

I.T.S.  
GHAZIABAD  
FINANCE CLUB



# FINJOB

ISSUE-18th

15<sup>th</sup>  
March, 2013

## INTERVIEW WITH- **Mr. Raj Goel** Vice President Finance Havells India Ltd.

### SPECIAL POINTS OF INTEREST:

◆ UPCOMING COMPETITIVE EXAM.

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### Ques. 1. What all are the areas where generally student lack and should focus upon?

Ans: The student generally lack knowledge of industry and its best practices, rules & regulations that are issued from time to time by regulatory bodies. Finance students should try & analyze the real time data from the annual reports published by the companies & various guidelines issued by RBI, The Institute of Chartered Accountants, SEBI, Department of company affairs etc. World News related to financial sector must be read regularly.

### Ques. 2. How would you describe the picture across the region in terms of the global financial crisis?

Ans: The Global financial crises engulf most of the world economies particularly countries where there was a serious mismatch in expenditure & revenue. Countries like Spain, Italy, Portugal were under serious debt crises. There is a major focus on expenditure control by economies. The current crises seems to be over and most of the economies have started performing better by the intervention of their Central Banks who pushed liquidity in the system.

### Ques. 3. What are the skills a finance specialized student should have?

Ans: Finance student must have following skills  
a) Feel for the accounting numbers  
b) Accounting knowledge  
c) Ability to apply tools available for financial analysis.  
d) Analytical skills.  
e) Availability of financial data of best companies in the industry for bench marking.

### Ques. 4. Have sovereign funds and the banking sector been adversely impacted by the global economic downturn in recent months?



# HAVELLS

Ans: Sovereign funds and banking sector were seriously impacted by global economic downturn. There was significant increase in loan repayment default rate. Industry as well as consumer, particularly, in realty sector defaulted. Increase in default in loan repayment increased NPA of banking sector.

### Ques. 5. What are your views regarding managing finance during crisis ?

Ans: Managing finance during crises is the most challenging job. Person handling finance has to be very cool headed and besides prudence need to focus on following :

- Current Assets reduction
- Dispose off unproductive assets (Fixed)
- Conserve Cash and capital expenditure may be deferred only when it is necessary
- Encourage cash sales and reduce credit sales by offering cash discount.
- Negotiate hard on procurement cost and bargain for maximum credit
- Control administrative expenses / travelling expenses etc.
- Recruitment needs to be very selective.

## TIPS FOR ACHIEVING ENTREPRENEURIAL SUCCESS



**1. Unplug.** The wired world connects us in wonderful and unimaginable ways, but there's a lot of to be said for the real world. You have to learn to let go. Set aside the phone and laptop and carve out quality time with the people who really matter to you. At the end of the day, they are the only definition of what's real. Time is actually our greatest virtue. Cherish each of these real moments.

**3. Give back.** There's a quirky bumper sticker that asks people to "practice random acts of kindness." And there's some truth to this life lesson, as long as it comes from the heart. It reminds you of the blessings you have and what you should be grateful for, including all the basic things we take for granted. It also allows you to contribute to something greater than yourself. Whatever you believe in -- a higher power, the law of attraction or just karma -- this will further fuel your success.

**4. Don't overthink things.** It's alright not to know all the answers. The answers will come to you when you least expect them. Trust your gut. We are complicated creatures. That inexplicable feeling you get sometimes tends to be right fairly often. Try not to overanalyze it. Some mysterious Inner You is trying to help out by pointing you in the right direction. Remember that time heals almost everything. Give it time. If we summarize this lesson in three simple words, Life Goes On.

**5. Be grateful for what you have.** The only person in charge of your happiness is you. You don't own all the problems in the world. Count

your blessings, not your problems. Be grateful, because if you're reading this, you're already way ahead of billions others in this world. It doesn't matter if the glass is half empty or half full; the only thing that matters is that you have a glass and you're responsible for what you pour into it. On the other hand, don't compare your life to others and don't judge them. You have no idea what their journey is all about. So when things go wrong, just take a deep breath and remind yourself of your greater purpose. Purpose isn't defined by what you want to achieve, but what you want to live for to achieve happiness. It also eliminates all fears. And, if you live a life with purpose, you'll never be bored.

**6. Relationships are everything in life.** You can always improve your connection to your loved ones. They teach us to become better people, to become the best possible version of ourselves and remind us what's worth fighting for. They are also our biggest fans during our ups and supporters during our down moments.

**7. Make peace with your past.** Don't let it disturb your present. Own your mistakes. At the end of the day, every decision you make, even the bad ones, are your responsibility. Nobody wins when you start looking for someone to blame, so stop looking and keep moving. Forward movement is the key. You will have bad days and more than your fair share of failures. But, it's really about getting back on your feet, dusting yourself off, and getting on with this business of living. That's the Big Secret of Life. You fall down, you get up.



Are you ready?

## APTI-TRICKS

1. A man buys Rs. 20 shares paying 9% dividend. The man wants to have an interest of 12% on his money. The market value of each share is:

- A. Rs. 12                                      **B. Rs, 15**  
 C. Rs. 18                                      D. Rs, 21

**Explanation:**

$$\text{Dividend on Rs. 20} = \text{Rs. } \left( \frac{9}{100} \times 20 \right) = \text{Rs. } \frac{9}{5}$$

Rs. 12 is an income on Rs. 100.

$$\therefore \text{Rs. } \frac{9}{5} \text{ is an income on Rs. } \left( \frac{100}{12} \times \frac{9}{5} \right) = \text{Rs. } 15.$$

2. By investing in  $16\frac{2}{3}\%$  stock at 64, one earns Rs. 1500. The investment made is:

- A. Rs. 5640                                      **B. Rs, 5760**  
 C. Rs. 7500                                      D. Rs. 9600

**Explanation:**

To earn Rs.  $\frac{50}{3}$ , investment = Rs. 64.

$$\text{To earn Rs. 1500, investment} = \text{Rs. } \left( 64 \times \frac{3}{50} \times 1500 \right) = \text{Rs. } 5760.$$

3. A 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.

$$\text{For an income of Rs. 6, investment} = \text{Rs. } \left( \frac{100}{8} \times 6 \right) = \text{Rs. } 75.$$

$\therefore$  Market value of Rs. 100 stock = Rs. 75.

4. Rs. 9800 are invested partly in 9% stock at 75 and 10% stock at 80 to have equal amount of incomes. The investment in 9% stock is:

- A. Rs. 4800    **B. Rs. 5000**  
 C. Rs. 5400    D. Rs. 5600

**Explanation:**

Let the investment in 9% stock be Rs.  $x$ .

Then, investment in 10% stock = Rs.  $(9800 - x)$ .

$$\frac{9}{75} \times x = \frac{10}{80} \times (9800 - x)$$

$$\Rightarrow \frac{3x}{25} = \frac{9800 - x}{8}$$

$$\Rightarrow 24x = 9800 \times 25 - 25x$$

$$\Rightarrow 49x = 9800 \times 25$$

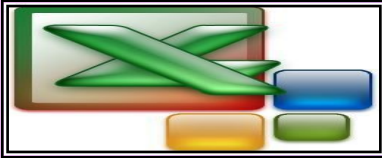
$$\Rightarrow x = 5000.$$



## FREQUENTLY ASKED QUESTIONS

1. The main components or elements of the income statement are ..... , expenses, gains, and losses.
2. Prepaid insurance is reported as an ..... on a company's balance sheet.
3. The word " ..... " is often in the title of liability accounts.
4. The statement of cash flows explains the changes in cash and cash ..... during the specified time interval.
5. The first section of the statement of cash flows is the ..... activities.



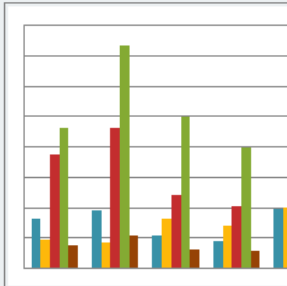


# EXCEL WITH MS-EXCEL



## Excel 2010 Working with Charts

### Introduction



A **chart** is a tool you can use in Excel to **communicate your data graphically**. Charts allow your audience to see the **meaning behind the numbers**, and they make showing **comparisons** and **trends** a lot easier. In this lesson, you will learn how to **insert** charts and **modify** them so that they communicate information effectively.

### Charts

Excel workbooks can contain a **lot of data**, and that data can often be difficult to interpret. For example, where are the highest and lowest values? Are the numbers increasing or decreasing?

The answers to questions like these can become much clearer when the data is represented as a **chart**. Excel has many different types of charts, so you can choose one that most effectively represents the data.

### Video: Working with Charts in Excel 2010



Watch the video (4:31). [Need help?](#)

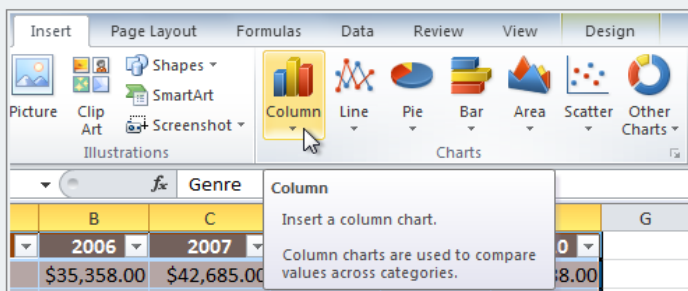
### To Create a Chart:

1. Select the **cells** that you want to chart, including the **column titles** and the **row labels**. These cells will be the **source data** for the chart.

	A	B	C	D	E	F
1	Genre	2006	2007	2008	2009	2010
2	Young Adult	\$35,358.00	\$42,685.00	\$20,893.00	\$16,065.00	\$21,388.00
3	Classics	\$18,580.00	\$49,225.00	\$16,326.00	\$10,017.00	\$26,134.00
4	Mystery	\$78,970.00	\$82,262.00	\$48,640.00	\$49,985.00	\$73,428.00
5	Romance	\$94,236.00	\$131,390.00	\$79,022.00	\$71,009.00	\$81,474.00
6	Sci-Fi & Fantasy	\$16,730.00	\$19,730.00	\$12,109.00	\$11,355.00	\$17,686.00
7						

Selecting cells

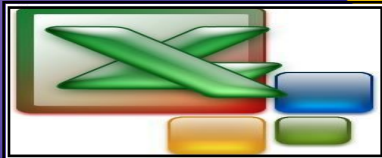
2. Click the **Insert** tab.
3. In the **Charts** group, select the desired **chart category** (Column, for example).



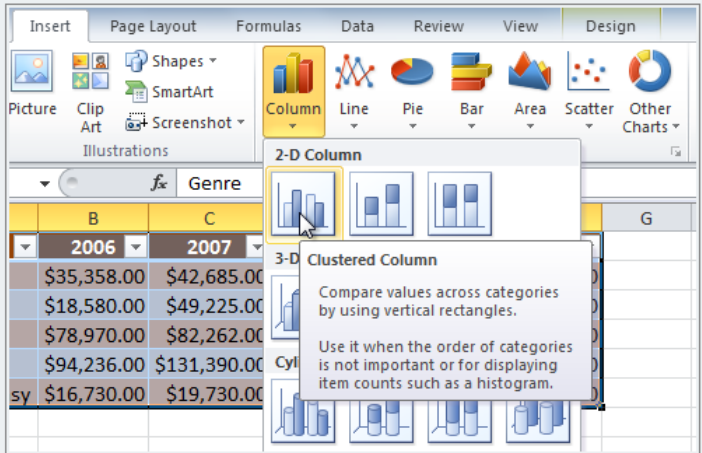
Selecting the Column category



# EXCEL WITH MS-EXCEL

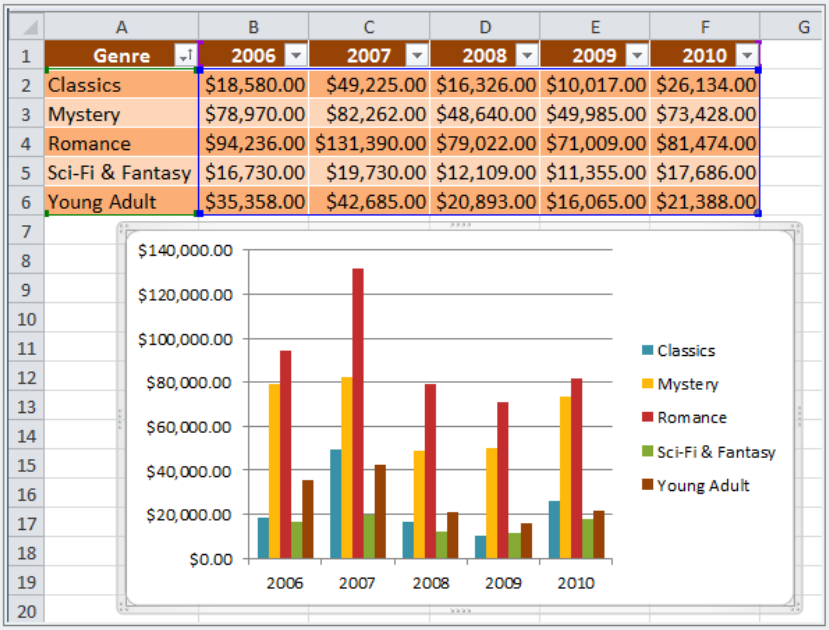


4. Select the desired **chart type** from the drop-down menu (Clustered Column, for example).



Selecting a chart type

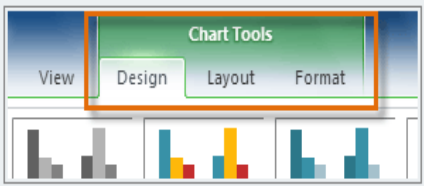
5. The chart will appear in the worksheet.



The new chart

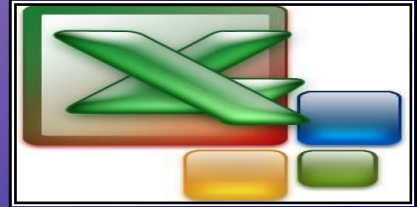
## Chart Tools

Once you insert a chart, a set of **Chart Tools**, arranged into three tabs, will appear on the Ribbon. These are only visible when the chart is selected. You can use these three tabs to **modify** your chart.



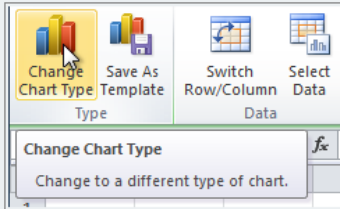
The Design, Layout and Format tabs

# EXCEL WITH MS-EXCEL



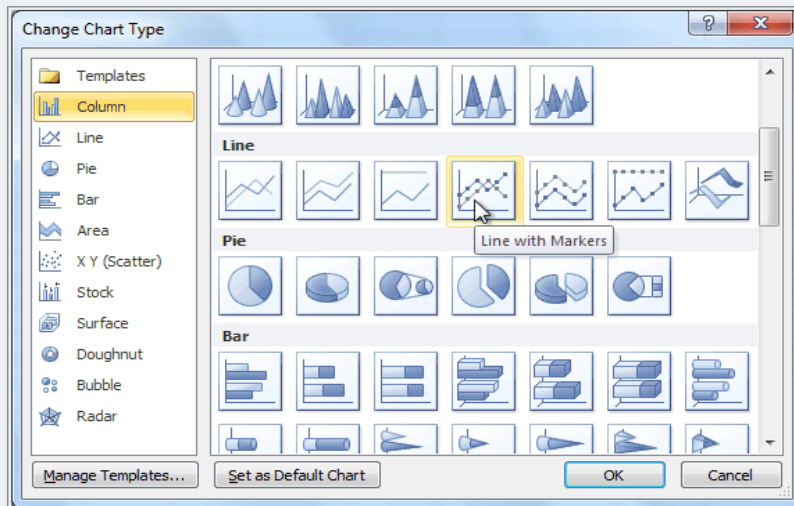
## To Change the Chart Type:

1. From the **Design** tab, click the **Change Chart Type** command. A dialog box appears.



The Change Chart Type command

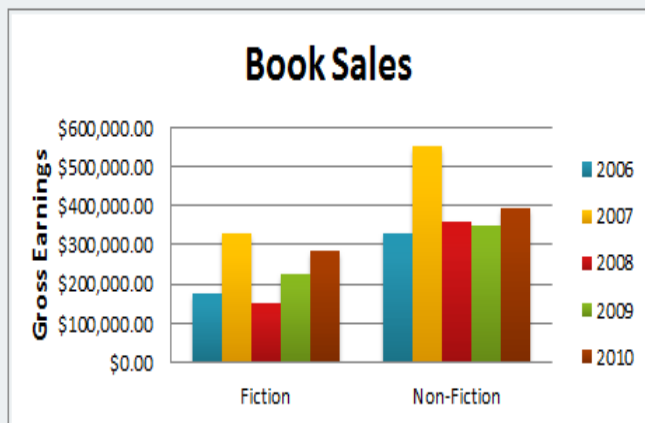
2. Select the desired **chart type** and click **OK**.



Selecting a chart type

## To Switch Row and Column Data:

Sometimes when you create a chart, the data may not be grouped the way you want it to be. In the **clustered column chart** below, the Book Sales statistics are grouped **by Fiction/Non-Fiction**, with a column for each year. However, you can also **switch the row and column data** so that the chart will group the statistics **by year**, with columns for Fiction and Non-Fiction. In both cases, the chart contains the **same data**; it's just organized differently.

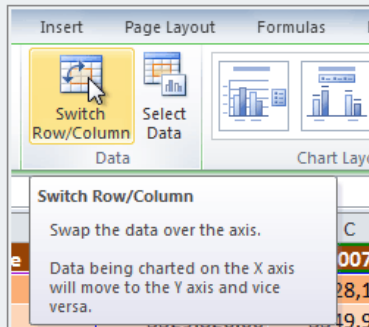


Book Sales, grouped by Fiction/Non-Fiction

## EXCEL WITH MS-EXCEL

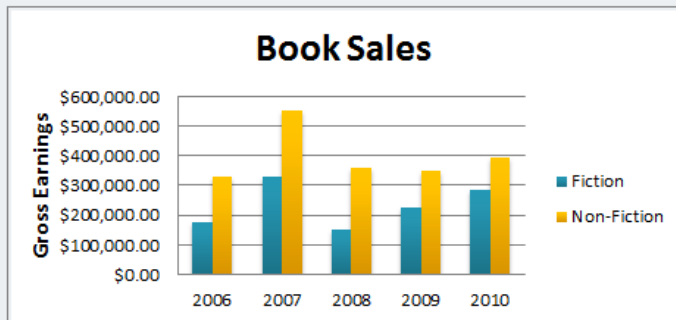


1. Select the **chart**.
2. From the **Design** tab, select the **Switch Row/Column** command.



*The Switch Row/Column command*

3. The chart will then readjust.



*Book sales, grouped by year*

## EXCEL SHORTCUTS

CTRL+K	Displays the Insert Hyperlink dialog box for new hyperlinks or the Edit Hyperlink dialog box for selected existing hyperlinks.
CTRL+N	Creates a new, blank workbook.
CTRL+O	Displays the Open dialog box to open or find a file. CTRL+SHIFT+O selects all cells that contain comments.
CTRL+P	Displays the Print dialog box. CTRL+SHIFT+P opens the Format Cells dialog box with the Font tab selected.
CTRL+R	Uses the Fill Right command to copy the contents and format of the leftmost cell of a selected range into the cells to the right.
CTRL+S	Saves the active file with its current file name, location, and file format.
CTRL+T	Displays the Create Table dialog box.
CTRL+U	Applies or removes underlining. CTRL+SHIFT+U switches between expanding and collapsing of the formula bar.

# TRICKLE YOUR MIND



**Ashok Leyland**

## 1. ASHOK LEYLAND-

For over six decades, they have been moving people and goods, touching you and millions across 50 countries worldwide. Today, Ashok Leyland are the flagship of the Hinduja

Group, one of the largest commercial vehicle manufacturers in India with a turnover of US \$ 2.3 billion in 2012-13 having consistently delivered profits to our stake-holders since inception.

Our buses safely carry 70 million passengers to their destinations every day. Close to 700,000 of our vehicles keep the wheels of economies turning and, as the largest supplier of logistics vehicles to the Indian Army, we play a critical role in keeping our borders safe.

◆ Founded– 07 September 1948

◆ Founder– Raghunandan Saran

◆ Headquarters– Chennai, Tamil Nadu, India

2. **HTC** -HTC Corporation is principally engaged in the research, development and manufacturing of smart handheld devices. The Company provides touch phones, personal

digital assistant (PDA) phones, smart phones, Android smart phones, Windows OS smart phones and panel computers, among others. The Company offers its products under the brand name of HTC, including HTC Butterfly series, Desire series, HTC One series, HTC Sensation series, HTC Explorer series, HTC Rhyme series, as well as HTC Radar series, among others. The Company distributes its products within domestic market and to overseas markets.

◆ Founded– May 15, 1997

◆ Founders– H.T.Cho, Cher Wang

◆ Headquarter– Taoyuan City, Taiwan



## ◆3. MYSPACE

- Myspace LLC operates a Web site to create



private online community. It is an online service that allows its members to set up personal profiles that can be linked together through networks of friends. The company enables its members to share photos, post journals and comments, describe their interests, and play social games. It also offers application programming interfaces (API) that allow developers to leverage public MySpace data and create applications to socialize content on and off MySpace. The company serves matchmakers, families, business people and co-workers, and classmates and study partners. It has users in Australia, New Zealand, France, Germany, Ireland, Italy, Japan, Mexico, Spain, Canada, the United Kingdom, and the United States.

◆ Founded– August 2003

◆ Founder– Tom Anderson, Chris DeWolfe

◆ Headquarters– Beverly Hills, CA, United States of America

4. **CANON** - Canon India Pvt. Ltd. is a 100% subsidiary of Canon Singapore Pte.Ltd; a world leader in imaging technologies. Canon today has offices spread across 10 cities in

India with an employee strength of over 1100 people and markets 140

comprehensive range of sophisticated and contemporary digital imaging products in the country. These include digital copiers, multi-functional peripherals, fax-machines, inkjet and laser printers, scanners, All-in-ones, digital cameras, digital camcorders, dye sub photo printers and semiconductors, card printers & cable ID printers.

◆ Founded– August 10, 1937, Tokyo, Japan

◆ Founder– Takeshi Mitarai, Takeo Maeda, Saburo Uchida, Goro Yoshida

◆ Headquarters– Ota, Tokyo, TKY, Japan, Chichibu, STM, Japan

**Canon**



# FINCOURSE

## INTEREST RATE DERIVATIVES:

### A BEGINNER'S MODULE

Interest rate risk management is becoming increasingly important not just for the financial sector, but for the household sectors as well. Interest rate derivative products are the primary instruments available to manage such risks. Interest Rate Derivatives: A Beginner's Module aims at creating a better understanding of the concepts underlying the money market and giving insights into the motives of and operations related to the trading of interest rate derivatives."

#### Why should one take this course?

- To understand the concept of money market
- To understand the interest rate derivatives as a risk management tool



#### Who will benefit from this course?

- Students
- Teachers
- Employees of Banks, Insurance Companies"
- Primary Dealers
- Employees of Brokers/Sub-Brokers
- Anybody having interest in the Indian money 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.

## FIMMDA-NSE DEBT MARKET

### (BASIC) MODULE

This module explains in simple terms the basic concepts of different types of debt instruments (G-secs, T-bills, CPs, Bonds and CDs) and provides useful insights into the Indian debt market, its various components, the trading mechanism of debt instruments in stock exchanges, bond valuation and so on.

#### Why should one take this course?

- To understand the fundamental features of debt instruments.
  - To understand the trading of the debt instruments on the NSE-WDM Segment.
  - To know the regulatory and procedural aspects related to debt market.
  - To learn the concepts of bond valuation, yield curve, bootstrapping and duration.

#### Who will benefit from this course?

- Students
- Teachers
- Debt Market Dealers
- Employees of BPO/IT Companies
- Anybody having interest in the Fixed Income Market

#### 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 5 years from the test date.

# UPCOMING COMPETITIVE EXAMS

## LIC AAO EXAM 2014

Life Insurance Corporation Assistant Administrative Officer Exam is conducted for the recruitment of Assistant Administrative Officer (Generalists/ Chartered Accountants/ Company Secretary/ Legal) in the LIC.

### LIC AAO Exam Eligibility

Eligibility conditions for taking LIC AAO Exam are as follows:

#### Educational Qualification

**For LIC AAO - Generalist**– Candidates should possess a Bachelor/Master's Degree from a UGC recognized Indian University with a minimum of 55% marks in the aggregate in either of the Degrees. However % is relaxed to 45% in case of SC/ST candidates.

**NOTE:** If any university awards grades instead of marks, applicants should clearly mention the numerical equivalent of the grades in terms of aggregate marks and then write percentage scored out of aggregates marks.

#### AGE

Candidates aspiring to take LIC AAO Exam should not be below 21 years of age and have not attained the age of 30 Years at the time of applying for the exam.

### LIC AAO Exam Syllabus

#### LIC AAO Exam Syllabus for objective test.

Apply Now 

**1. Test of Reasoning:** This test would include questions of both verbal and non-verbal type. The test may include questions on analogies, similarities, differences, space visualization, problem-solving, analysis, judgment, decision-making, visual memory, discrimination, observation, relationship concepts, arithmetical reasoning, verbal and figure classification, arithmetical number series, etc.

The test will also include questions designed to test the candidate's abilities to deal with abstract ideas and symbols and their relationship, arithmetical computation and other analytical functions.

**2. Test of English Language:** This is a test to see how well you know English. English language ability would be tested through questions on grammar, vocabulary, sentence completion, synonyms, antonyms, comprehension of a passage, etc.

**3. Test of Numerical Ability:** Questions will be designed to test the ability of arithmetical computation of whole numbers, decimals and fractions and relationship between numbers. The questions would be based on arithmetical concept and relationship between numbers and not on complicated arithmetical computations.

**4. Test of General Knowledge and General Awareness:** The questions in Clerical Aptitude will be set to test the candidate's perceptual accuracy and aptitude. This is the ability to notice similarities and difference between the pairs of names and numbers. Questions in Clerical Aptitude will also assess in addition to perceptual accuracy and aptitude, ability to handle office routine work like filing, abbreviating, indexing, etc.

### LIC AAO Contact Details: LIC Customer Zone Mumbai

M/s Mayfair Housing Pvt.Ltd.9 Mayfair Meridian, Near St. Blaise Church,

Caesar Road Andheri (W), Mumbai– 400058

Info Center number: 1251 or 022-26766221

Website: <http://www.licindia.in/>

# DREAM JOB

## JOB PROFILE

### Supply Chain Manager

#### Job Description

As a supply chain manager, you'll be called upon to purchase materials to support production. You'll analyze and supervise the storage, use, and transport of materials and inventory. You'll negotiate prices and delivery of materials to produce cost savings and reduce lead times. You'll assess the entire flow of goods and materials to ensure efficient delivery, quality goods, and on-time delivery of those goods.

Some of the duties required of a supply chain manager are:

- material resource planning
- enterprise resource planning
- audit and monitor suppliers
- source components under pressure
- establish new suppliers
- monitor and develop existing supply chain
- initiate and lead cost-saving initiatives

negotiate and manage contracts



#### Skills Needed to be an Supply Chain Manager

Technology plays a large part in your job as a supply chain manager. In addition to your management skills, you'll be expected to be able to use a computer, along with various types of computer software to track materials and goods.

In addition to technology, you'll need strong leadership skills, critical thinking skills, analytical skills, communication skills and the ability to help train and develop your staff. These are general skills you will acquire through your education, training and work-related experience.

Because you'll be working in global environment, other skills that will help you succeed as an supply chain manager include:

- knowledge of a foreign language
- Understanding of international standards

- technical background in engineering or computer science

manufacturing experience or knowledge

#### Career Advancement in Supply Chain Management

There are many ways to begin your career in supply chain management. An undergraduate degree will enable you to get a job with manufacturing companies and begin gaining experience in supply chain management straight out of college. Entry level positions in supply chain management might include fleet management, purchasing agent, buyer, shipping and receiving agent, inventory analyst, routing manager, or customer service rep. As you gain experience in your particular industry, more opportunities for management will become available to you. In addition to experience, you'll also want to consider getting a masters in supply chain management or an MBA in order to advance your career.

#### Supply Chain Manager Jobs

Supply chain management jobs include:

- buyer
- purchasing agent
- warehouse manager
- inventory manager
- production control analyst
- materials manager
- logistics manager

#### Supply Chain Manager Salary

One of the many questions people ask is: "How much money will I make as an supply chain manager?" According to the Bureau of Labor Statistics Occupational Outlook Handbook, median annual wages of purchasing managers were \$89,160 in 2008. The middle 50 percent earned between \$67,370 and \$115,830. The lowest 10 percent earned less than \$51,490, and the highest 10 percent earned more than \$142,550.

ready. set. go!

Now it's your turn!

1. Which among the following are the 'Credit-Rating Agencies' of India ?

- i. CRISIL
- ii. CARE
- iii. ICRA
- iv. ONICRA
- A. i and iii
- B. i , ii and iii
- C. i , iii and iv
- D. All of them

2. Consider the following Statements regarding 'Take-Out Financing'.

- i. It is for infrastructure projects which have long gestation period.
- ii. It helps to prevent any possible asset-liability mismatch.

Which of the above Statement (s) is/are correct ?

- A. Only i
- B. Only ii
- C. Both i and ii
- D. Neither i nor ii

3. The concept of 'Universal Banking' was implemented in India on the recommendations of:

- A. Abid Hussain Committee
- B. R H Khan Committee
- C. S Padmanabhan Committee
- D. Y H Malegam Committee

ANSWERS OF NOW  
IT'S YOUR TURN OF  
FINJOB\_17

- 1) Option - C
- 2) Option - A
- 3) Option - D

WINNER OF FINJOB



Shipra rai

**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.

financeclub@its.edu.in  
raviprasad@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:  
financeclub@its.edu.in  
manjulamba@its.edu.in  
raviprasad@its.edu.in  
poojasingh.ds@its.edu.in

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