5:2      **B. 7:3**      C. 9:2      D. 13:4

**Explanation:**

Let the ages of father and son 10 years ago be  $3x$  and  $x$  years respectively.

Then,  $(3x + 10) + 10 = 2[(x + 10) + 10]$

$3x + 20 = 2x + 40$ ;  $x = 20$

Required ratio =  $(3x + 10) : (x + 10) = 70 : 30 = 7 : 3$ .

4. The least perfect square, which is divisible by each of 21, 36 and 66 is:

- A. 213444**      B. 214344      C. 214434      D. 231444

**Explanation:**

L.C.M. of 21, 36, 66 = 2772.

Now,  $2772 = 2 \times 2 \times 3 \times 3 \times 7 \times 11$

To make it a perfect square, it must be multiplied by  $7 \times 11$ .

So, required number =  $22 \times 32 \times 72 \times 112 = 213444$ .

5. In the first 10 overs of a cricket game, the run rate was only 3.2. What should be the run rate in the remaining 40 overs to reach the target of 282 runs?

- A. 6.25**      B. 6.5      C. 6.75      D. 7

**Explanation:**

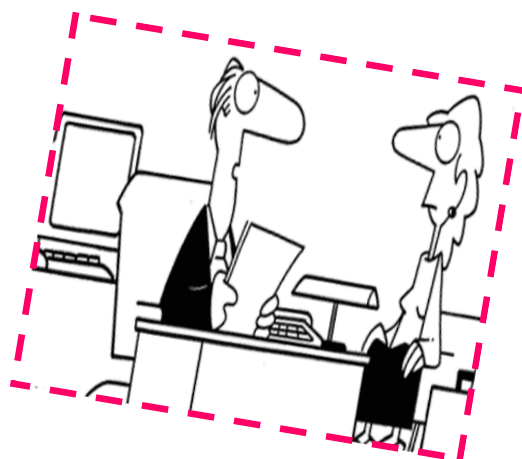
Required run rate =  $282 - (3.2 \times 10)/40 = 250/40 = 6.25$



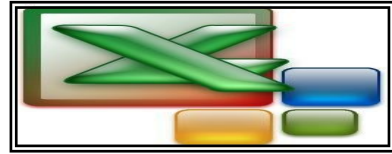
## FREQUENTLY ASKED QUESTIONS

1. What is Annuity?
2. How is income statement linked to the Balance Sheet?

3. What is deferred tax liability?
4. What is Reverse Mortgage?
5. What is NET WORTH?
6. What is the difference between Gross profit and Net profit?
7. What is the difference between Debt and Equity?
8. What is SDR?
9. What do you mean by WACC?
10. What is ASSUMABLE LOAN?



## EXCEL WITH MS-EXCEL



1) **COUNT Function:** “COUNT” function is the function that counts the number of cells in a range that contains numbers as well as the number of arguments that contain numbers. The function ignores empty cells or those contain text.

COUNT Function's SYNTAX:

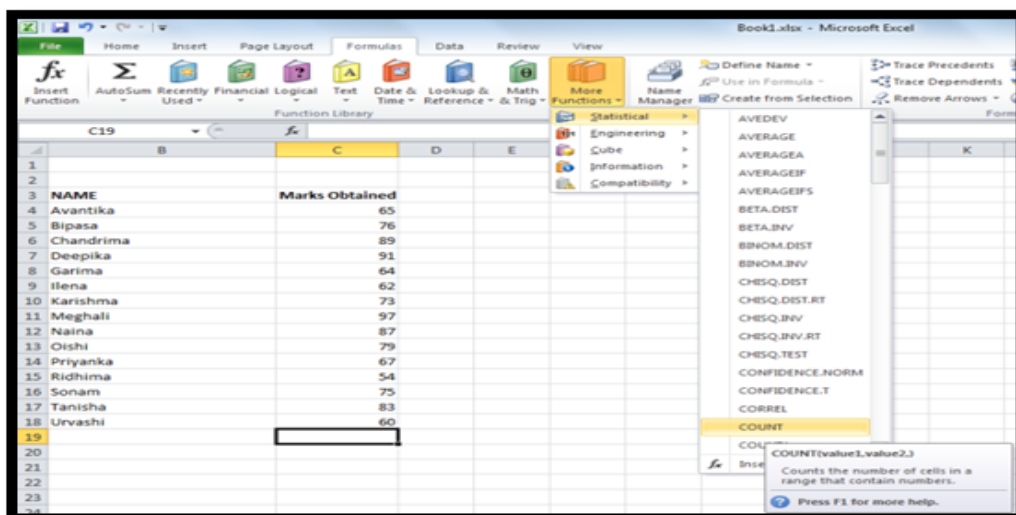
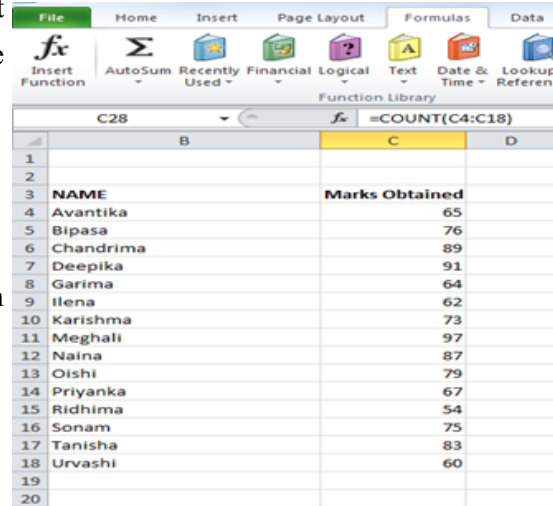
**=COUNT (Range)**

Suppose we have to apply COUNT Function in the given data set. Following are the steps to apply COUNT Function.

Step 1: Click on Formulas tab.

Step 2: Go to More Functions and select Statistical opinion.

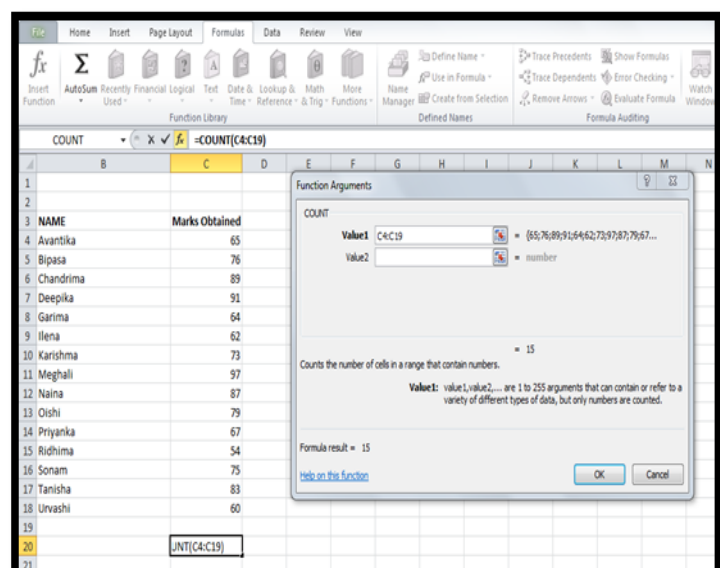
Step 3: Select COUNT function as shown below.

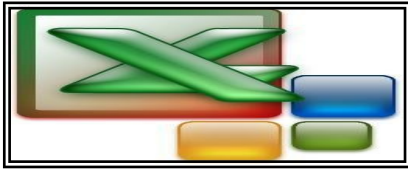


Step 4: Function Argument window will appear.

Step 5: Select the range where you want to apply this function.

Step 6: Click OK.





## EXCEL WITH MS-EXCEL

**2) COUNTIF Function:** The COUNTIF function is a computer program that you run from a worksheet cell formula. It counts how many cell values that meet a specified condition or criteria within a given worksheet area (called a range). The COUNTIF worksheet function is most commonly used on rows or columns of information on the worksheet. The function also has the capability to search for parts of text within other text when evaluating its condition.

### SYNTAX:

The syntax for the **COUNTIF** function is:

**COUNTIF** (range, criteria)

range is the range of cells that you want to count based on the criteria.

criteria is used to determine which cells to count.

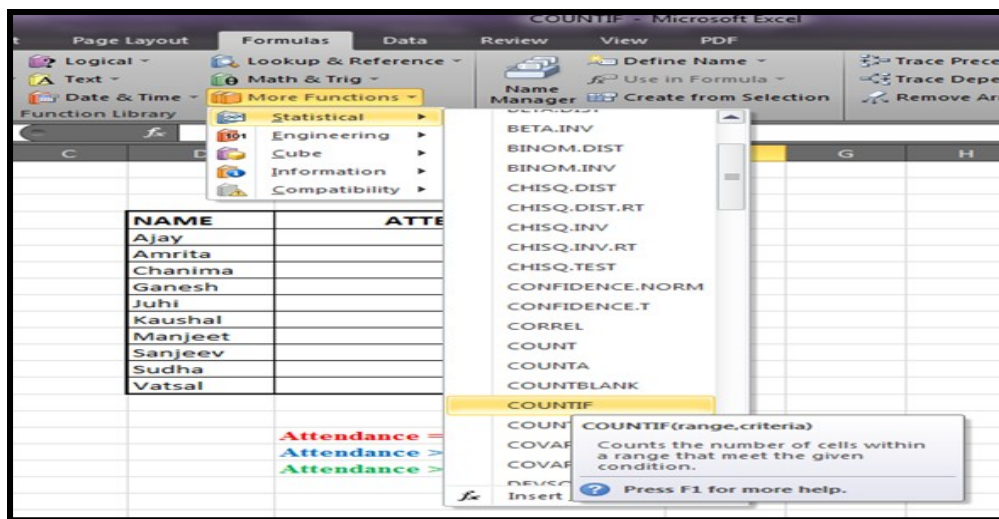
Let's take a look at an example to see how you would use the **COUNTIF** function in a worksheet:

Step 1: Click to the **FORMULAS** tab.

Step 2: Select the **More Function > Statistical > COUNTIF** Function as shown below.

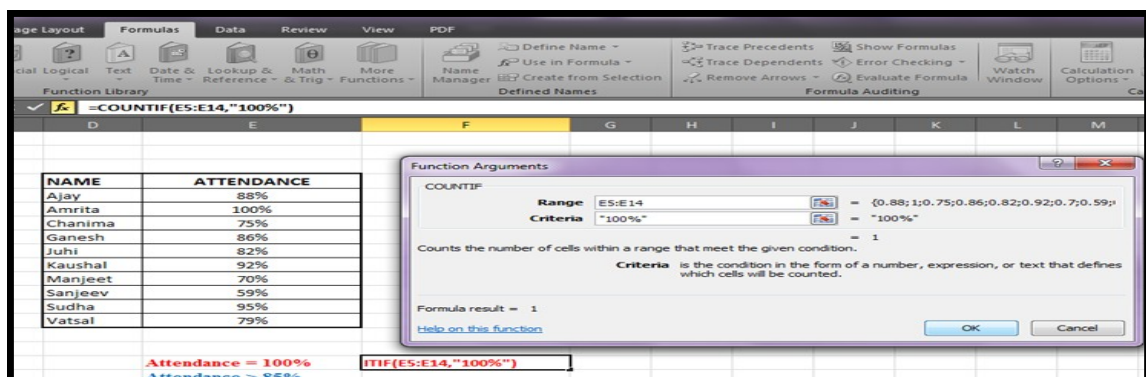
NAME	ATTENDANCE
Ajay	88%
Amrita	100%
Chanima	75%
Ganesh	86%
Juhi	82%
Kaushal	92%
Manjeet	70%
Sanjeev	59%
Sudha	95%
Vatsal	79%

Attendance = 100%  
Attendance > 85%  
Attendance > 60% but < 84%

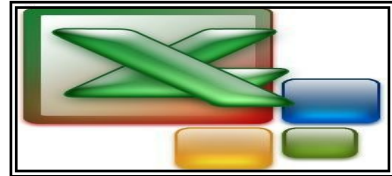


Step 3: Function Argument window will appear.

Step 4: Enter the arguments as per the function syntax (shown below).



## EXCEL WITH MS-EXCEL



Step 5: Click OK and the required result will appear in the selected cell.

**NOTE-** The criteria have to be given in inverted commas (“ ”).

### SOME MORE EXAMPLES:

#### Example 1:

NAME	ATTENDANCE
Ajay	88%
Amrita	100%
Chanima	75%
Ganesh	86%
Juhi	82%
Kaushal	92%
Manjeet	70%
Sanjeev	59%
Sudha	95%
Vatsal	79%

Attendance = 100%  
 >85% Attendance > 85%  
 =countif(E5:E14, D18)

NAME	ATTENDANCE
Ajay	88%
Amrita	100%
Chanima	75%
Ganesh	86%
Juhi	82%
Kaushal	92%
Manjeet	70%
Sanjeev	59%
Sudha	95%
Vatsal	79%

Attendance = 100%  
 >85% Attendance > 85%  
 =countif(E5:E14, D18)

In such a case, the criterion is specified in different cell. While entering the formula that particular cell will be selected without the inverted commas.

#### Example 2:

NAME	ATTENDANCE
Ajay	88%
Amrita	100%
Chanima	75%
Ganesh	86%
Juhi	82%
Kaushal	92%
Manjeet	70%
Sanjeev	59%
Sudha	95%
Vatsal	79%

Attendance <60% and >85%  
 =COUNTIF(C4:C13,"<60%")+COUNTIF(C4:C13,">85%")

NAME	ATTENDANCE
Ajay	88%
Amrita	100%
Chanima	75%
Ganesh	86%
Juhi	82%
Kaushal	92%
Manjeet	70%
Sanjeev	59%
Sudha	95%
Vatsal	79%

Attendance <60% and >85%  
 =COUNTIF(C4:C13,"<60%")+COUNTIF(C4:C13,">85%")

In such a case, two criteria are specified. This will count the number of values that are either greater than 85% or less than 60%.



## EXCEL WITH MS-EXCEL



**3) COUNTA Function:** COUNTA Function is that which counts the numbers of cells which includes numbers, texts, which cells are not empty.

COUNTA Function's SYNTAX

**= COUNTA(range)**

Suppose we have to apply COUNTA Function in the given dataset.

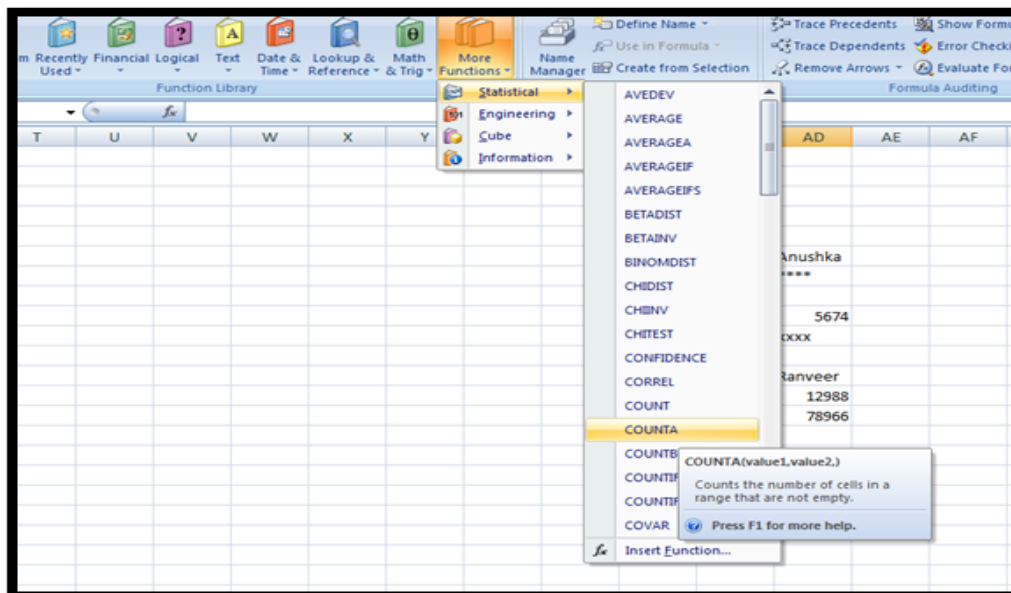
Following are the steps to apply COUNTA Function

Step 1: Click on Formulas tab.

Step 2: Go to More Functions and select Statistical opinion.

Step 3: Select COUNTA function as shown below.

Anushka	
****	
	5674
xxxx	
Ranveer	
12988	
78966	
Sushmita	

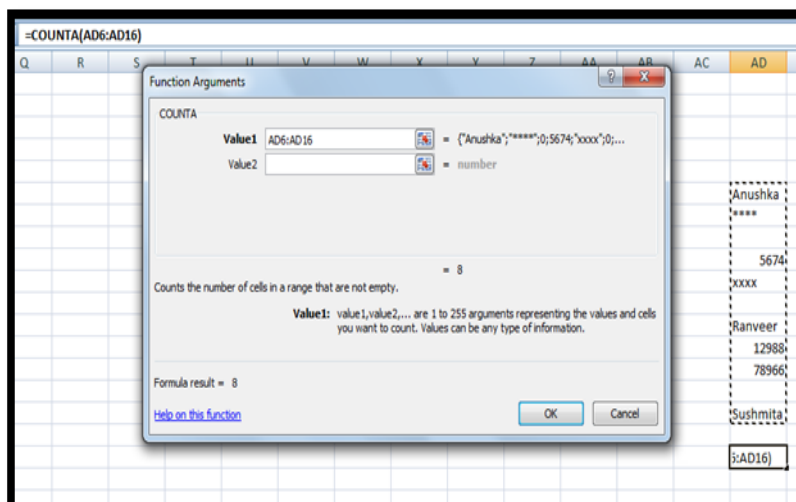


Step 4: Function Argument window will appear.

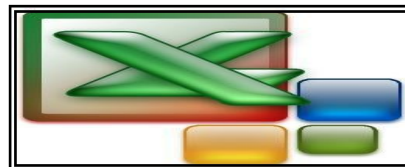
Step 5: Enter the arguments as shown in the example.

Step 6: Click OK.

This will produce the results as desired.



## EXCEL WITH MS-EXCEL



**4) COUNTBLANK Function:** COUNTBLANK Function is that which is count the empty cells in a specified number of cells.

COUNTBLANK Function's SYNTAX

= COUNTBLANK(range)

Suppose we have to apply COUNTBLANK Function in the given data set.

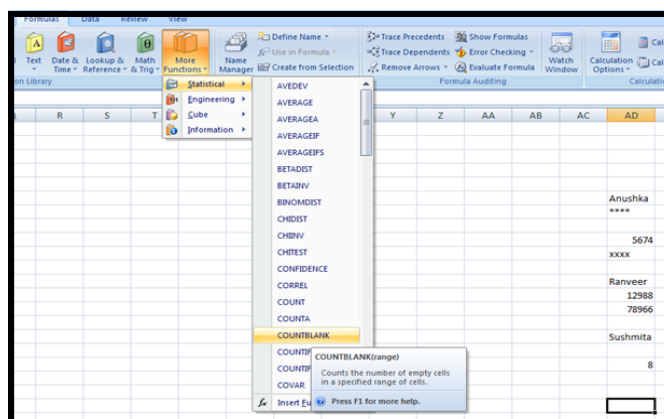
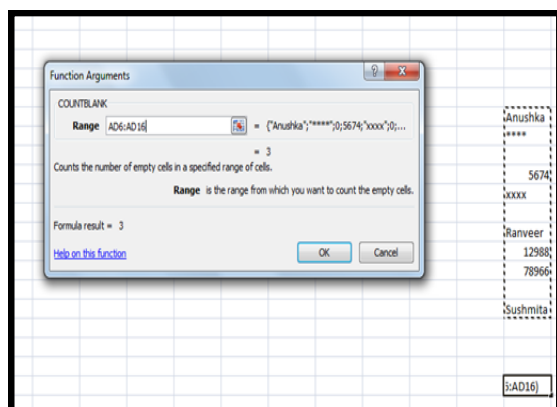
Following are the steps to apply COUNTBLANK Function.

Step 1: Click on Formulas tab.

Step 2: Go to More Functions and select Statistical opinion.

Step 3: Select COUNTBLANK function as shown below.

Step 4: Function Arguments window will appear.



Step 5: Enter the arguments, i.e, select the series of which blank cells are to be counted.

Step 6: Click OK.

The result will appear as desired.

## EXCEL SHORTCUTS

Ctrl+ Shift+(	Unhides the any hidden row within the selection.
Ctrl+ D	Uses the <b>Fill Down</b> command to copy the contents and format of the top most cells of a selected range into the cells below.
SHIFT+F10	Displays the <b>shortcut menu</b> for the selected items.
Ctrl+Backspace	Show active cells within the selection.
Ctrl+Tab/ Ctrl+Shift+Tab	Move to the next or previous workbook window.
Ctrl+Shift+Arrow key	Extend the selection to the last cell with contents in row or column.
ALT+Page Down	Move one screen to the <b>Right</b> .

## TRICKLE YOUR MIND



1. **FICCI** - Federation of Indian Chambers of Commerce and Industry.



Established in 1927, on the advice of Mahatma Gandhi by GD Birla and Ramkumar Kankrawa. It is the largest, oldest and the apex business organization in

India. It is a non-government, not-for-profit organization.

- ♦ Founded-22 November 1972
- ♦ Headquarters- Mumbai

2. **GIC** - General Insurance Corporation (GIC Re.)



It is a public undertaking, founded in November 22, 1972. General Insurance Corporation of India is the sole reinsurance company in the Indian insurance market with over three decades of experience. GIC was re-organized with four fully owned subsidiary companies: National Insurance Company Limited, New India Assurance Company Limited, Oriental Insurance Company Limited and United India Insurance Company Limited.



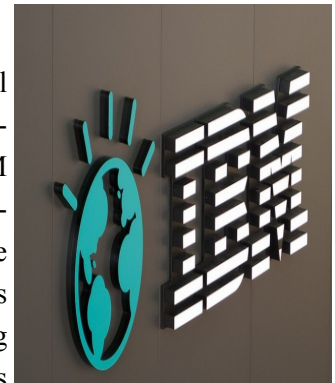
3. **IIBI** - Industrial Investment Bank of India.

It is a 100% government of

India-owned financial investment institution. It was established in 1971 by resolution of the Parliament of India. The bank was headquartered at Kolkata. IRBI was incorporated under the Companies Act 1956, as Industrial Investment Bank of India Ltd. (IIBI) in March 1997.

4. **IBM** - International Business Machines Corporation.

It is a multinational technology and consulting corporation. IBM manufactures and markets computer hardware and software, and offers infrastructure, hosting and consulting services in areas ranging from mainframe computers to nanotechnology.



- ♦ Founded-Endicott, New York, U.S (16 June 1911)
- ♦ Founder- Charles Ranlett Flint.
- ♦ Headquarters- Armonk, New York, U.S.
- ♦ Chairman, President, and CEO-Ginni Rometty.

5. **FIAT**- Fabbrica Italiana Automobili Torino.

It means Italian Automobile Factory of Turin. This company is an Italian automobile manufacturer which was founded in 11 July 1899 in Turin, Italy.



# FINCOURSE

## DIPLOMA IN BANKING & FINANCE

### ABOUT THE DIPLOMA

In view of the huge current as well as potential demand for the professionally qualified manpower for the banking and finance sector, Indian Institute of Banking and Finance (IIBF) has designed this course as professional qualification who aspire for a career in banking and finance.

The course will give knowledge inputs to the candidates and expose them to the operational processes and modern banking environment. It is expected that successful candidates of Diploma in Banking & Finance would have a competitive edge and will be absorbed by banks and financial institutions and Diploma in Banking & Finance would emerge as a preferred professional qualification with graduation for employment in banking and finance industry.

IIBF will host on its website brief resume, with photograph of all the successful candidates and make it available to its Member Banks/Institutions which include Reserve Bank of India, State Bank of India and its Associate Banks, Public Sector Banks, Private Sector Banks, Foreign Banks, Co-operative Banks and IT/BPO Companies providing services to banking industry, for considering them for employment.

The Institute has taken up the issue of recognition of its Diploma with banks and some of the banks have already recognized Diploma in Banking & Finance as a desirable qualification for recruitment.

### SALIENT FEATURES

- Diploma in Banking & Finance will impart banking and finance knowledge and skills together with technology-familiarity and customer-orientation.
- Candidates undertaking the course will have comprehensive and up-to-date knowledge in the subject of banking and finance. The Diploma offers practical insights into the subjects while, at the same time, emphasizes robust theoretical foundation.
- The course will make the candidates job ready.
- The course is so designed that most employers would value it for talent scouting.
- This will ensure that banks can reduce their post recruitment training intervention.

- The course is cost effective and at the same time high in quality.

- The diploma carries professional recognition among the banking and finance community as it is equivalent to banking industry recognized JAIIB qualification of IIBF.

### ELIGIBILITY

12 Pass.

### SUBJECT OF EXAMINATION

- (1) Principles & Practices of Banking,
- (2) Accounting & Finance for Bankers,
- (3) Legal & Regulatory Aspects of Banking

### PATTERN OF EXAMINATION

- (i) Each Question Paper will contain approximately 120 objective types multiple choice questions, carrying 100 marks including questions based on case study / case lets. The

Institute may, however, vary the number of questions to be asked for a subject. There will NOT be negative marking of wrong answers.

Questions for the Examination will be asked calling for: (a) Knowledge testing, (b) Conceptual grasp, (c) Analytical / logical exposition, (d) Problem

solving, (e) Case analysis

- (ii) Examination will be held in on three consecutive Sundays (one paper each Sunday).

- (iii) Information about mode of examination (online / offline) and centres will be provided along with Examination Application Form.

### DURATION OF EXAMINATION

The duration of the examination will be of 2 hours.

### PASSING CRITERIA

- (i) Pass: Minimum marks for pass in every subject -50 out of 100 marks.
- (ii) Candidate securing at least 45 marks in each subject with an aggregate of 50% marks in all subjects of examination in a single attempt will also be declared as having completed the examination.
- (iii) Candidates will be allowed to retain credits for the subject/s they have passed in one attempt till the expiry of the time limit for passing the examination.





## DREAM JOB

### JOB PROFILE

### EQUITY RESEARCH ASSOCIATE

The Equity Research Associate position is the entry level position within the research department of an investment bank. Equity Research Associates work closely with the Analyst they support to collect and analyze information and make investment recommendations on stocks in a specific sector.

An equity research associate uses investment skills and economic acumen to evaluate a corporation's or country's financial data, understand performance trends and provide investment advice to a firm's traders.

An equity research aide typically works under the direction of a senior researcher to gauge price levels of securities on financial market.

### RESPONSIBILITIES

Though equity research associate is responsible for analyzing the market ups and downs and prepare certain investment plans accordingly but still there are various job responsibilities such as:

- ◆ Researching market financial conditions.
- ◆ Preparing the financial models and statistics.
- ◆ Updating the statistical data and financial models.
- ◆ Interact with organizations, companies, and clients and solve problems if any
- ◆ Documenting internal and external reports.
- ◆ Communicate with counterparts regarding investment ideas, opinions, security analysis, etc.
- ◆ Undertaking researches by conducting field trips and meeting company executives.
- ◆ Formulate investment ideas and recommendations to the clients.
- ◆ Industry analysis to evaluate relevant industry trends.
- ◆ Develop market study materials for clients.

### KEY SKILLS

The important key skill of an Equity Research Associate should be expertise in knowledge about markets ups and down. Other skills are:

- ◆ Excellent verbal as well as written communication skills.

- ◆ Experience in equity research, finance, and investment banking.
- ◆ Expert knowledge about investment strategies, and share market.
- ◆ Basic knowledge of computer application and proficiency in using spreadsheets.
- ◆ Strong work ethics and intellectual curiosity.
- ◆ Expert quantitative and analytical skills.

### EDUCATION & TRAINING

An equity research aide typically holds a bachelor's degree in economics, finance or accounting. An individual with a liberal arts background also may work in the field, although he may need practical training before performing his tasks. A candidate with master's degree in economics, accounting, or finance is always preferred by certain big organizations and companies. Some professionals also have professional licenses such as certified public accountant (CPA) or chartered financial analyst (CFA) designations.

### CAREER DEVELOPMENT

The career development chances of an equity research associate generally depends upon his or her investment skills, length of service, performance. A research job generally requires sharp investment analysis skills and data evaluation expertise.. Professional credentials and academic training also may be career boosters.. A competent equity research associate moves to a senior role after three to five years.

### WORKING CONDITIONS

An equity research aide typically works from 8 a.m. to 5 p.m. on weekdays. However, some business conditions occasionally may require longer stays at the office. These demands may relate to monthly close procedures or quarterly regulatory forms that a company needs to file with the Securities and Exchange Commission (SEC), the Internal Revenue Service (IRS) or the Financial Industry Regulatory Authority (FINRA).



## NOW IT'S YOUR TURN

1. Look at this series: 31, 29, 24, 22, 17, ... What number should come next?

- A. 15      B. 14      C. 13      D. 12

2. Two students appeared at an examination. One of them secured 9 marks more than the other and his marks was 56% of the sum of their marks. The marks obtained by them are:

- A. 39, 30      B. 41, 32      C. 42, 33      D. 43, 34

3. Three unbiased coins are tossed. What is the probability of getting at most two heads?

- A.  $\frac{3}{4}$       B.  $\frac{1}{4}$       C.  $\frac{3}{8}$       D.  $\frac{7}{8}$

4. A motorboat, whose speed in 15 km/hr in still water goes 30 km downstream and comes back in a total of 4 hours 30 minutes. The speed of the stream (in km/hr) is:

- A. 4      B. 5      C. 6      D. 10

5. In a group of 6 boys and 4 girls, four children are to be selected. In how many different ways can they be selected such that at least one boy should be there?

- A. 159      B. 194      C. 205      D. 209

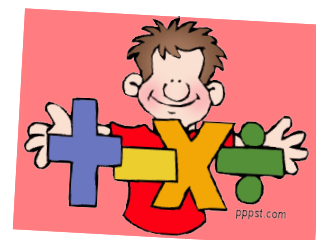


### WINNER OF FINJOB-4

1. NITIN KUMAR– PGDM 12-14
2. SHAHID ANSARI- PGDM 11-13

### ANSWERS OF NOW IT'S YOUR TURN OF FINJOB-4

- 1) Option D
- 2) Option A
- 3) Option C
- 4) Option B
- 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.*

Send us your feedback and suggestion at:

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#### Disclaimer:

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