



FINJOB

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AUGUST, 2013

INTERVIEW WITH- MR. AKHIL SINHA CHIEF MANAGER AT PNB, ALLAHABAD

SPECIAL POINTS OF INTEREST:

- ◆ UPCOMING COMPETITIVE EXAM.

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Mr. Akhil Sinha is presently working as a Chief Manager at Punjab National Bank. He has 32 years of experience in Managerial capacity.

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

The Banking Sector in the present scenario either it is Central Bank (RBI) or other Bank is a key player in strengthening the financial sector of economy of the country. Almost total sector of economy is guided by RBI which also is a regulatory body of banks and financial sector. It is the economics of banking which is very vast and you use the tools as per the need and the resultant effect is strengthening the financial sector of economy

Q. Role of Banks these days have changed a lot. It is no more just a lending and borrowing business. Please through some light on this statement.

In the conventional banking, of course banks were limited to borrowing and lending business but after the nationalization the concept has totally changed and the Banks in India were brought to the main stream and identified as machine which could have been used for the development of the country directly or indirectly. With the introduction of thousands of sponsored programs like IRDP, IDA, Bio Gas, Solar Powers and so on -so on, the scenario changed.



Mr. AKHIL SINHA
Chief Manager, PNB

Q. What is your success Mantra?

There are two sides of a coin. At one side you have a tough time for some days only paying your total attention to your studies and having less responsibilities. On the other side you are enjoying a happy life coming ahead with all social dignity. It is never to forget that in our present social economic atmosphere you will be captured by responsibilities as you start a job. So, be honest in every field of your life and enjoy life.

Q. Sir, kindly give your messages to our students.

Everything around you may be wrong but you should have a positive attitude. I may quote a saying of Dr. Abdul Kalam as " When it rains all birds hide them in leaves and find shelter but an Eagle flies high and goes above the Clouds and finds no rain. Problem is same but the attitude is different."

TIPS FOR INTERVIEW



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 interviewer warms up by asking everyone about their hobbies outside of work, don't just shy away and say something generic like "reading" or "watching movies."
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," Zucec 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.
5. **Starring:** Though eye contact is very important but it should have certain limits. Always remember to blink. Don't stare back blankly. This is a look people naturally adapt when they are trying to distance themselves.
6. **Fidgeting:** 9 out of 10 of us tend to fidget with one thing or another when we're chatting, particularly when we're nervous but fidgeting is something you need to try and resist when you're in an interview setting. Swaying, scratching, rocking, finger tapping, arm swinging and foot bouncing will make you appear nervous and make annoy other people in the room.

APTI-TRICKS

Aptitude Test



Are you ready?

1. Two goods train each 500 m long, are running in opposite directions on parallel tracks. Their speeds are 45 km/hr and 30 km/hr respectively. Find the time taken by the slower train to pass the driver of the faster one.
A. 20 **B. 24** C. 14 D. 10

Explanation:

Relative speed = $(45 + 30)$ km/hr
 $= 75 \times (18/5)$ m/sec; $= (125/6)$ m/sec

So, distance covered = Length of the slower train.

Therefore, Distance covered = 500 m.

$$\therefore \text{Required time} = 500 \times (6/25) \text{ sec; } = 24 \text{ sec}$$

2. A farmer travelled a distance of 61 km in 9 hours. He travelled partly on foot @4 km/hr and partly on bicycle @9 km/hr. The distance travelled on foot is:
A. 12 Km B. 12 Km **C. 16 Km** D. 11 Km

Explanation:

Let the distance travelled on foot be x km.
 Then, distance travelled on bicycle = $(61 - x)$ km.

$$\text{So } \{x/4 + (61-x)/9\} = 9$$

$$9x + 4(61 - x) = 9 \times 36$$

$$5x = 8; x = 16 \text{ km.}$$

3. A and B together can do a piece of work in 30 days. A having worked for 16 days, B finishes the remaining work alone in 44 days. In how many days shall B finish the whole work alone?

A. 60 B. 40 C. 56 D. 50

Explanation:

Let A's 1 day's work = x and B's 1 day's work = y .

Then, $x + y = (1/30)$ and $16x + 44y = 1$.

Solving these two equations, we get: $x = (1/60)$ and $Y = (1/60)$

$$\therefore \text{B's 1 day's work} = (1/60)$$

Hence, B alone shall finish the whole work in 60 days.

4. What will be the ratio of simple interest earned by certain amount at the same rate of interest for 6 years and that for 9 years?

A. 2 : 5 B. 3 : 5 C. 4 : 5 **D. 2 : 3**

Explanation:

Let the principal be P and rate of interest be $R\%$.

$$\therefore \text{Required ratio} = \{(P \times R \times 6)/100\} / \{(P \times R \times 9)/100\}; = 6PR/9PR = 2:3$$

5. A trader mixes 26 kg of rice at Rs. 20 per kg with 30 kg of rice of other variety at Rs. 36 per kg and sells the mixture at Rs. 30 per kg. His profit percent is:

A. 5% B. 8% C. 6% D. 7%

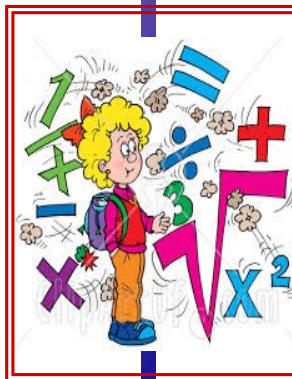
Explanation:

$$\text{C.P. of 56 kg rice} = \text{Rs. } (26 \times 20 + 30 \times 36) =$$

$$\text{Rs. } (520 + 1080) = \text{Rs. } 1600.$$

$$\text{S.P. of 56 kg rice} = \text{Rs. } (56 \times 30) = \text{Rs. } 1680.$$

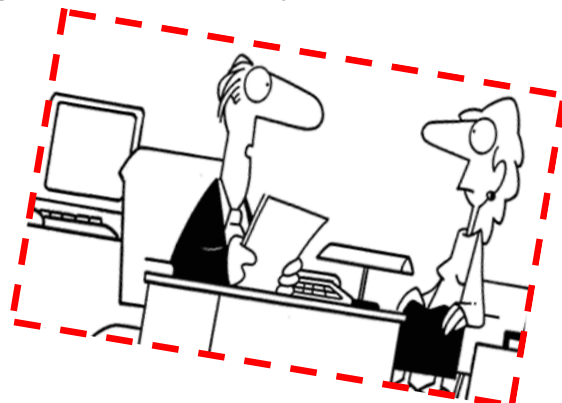
$$\therefore \text{Gain} = \{(80/1600) \times 100\} \% ; = 5\%$$

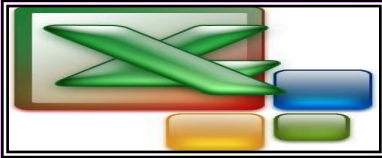


FREQUENTLY ASKED QUESTIONS

1. What is the full form of banking related term PPP ?
2. Is it possible for a company to show positive cash flows but be in grave trouble?

3. Who is more senior Creditor, a bondholder or a stockholder?
4. What is Call Option?
5. What is Demat Account?
6. What is EBIDTA?
7. Distinguish between Speculator and Hedger.
8. What is Bull Market?
9. What is BETA?
10. What is the entry for Depreciation?



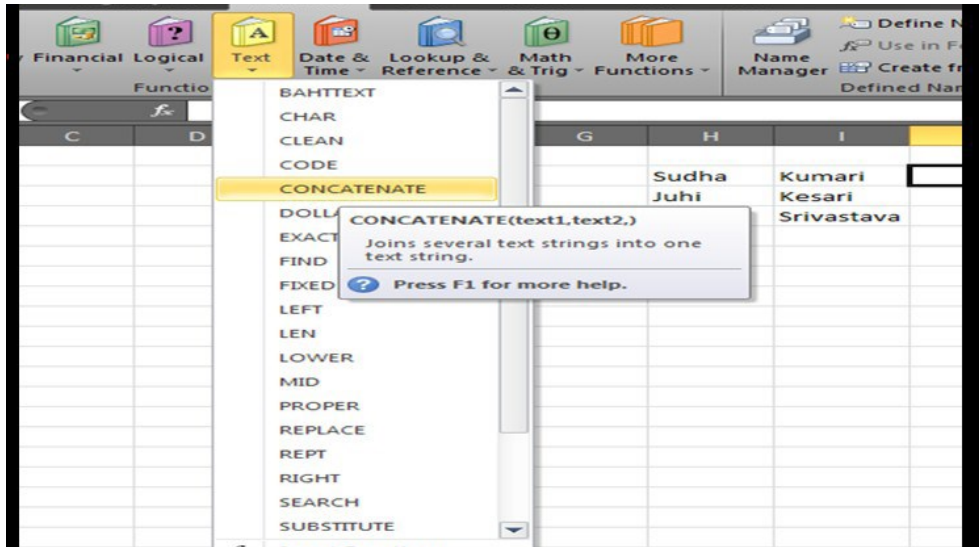


EXCEL WITH MS-EXCEL

1) CONCATENATE: Concatenate is the text formula that joins several text strings into one text string. It can be text strings or numbers. Using such formula, various tasks can be done. For example: first and last names in different columns can be joined together with or without space or symbols; or address and city can be joined together. Following are the steps for using this formula:

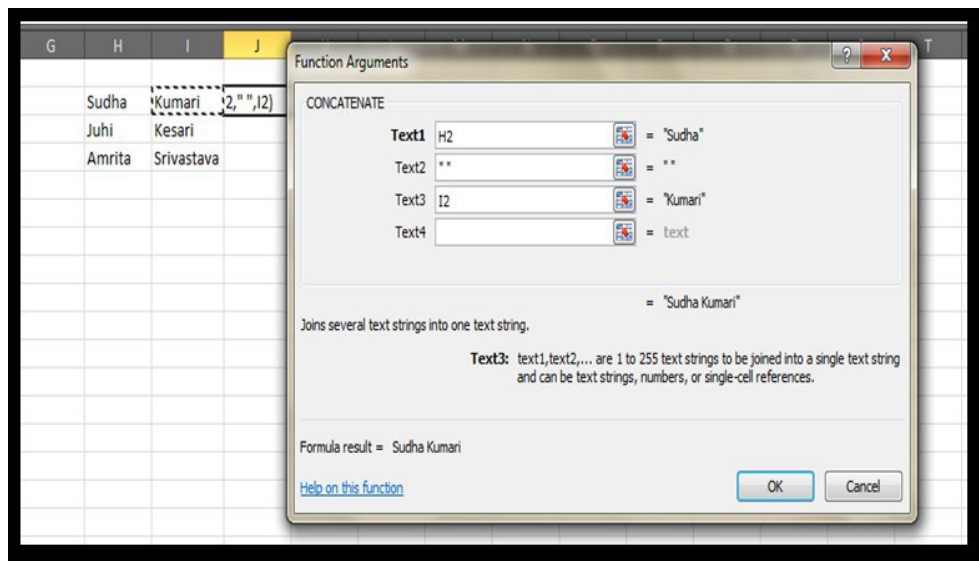
Step 1: Select the cell where required function has to be applied.

Step 2: Click the formulas tab and go to the text option. Following screen will appear-

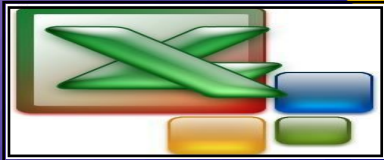


Step 3: Select "CONCATENATE" function.

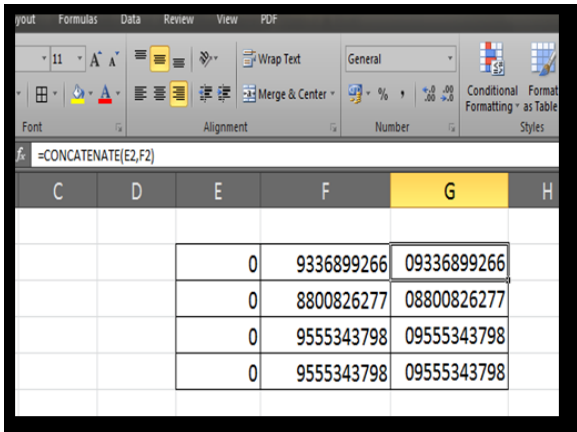
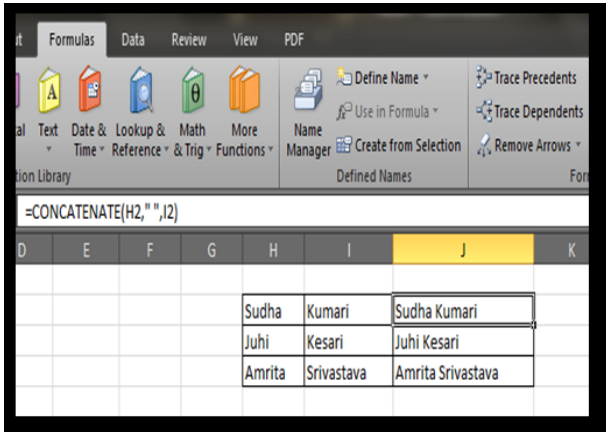
Step 4: Enter the function arguments to get the exact formula results as mentioned below:



EXCEL WITH MS-EXCEL



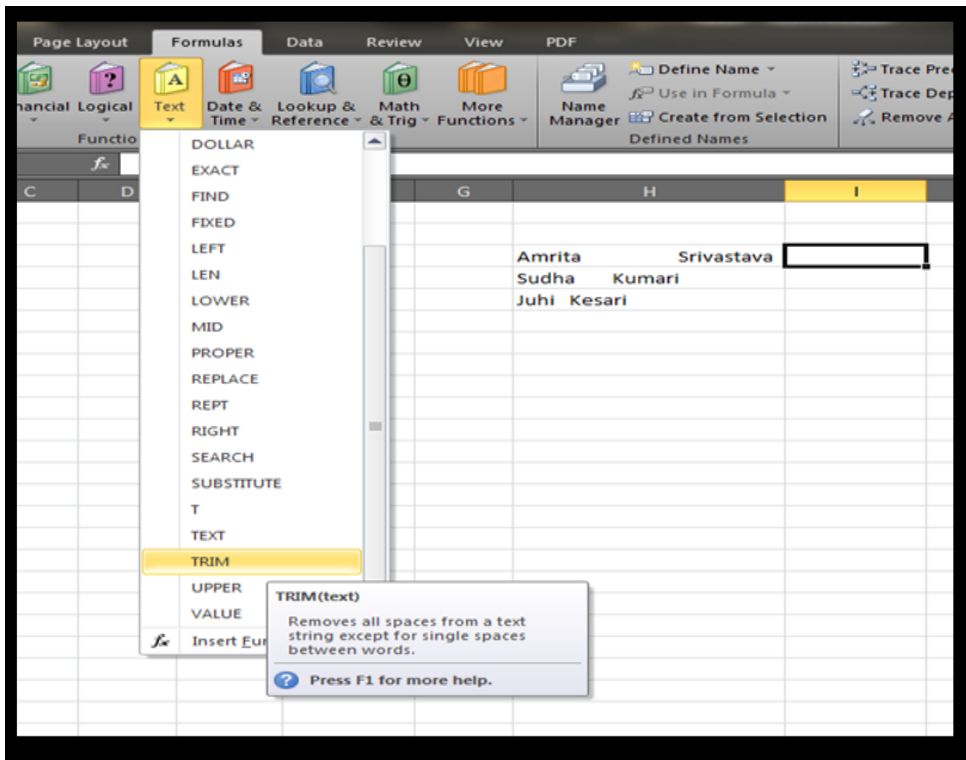
Step 5: This function can be dragged to get similar results on multiple cells. Similarly, it can be applied to numbers.



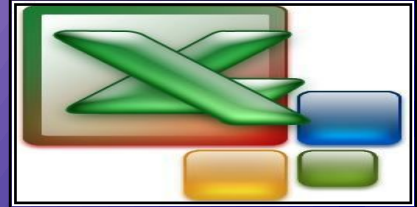
2) **TRIM:** TRIM is the text formula that removes all the spaces from a text string except for single spaces between words.

Step 1: Select the cell where required formula has to be applied.

Step 2: Click the formulas tab and go to the text option. Following screen will appear-

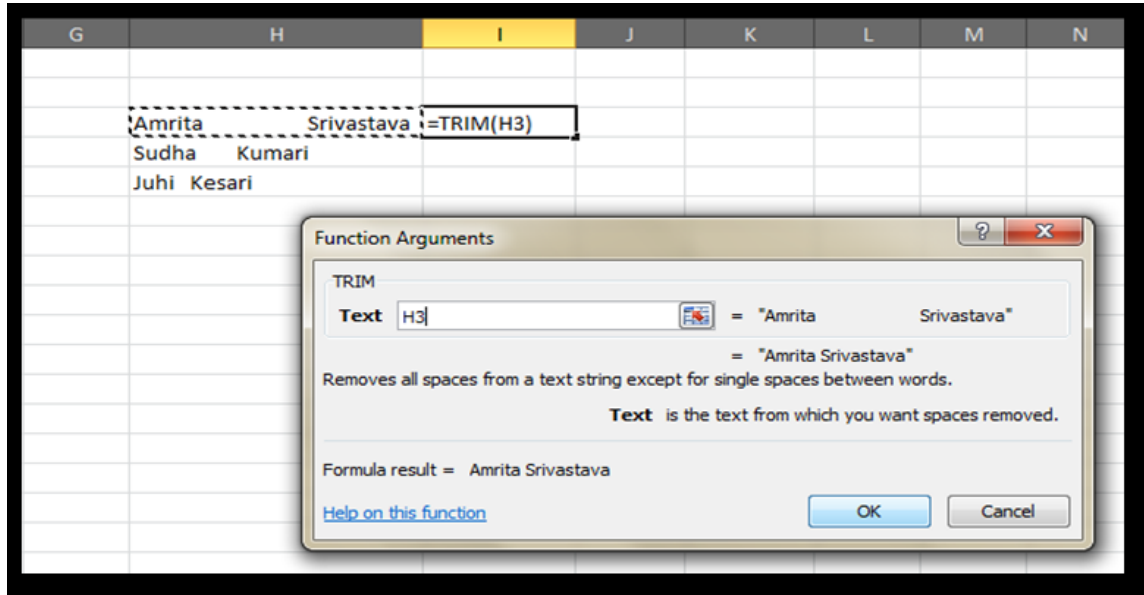


EXCEL WITH MS-EXCEL

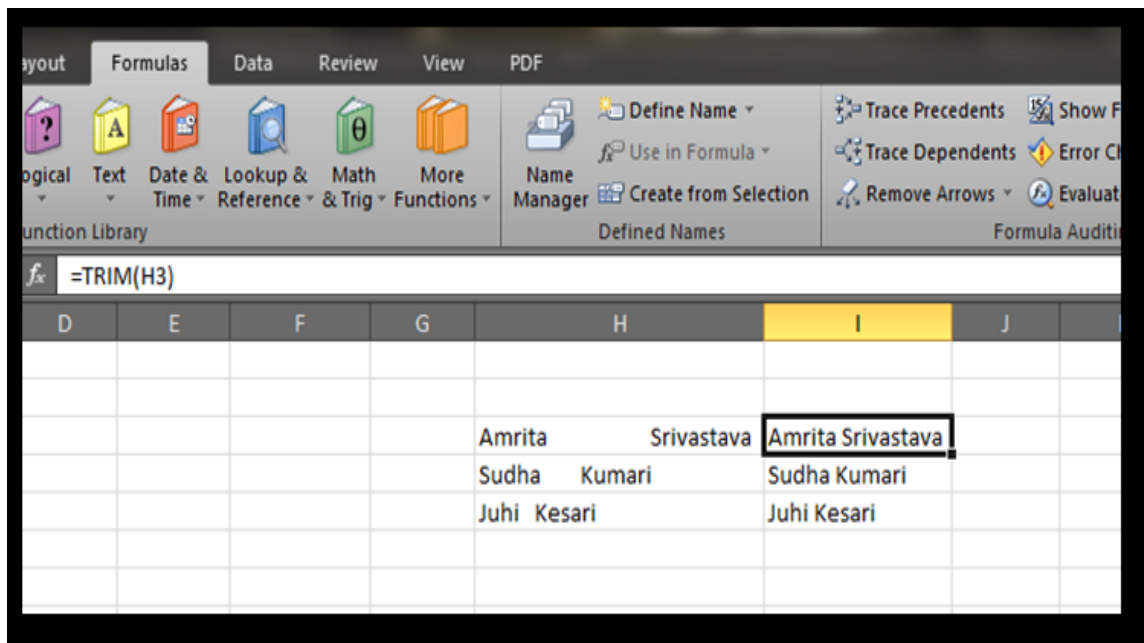


Step 3: Select "TRIM" function.

Step 4: Enter the function arguments to get the exact formula results as mentioned below:



Step 5: This function can be dragged to get similar results on multiple cells.



3) SUMPRODUCT: SUMPRODUCT is the formula available in MS-Excel. This returns the sum of the product of the corresponding range or array.

Suppose that the household consumption is given in the following format and total expenditure has to be calculated:

EXCEL WITH MS-EXCEL



Step 1: Select the cell where formula has to be inserted.

Step 2: Click FORMULA tab.

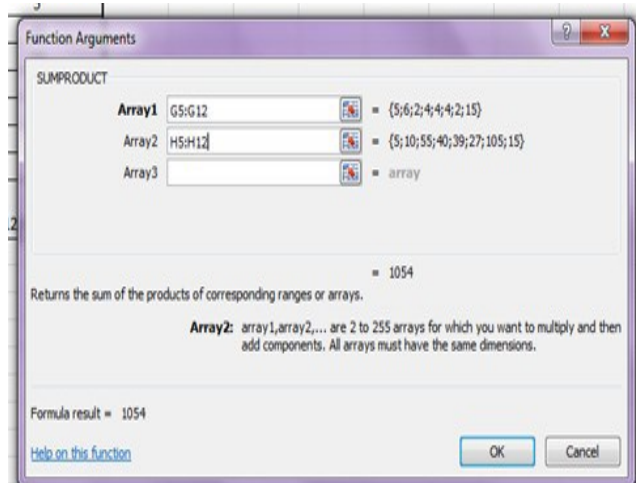
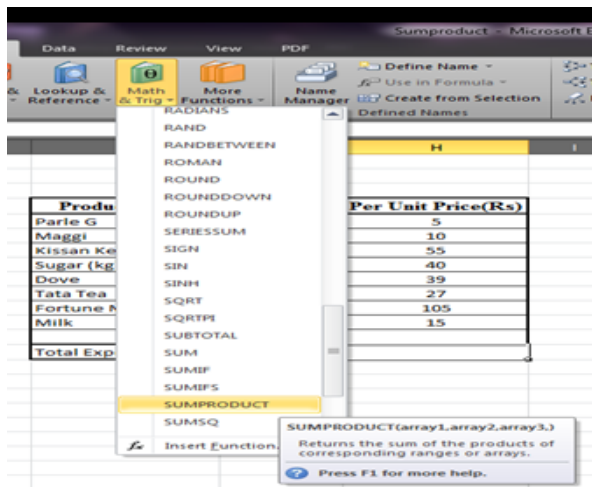
Step 3: Click the "Math & Trig" function.

Step 4: Click the SUMPRODUCT.

Step 5: Enter the function arguments as given below:

Step 6: Click OK.

Product Name	Quantity	Per Unit Price(Rs)
Parle G	5	5
Maggi	6	10
Kissan Ketchup	2	55
Sugar (kg)	4	40
Dove	4	39
Tata Tea	4	27
Fortune Mustard Oil	2	105
Milk	15	15
Total Expenditure		



The result of SUMPRODUCT will appear in selected cell..

EXCEL SHORTCUTS

Ctrl+Alt+F9	Calculate all worksheets in all open workbooks, regardless of whether they have changed since the last calculation.
Ctrl+Shift+Page Up	Select the current and previous sheet in a workbook.
Ctrl+l	Insert a table (display Create Table dialog box).
Ctrl+Shift+a	Insert Arguments in formula after typing formula name.
Ctrl+Alt+F9	Calculate all worksheets in all open workbooks regardless of whether they have changed since the last calculation.
Ctrl+Shift+* (asterisk)	Select the current region around the active cell.
Shift+Enter	Complete a cell entry and move up in the selection.

TRICKLE YOUR MIND



1. CNN- Cable News Network

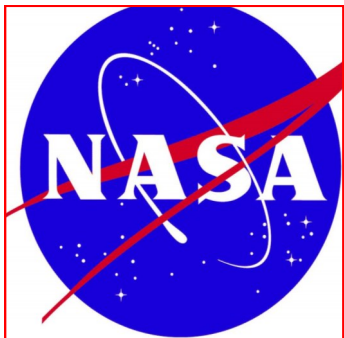
This company is a cable news channel whose broadcast is seen by viewers in over 212 countries and territories. CNN is an American basic cable and satellite television channel that is owned

by the Turner Broadcasting System division of Time Warner

- ◆ Founded– 1st June 1980 .
- ◆ Headquarters– CNN, Centre Atlanta, Georgia.

2. NASA - National Aeronautics and Space Administration.

This United States government agency takes responsibility for space program, aeronautics and aerospace research. NASA science is focused on better understanding Earth through the Earth Observing System



- ◆ Founded– July 29,1958
- ◆ Headquarter– Washington, D.C

3. HP - Hewlett-Packard

It is one of the most popular information technology corporation. The company provides products, technologies, software, solutions and services to consumers and other enterprises. HP is the world's leading PC manufacturer and has



been since 2007, fending off a challenge by Chinese manufacturer Lenovo.

- ◆ Founded - 1st January, 1939.
- ◆ Founders - Bill Hewlett, David Packard.
- ◆ Headquarters- Palo Alto, Califor-

nia, United States.

4. GE- General Electric Company.

This corporation is popularly known as GE and operates through segments such as energy, technology infrastructure, capital finance, consumer and industrial. . After 117 years, it is the only one of the original companies still listed on the Dow index, although it has not been on the index continuously.



- ◆ Founded - Schenectady, New York, US,1892.
- ◆ Founders - Thomas Edison, Charles Coffin, Elihu Thomson and Edwin Houston.
- ◆ Headquarters – Fairfield, Connecticut, U.S.

5. P&G– Procter & Gamble Company.

Over 20 brands of P&G's brands have more than a billion dollars in net annual sales, according to the 2011 Annual Report. Its products include pet foods, cleaning agents, and personal care products. Prior to the sale of Pringles to Kellogg Company, its product line included



foods and beverages. Chief Executive Magazine named P&G the best overall company for leadership development in its list of the "40 Best Companies for Leaders.

- ◆ Founded - 1837.
- ◆ Founders– William Procter and James Gamble.
- ◆ Headquarter - Cincinnati, Ohio, U.S.

FINCOURSE

CORPORATE GOVERNANCE MODULE

To build confidence among investors, it is imperative to adopt the best corporate governance policies and practices. Recognizing this need, this module endeavors to impart knowledge about the evolution of the corporate governance in India. It also discusses important concepts related to corporate governance and the regulatory framework governing it. This module has been jointly developed by NSE and The Institute of Company Secretaries of India (ICSI).

Why should one take this course?

To understand the evolution of corporate governance in India.

To understand the clause 49 of the listing agreement.

To know about the disclosure and reporting requirements for companies.

Who will benefit from this course?

Managerial Staff of Corporates

Students and Teaching Community

Students of the Institute of Company Secretaries of India (ICSI)

Anybody interested in the area of Corporate Governance

Test details

Duration: 90 minutes

No. of questions: 100

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.

Fees

1,686/- (Rupees One Thousand Six Hundred and Eighty Six Only) inclusive of service tax.

Course outline

Evolution of Corporate Governance

Evolution of corporate governance in India & abroad; Provisions regarding corporate governance in the listing agreement; Board governance and independence; Board systems & procedures.

Disclosures

Disclosure requirements; Reporting requirements; Related party transactions.

Compliance of conditions of the listing agreement with respect to corporate governance.

COMPLIANCE OFFICER (BROKERS') MODULE

Why should one take this course?

To understand the statutes pertaining to the securities market.

To learn about the rules, regulations and bye-laws of the exchanges.

To understand the SEBI guidelines.

Who will benefit from this course?

Compliance Officers

Students of Law colleges

Candidates interested in making their career as compliance officers/legal officers in the securities 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.

Fees

1,686/- (Rupees One Thousand Six Hundred and Eighty Six Only) inclusive of service tax.

COMPLIANCE OFFICER (CORPORATE) MODULE

The Compliance Officers (Corporates) module tests the candidates on their knowledge of the relevant rules, regulations and guidelines governing the corporates.

Why should one take this course?

To understand the Companies Act, 1956.

To know about the provisions of the listing agreement.

To know about the Securities Contracts (Regulation) Act, 1956.

Who will benefit from this course?

Compliance Officers

Students of Law colleges

Candidates interested in making their career as compliance officers/legal officers in the securities 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.

Fees

1,686/- (Rupees One Thousand Six Hundred and Eighty Six Only) inclusive of service tax.



UPCOMING COMPETITIVE EXAMS

“SGB Bank Recruitment 2013”.

Saurashtra Gramin Bank is popularly known by its nick name SGB, setup in 1976, it is promoted by SBI, head office located in Rajkot Gujarat India. Bank has announced recruitment program for officer & assistant post, advertisement published under project name “SGB Bank Recruitment 2013”. The details regarding are below given:

Name of Organization	Saurashtra Gramin Bank
Post Name	1. Officer Scale-I 2. Office Assistant (Multipurpose)
No. of Post	Officer Scale - 41 Office Assistant - 42
Educational qualification	Graduate or Equivalent Qualification.
Last date to apply	20 August 2013

Further details for SGB Bank Recruitment are as given.

Age Limit: 18 – 28 years as on 1/6/2013. Upper age relaxation as per government rules.

Essential: Candidates who have appeared in the Common Written Examination for RRBs conducted by IBPS in September 2012 and have valid score card can apply

Application Fee: All candidates have to pay application fee as per the bank guidelines. Rs. 100 fee required to pay General & OBC candidates and Rs. 20 for SC/ST/PWD.

IBPS Score Card (CWE) Details: Candidates who have valid score card with 89 & above for SC/ ST/ SC-PWD/ ST-PWD/ SC-EXS/ ST-EXS and 95 & above for OBC/ GEN/ OBC-PWD/ GEN-PWD/ OBC-EXS/ GEN-EXS for Office Assistant. Refer notification for post wise qualifying score details.

How to apply: Saurashtra Gramin Bank has made online application script to receive recruitment forms online for officer & assistant recruitment 2013 project. For this please visit www.sgbrb.org website and apply online between 6th Aug, 2013 (Tuesday) to 20th Aug, 2013 (Tuesday).

Important Dates:

1. **Starting Date for online submission:** 06th August 2013
2. **Last Date for online submission:** 20th August 2013
3. **Payment of Application Fees:** 06th to 20th August 2013

For more detail please log on to : www.sgbrb.org

DREAM JOB

JOB PROFILE

WEALTH MANAGER

The Wealth Management Consultant is a person who identifies and develops new business relationships for the banks, trusts and investment management services organizations. Wealth managers have to deliver an absolute performance within the return and risk range agreed upon with their investors. The financial needs of investors cannot be left to the vagaries of market performance, and therefore, the responsibility of a wealth manager is superior to that of an investment manager. This distinction is lost when wealth managers work as agents selling financial products to investors. The wealth managers who manage the balance sheets of investors advise them primarily on the assets to be built. Assets are created for their ability to deliver income or grow in value so that it can be realised when needed. The extent to which the value of the assets exceeds the value of the liabilities is the net worth of the investor. Financial decisions should lead to the maximisation of net worth in the long run; this is also the index of wealth.

Primary Duties or Responsibilities

The key responsibility of the wealth manager is to deliver this return through asset allocation. He can do it passively using a model allocation, or actively through a tactical allocation. Wealth management firms differentiate themselves on the basis of these approaches, but the responsibility for managing the target return remains the core. The asset portfolio features risks of various kinds. To the investor, these have to be pre-defined as tolerance limits for loss or maximum downside in the value of assets.

Wealth managers use risk profilers to determine these levels. However, they need a deep understanding of the assets they have chosen to see how the risks come together to impact the investor's wealth. Since risk and return are two sides of the same coin, advisers and investors have to redefine how much risk should be taken given a desired return, or the maximum return possible given a desired level of risk tolerance. Apart from this, few of them are as below:

1. Must demonstrate business development and excellent sales abilities.

2. Should communicate and consult with internal and external clientele and introduce them towards the new products of the bank or trust to which they are employed.

3. Should maintain good community and industrial organizational membership by active participation .

4. Should have the capacity to build partnerships and work with others as a part of the team.

Skills Required

Since wealth management primarily involves capital custodianship, successful professionals must possess excellent financial instincts, advanced calculation skills and the ability to plan for future market advances, disruptions and downturns. This third skill demands they possess research abilities and the capacity for abstract and imaginative thought.

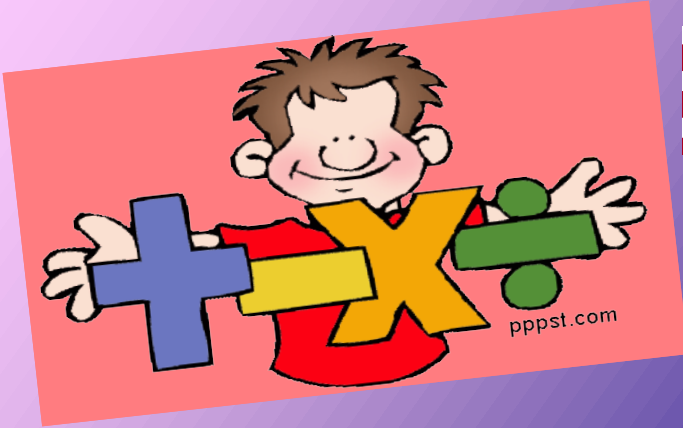
Moreover, wealth managers must have at least a rudimentary understanding of capital economics, major investment theories and the networked web of modern global markets. Since they manage vast sums of money for other people, it goes without saying that they must also be ethical, trustworthy and free of any felonious record involving larceny, fraud or intentional mismanagement.

Qualifications

To become a Wealth Manager, individuals must be qualified with the following :

- A bachelor's degree in finance, accounting or other related field and an equivalent work experience in the relevant field.
- More than 5 years of sales experience with lofty net worth clients in the financial sales industry.
- A professional qualification like CFA, CFP, CPA or JD.
- Good professional, interpersonal, interpretational, written and verbal communication are most important skills.





NOW IT'S YOUR TURN

- A. 3500 B. 4000 C. 6400 D. 9000
5. A towel, when bleached, was found to have lost 20% of its length and 10% of its breadth. The percentage of decrease in area is:
- A. 10% B. 15% C. 20% D. 28%

1. A bank offers 5% compound interest calculated on half-yearly basis. A customer deposits Rs. 1600 each on 1st January and 1st July of a year. At the end of the year, the amount he would have gained by way of interest is:
- A. 120 B. 121 C. 122 D. 132
2. Two numbers A and B are such that the sum of 5% of A and 4% of B is two-third of the sum of 6% of A and 8% of B. Find the ratio of A : B.
- A. 2:3 B. 1:1 C. 4:9 D. 4:3
3. At present, the ratio between the ages of Arun and Deepak is 4 : 3. After 6 years, Arun's age will be 26 years. What is the age of Deepak at present ?
- A. 12 B. 15 C. 19 D. 20.
4. The average monthly income of P and Q is Rs. 5050. The average monthly income of Q and R is Rs. 6250 and the average monthly income of P and R is Rs. 5200. The monthly income of P is:

ANSWERS OF NOW IT'S YOUR TURN OF FINJOB_11

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

WINNER OF FINJOB I I



KRITI KESARI

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.

stutisrivastava@its.edu.in
taniyabhandari@its.edu.in



Send us your feedback and suggestion at:

- manjulamba@its.edu.in
- stutisrivastava@its.edu.in
- taniyabhandari@its.edu.in

EDITORS:

- 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.