

I.T.S.  
GHAZIABAD  
FINANCE CLUB



# FINJOB



ISSUE-13th

18th  
September, 2013

## INTERVIEW WITH- Mr. NIRAJ GUPTA CIRCLE HEAD AT PNB, GORAKHPUR

### SPECIAL POINTS OF INTEREST:

- ◆ UPCOMING COMPETITIVE EXAM.

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Mr. Niraj Gupta is presently working as a Circle Head at Punjab National Bank. He has 29 years experience in Managerial capacity.

**Q. Sir, What is basel norms 3 and what is the impact of basel 3 in the Indian banking system?**

It is a comprehensive set of reform measures designed to improve the regulation, supervision and risk management within the banking sector. It builds on the Basel I and Basel II documents, and seeks to improve the banking sector's ability to deal with financial and economic stress, improve risk management and strengthen the banks' transparency.

**Q. Please give some inputs from your side how to get a handsome job in the banking industry and on which areas freshers must focus to grab the opportunity to get a job?**

It's a time of competition. You can choose a profession as per your aptitude and qualification. The Banking sector in India has always been one of the most preferred avenues of employment. In the current decade, this has emerged as a re-surgent sector in the Indian economy. Student must focus on their area of interest whether it is a banking sector or any other, then only they can reach on the top.

PHOTO IS NOT AVAILABLE

**Mr. Niraj Gupta**  
Circle Head, PNB

**Q. What is your success Mantra?**

My success mantra is Hard Work and only substitute for hard work is harder work. So work hard and hard to accomplish your goal. I would like to emphasis over your smartness and personality development which is must. Your presentation should be in such a way that the Interview Board should remember you for long hours.

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

My message to all of students are to learn, earn and distribute. Distribute your wealth and knowledge to others

# TIPS FOR INTERVIEW



## DOs

Be specific.

Highlight transferable skills.

Highlight how you successfully worked in a team.

Your attire shows that you take the interview seriously and are interested in the position.

Know the location and exact time of interview.

Reach before 10-15 minutes before the scheduled time.

Dress properly, wear formals.

Do not hesitate to make a hand shake and proper eye contact with the employer.

Do ask some questions related to your applied job, this will show your interest towards job.

## DON'Ts

Do not chew a gum during the interview.

Don't depend on your job application to get you hired.

You need to market your specialised traits and skills.

Don't interact with an employer as if you don't need a job and you have plenty of options.

Don't lie in the interview because an employer can cross check you by taking information from your previous employer.

Don't show that you are too desperate for the job.



# APTI-TRICKS

Aptitude Test



Are you ready?

1. Two trains running in opposite directions cross a man standing on the platform in 27 seconds and 17 seconds respectively and they cross each other in 23 seconds. The ratio of their speeds is:

- A. 2:1      B. 3:2      C. 1:4      D. 5:1

**Explanation:**

Let the speeds of the two trains be  $x$  m/sec and  $y$  m/sec respectively. Then, length of the first train =  $27x$  metres, and length of the second train =  $17y$  metres.

$$\Rightarrow (27x+17y)/(x+y)=23;$$

$$\Rightarrow 27x+17y=23x+23y;$$

$$\Rightarrow 4x=6y; x/y = 3/2$$

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

- A. 10      B. 12      C. 16      D. 11

**Explanation:**

Due to stoppages, it covers 9 km less.

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

=10 min.

3. A, B and C can do a piece of work in 20, 30 and 60 days respectively. In how many days can A do the work if he is assisted by B and C on every third day?

- A. 16      B. 14      C. 15      D. 20

**Explanation:**

A's 2 day's work =  $(1/20)*2= 1/10$

(A + B + C)'s 1 day's work =  $(1/20)+(1/30)+(1/60)= 6/60 = 1/10$ ; Work done in 3 days =  $(1/10)+(1/10) = 1/5$

Now,  $(1/5)$  work is done in 3 days ;

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

4. How much time will it take for an amount of Rs. 450 to yield Rs. 81 as interest at 4.5% per annum of simple interest?

- A. 2.5yrs      B. 4yrs      C. 5yrs      D. 2yrs

**Explanation:**

Time =  $(100*81)/(450*4.5) = 4$  yrs.

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

- A. 625      B. 630      C. 650      D. 700

**Explanation:**

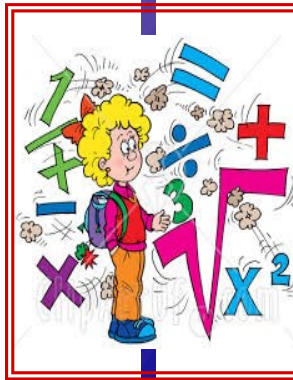
Let the sum be Rs.  $x$ . Then,

C.I. =  $[x (1+ (4/100)^2) - x]$ ;  $[(676x/625) - x]$

S.I. =  $(x*4*2)/100 = 2x/25$

=  $51x/625 - 2x/25 = 1$

$X= 625$



## FREQUENTLY ASKED QUESTIONS

1. What is accounting management?

2. What is RAROC?

3. What is EFT?

4. Define Fair Value.

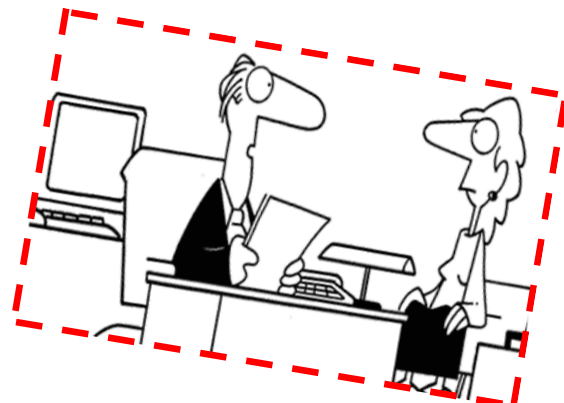
5. What kind of stocks would you issue for start up?

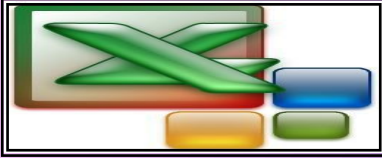
6. What is Hedging?

7. Different types of Insurance.

8. What is Put Option?

9. When should company buy back stocks?





## EXCEL WITH MS-EXCEL

### HOW TO CALCULATE FUTURE VALUE OF YOUR INVESTMENT IN FIXED DEPOSIT OR RECURRING DEPOSIT

Microsoft Excel is a very helpful software and mainly used everywhere in the companies by the managers to solve big data in nanoseconds by using some formulas which are already there in excel. For example:-

**FV (Future Value):-** Future value is a function through which we can easily calculate the future value of an investment based on periodic, constant payments and a constant interest rate. For example Fixed Deposit and recurring deposit.

#### Steps to calculate future value of fixed deposit

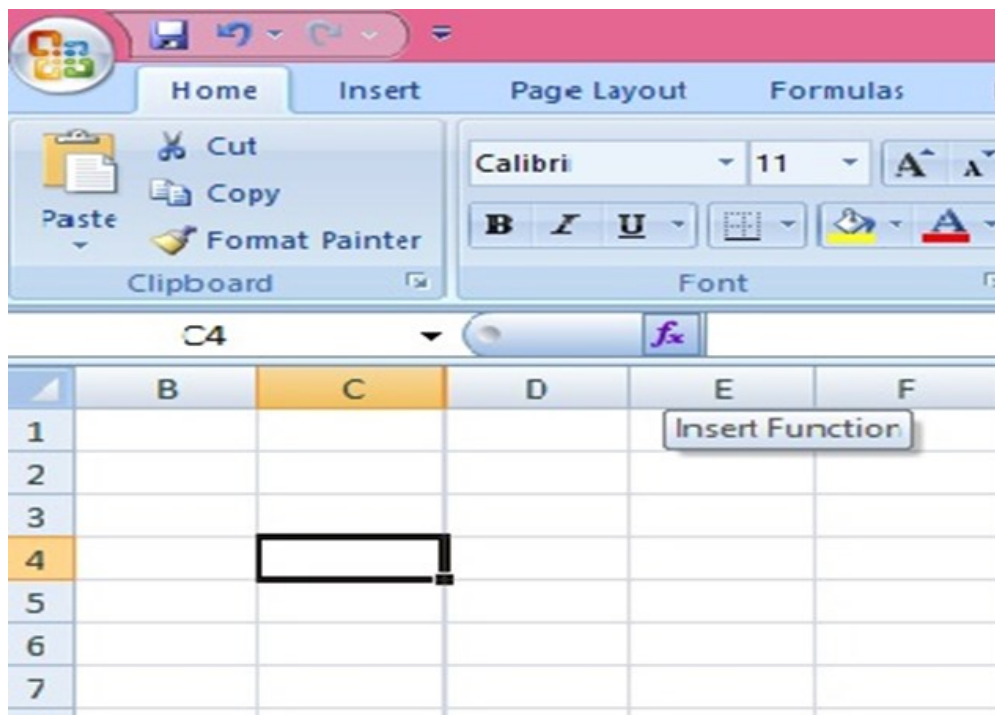
Amount of Fixed Deposit= Rs. 100000

Period of Fixed Deposit= 5years

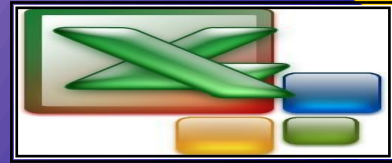
Rate of interest= 8% annually

Step 1:- Open new file in excel. There you have to click on any blank column like shown in figure.

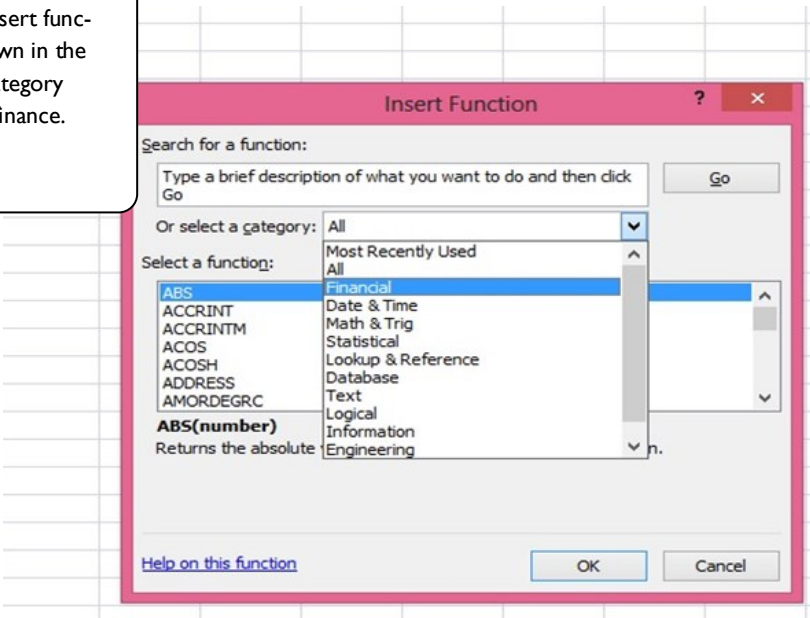
Then click on fx button present on formula bar from where you can insert function or formula easily to calculate future value of your fixed deposit.



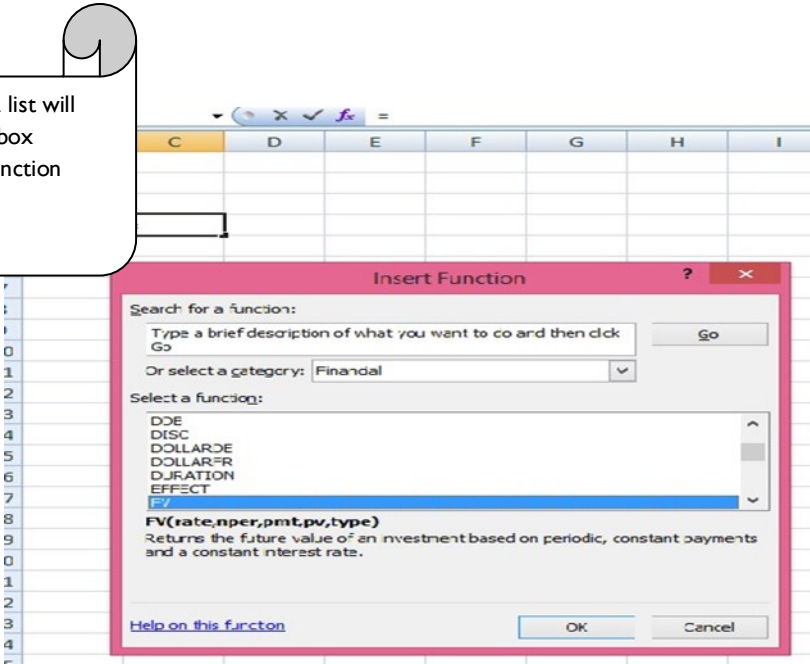
# EXCEL WITH MS-EXCEL



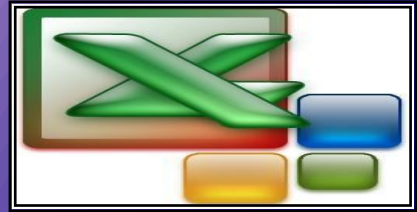
Step 2:- By clicking on fx button insert function dialogue box will open as shown in the figure. There you have to select category financial because Fv comes under finance.



Step 3:- After clicking on financial a list will come in select a function dialogue box from there we have to select FV function and click ok.



# EXCEL WITH MS-EXCEL



Step 4:- After step 3 and after pressing ok button a function arguments dialogue box will open in which you have to fill the Rate i.e. interest rate, Nper i.e. period for which fixed deposit is formed, Pmt i.e. amount paid at each period but we don't have to pay the amount in instalments because in fixed deposits we have to pay the total amount in starting of fixed deposit, so for that we have to put 0 in Pmt. After Pmt, Pv i.e. the lump-sum amount you are paying for fixed deposit with minus sign and in last in Type i.e. you have to put 1 because you will going to pay the total amount at the time of starting of fixed deposit otherwise you have to put 0 if you are paying at the end of the month or year.

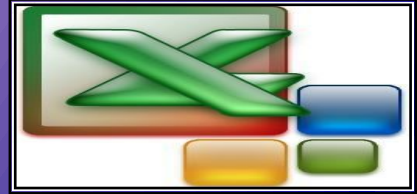
The screenshot shows an Excel spreadsheet with the formula bar containing `=FV(8%,5,0,-100000,1)`. The spreadsheet grid shows the formula entered in cell B6. A dialog box titled "Function Arguments" is open, displaying the following values:

Argument	Value	Converted Value
Rate	8%	= 0.08
Nper	5	= 5
Pmt	0	= 0
Pv	-100000	= -100000
Type	1	= 1

The dialog box also shows the formula result as **146932.8077** and a description: "Returns the future value of an investment based on periodic, constant payments and a constant interest rate. **Pv** is the present value, or the lump-sum amount that a series of future payments is worth now. If omitted, Pv = 0." The formula result is displayed as **₹ 1,46,932.81**. Buttons for "OK" and "Cancel" are visible at the bottom right of the dialog box.

Step 5:- After step 4 and putting all entries you have to click on OK button. Then in selected column you can see the value you will going to get on your fixed deposit of Rs. 100000 after 5years i.e. Rs. 146932.81.

## EXCEL WITH MS-EXCEL



The screenshot shows the Microsoft Excel interface. The ribbon is set to 'Home'. The formula bar displays the formula  $=FV(8\%,5,0,-100000,1)$ . The active cell is B6, which contains the result **₹ 1,46,932.81**. The spreadsheet grid shows the following content:

	A	B	C	D	E
1					
2					
3	Future Value of Fixed Deposit of Rs. 100000 is=				
4					
5					
6		<b>₹ 1,46,932.81</b>			
7					

## EXCEL SHORTCUTS

Ctrl+ Shift + End	Extend the selection to the last used cell on the worksheet (lower-right corner)
Shift + Enter	Complete a cell entry and move up in the selection.
Ctrl + l	Insert a table (display Create Table dialog box).
Alt +=	Insert the AutoSum formula.
= (EQUAL SIGN)	Start a formula
F3	Paste a name into a formula
F12	Display the Save as dialog box.

## TRICKLE YOUR MIND



### 1. AFLAC: American Family Life Assurance Company

It is the largest provider of supplemental insurance in the United States. In the United States, Aflac underwrites a wide range of insurance policies, but is perhaps more known for its payroll deduction insurance coverage, which pays cash benefits when a policyholder has a covered accident or illness. The company states it insures

"one of four Japanese households" and is "the largest life insurer in Japan in terms of individual insurance policies in force"

- ◆ Founded– 1955.
- ◆ Founders - John Amos, Paul Amos, Bill Amos.
- ◆ Headquarters– Columbus, Georgia, U.S.

### 2. GM: GENERAL MOTORS

**General Motors Company**, commonly known as **GM**, is an American multinational holding corporation. General Motors produces vehicles in 37 countries under eleven brands, in-



cluding Chevrolet, Buick, GMC, Cadillac, Baojun, Holden, Isuzu, Jie Fang, Opel, Vauxhall, and Wuling. General Motors led global vehicle sales for 77 consecutive years from 1931 through 2007, longer than any other automaker, and is currently among the world's largest automakers by vehicle unit sales.

- ◆ Founded– 16 September, 1908.
- ◆ Founders - William C. Durant, Charles Stewart Mott.
- ◆ Headquarter– Detroit, Michigan, U.S.



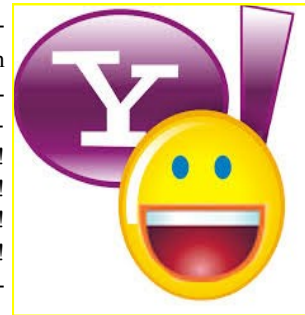
### 3. LG: Lucky - Goldstar

It is an multinational electronics company and a member of the LG Group chaebol. The company operates its business through five divisions: Mobile Communications, Home Entertainment, Home Appliances, Air Conditioning, and Energy Solutions. It is the world's second-largest television manufacturer (after Samsung and Hitachi),<sup>[2]</sup> and the world's fifth-largest mobile phone maker by unit sales in the second quarter of 2012.

- ◆ Founded - 195
- ◆ Headquarters- Yeouido-dong, Seoul, South Korea.

### 4. YAHOO: Yet Another Hierarchical Official Oracle.

It is an American multinational Internet corporation. It is globally known for its Web portal, search engine Yahoo! Search, and related services, including Yahoo! Directory, Yahoo! Mail, Yahoo! News, Yahoo! Finance, Yahoo! Groups, Yahoo! Answers, advertising, online mapping, video sharing, fantasy sports and its social media website. Yahoo! itself claims it attracts "more than half a billion consumers every month in more than 30 languages."



- ◆ Founded- January, 1994.
- ◆ Founders - Jerry Yang, David Filo.
- ◆ Headquarters – Sunnyvale, California, U.S.

### 5. GOOGLE: Global Organization Of Oriented Group Language Of Earth.



It is an American multinational corporation specializing in Internet-related services and products. These include search, cloud computing, software and online advertising technologies.<sup>[6]</sup> Most of its profits are derived from AdWords. Its mission statement from the outset was "to organize the world's information and make it universally accessible and useful."

- ◆ Founded - 4 September, 1998.
- ◆ Founders– Larry Page, Sergey Brin.
- ◆ Headquarter - Googleplex, California, U.S.



# FINCOURSE

## CFP Certification

CFP Certification programme makes you competent to provide strategic advice in investments, insurance, tax, retirement & real estate needs and it enables you to plan and fulfil such needs.

Why ICICIdirect Centre for Financial Learning

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Highly Experienced Faculty - All our faculty are CFPCM certificants and they not only have a rich experience but also a flair to teach

Support for an Internship to enhance practical learning .

Why become a CFP Certificant

Certified Financial Planner CM certification is

Prominant : Rated as "One of the best Jobs" by U.S. News and World Report, 2012

Credible : Rated as Gold Standard by Wall Street Journal

Global Recognition : The most recognized and respected financial planning certification in 24 countries

Demand in India : Supported, recognized, promoted and preferred by 50 organizations of BFSI Industry

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Suitable for ;

Students pursuing/completed B.Com / BMS / BBA / BBI / BAF / BFM / M.Com

Other Undergraduates / Graduates looking for a career in Finance

MBA / CA / CA Inter

Professionals working in Banking & Financial Services Industry

Students pursuing/completed B.Com / BMS / BBA / BBI / BAF / BFM / M.Com

Other Undergraduates / Graduates looking for a career in Finance

MBA / CA / CA Inter

Professionals working in Banking & Financial Services Industry

Attractive Salaries

Levels

Entry, Middle, Senior

Job profile

Trainees and executives, Banks and wealth managers, wealth managers and financial advisory firms.

Sales Managers, Relationship Managers, Wealth Managers, Financial Planners/Advisors, Investment / Insurance Advisors

Functional Heads, Business Heads/Regional Heads, Senior Planners/Advisors and Team Leaders

Qualification/Experience

Pursuing CFPCM certification program + graduate fresher.

Pursuing CFPCM certification program with work experience of 1-2 years.

Attained CFPCM certification with a 5-7 years work experience and other professional qualifications.

Expected Pay (p.a)

Up to Rs. 4 lakhs

Rs. 4-8 lakhs

Above Rs. 10 lakhs

CFPCM Certification is currently available in 3 cities Bangalore, Delhi & Pune.



## UPCOMING COMPETITIVE EXAMS

### LIC Recruitment 2013 – 66 Financial Service Executive Posts

Life Insurance Corporation of India has Published notification for the recruitment of 66 Financial Service Executive Vacancies by various Divisional Offices of East Central Zone (Bihar, Jharkhand & Odisha) on Contract basis under the jurisdiction of Zonal Office Patna.

**Further details for SGB Bank Recruitment are as given:**

**Name of the Post :** Financial Service Executive

**Total no of Vacancies :** 66

**Age Limit:** Candidates age must be between 21-35 years as on 01-04-2013. Age relaxations are available.

**Educational Qualification:** Candidates must possess Bachelors' Degree/ Diploma in Marketing/ Management, knowledge of English and regional language with knowledge of computer applications.

**Selection Process:** Candidates will be selected on the basis of written test and interview

**Application Fee:** Candidates have to pay Rs. 100/- as application fee in the form of demand draft favoring "Life Insurance Corporation of India" and payable at at Divisional Head Quarter. Candidates should write their name and date of birth on the reverse of DD.

**How to Apply:** Candidates have to apply in prescribed format as shown in the notification. Fill the form, affix photograph, attach copies of age, caste, qualifications, DD must be sent by superscription on the cover "Engagement of Financial Services Executives, \_\_\_ Division, East Central Zone" to the Divisional Offices, Sr. Divisional Manager, LIC India, Division Office on or before 23-09-2013. Please refer notification for divisional address.

**Important Date:**

**Last Date for Receipt of Applications: 23-09-2013.**

**For more detail please log on to : <http://www.licindia.in/careers.htm>**

# DREAM JOB

## JOB PROFILE

### RELATIONSHIP MANAGER

Relationships have traditionally been regarded as an intangible aspect of business that was inherently difficult to assess or manage. Relationship managers are part of a movement that seeks to use a scientific approach to gain greater control over business relationships. Relationship managers seek to define, quantify and analyze relationships so that they are not left up to chance. A professional who works to improve a firm's relationships with both partner firms and customers. Relationship management is generally divided into two fields: customer relationship management (CRM) and business relationship management (BRM). Both fields share the common goal of facilitating good relationships such that the business maximizes the value of its relationships and maintains a good reputation overall.

#### Key Responsibilities:

1. **Portfolio Management** - To manage an assigned portfolio of Clients in an identified territory.
2. **Client Relationships** – To maintain and manage client expectations and resolve their concerns / issues in agreed timeframes.
3. **Sales Achievement** – To achieve the set business targets for Meal Vouchers & Gift Vouchers by cross selling, up selling, reference selling within the assigned portfolio.
4. **Debt Control** – To manage the portfolio debt at desirable levels and as per the company policy. This is a critical activity.
5. **Team Work** – To work with peers and cross functional groups in sync to achieve Customer and Business objectives.
6. **Client Visits** – To meet and maintain a healthy track record of client visits to ensure good hold over any given account..

7. **Prioritization** - To maintain excellent relationships and have a defined call plan with all the KEY CLIENTS in the portfolio to leverage business opportunities.

#### Skills Required

A Relationship Manager is required to interact with customers for most part of his/her day and so good communication and presentation skills are a prerequisite for the job. The job also requires thorough financial and sector knowledge in order to provide sound and reliable advice to clients. The major skills and competencies that employers look for are:

- Excellent communication and listening skills.
- Confidence and Presentation skills.
- Ability to analyze and research information.
- Ability to explain complex information clearly and simply
- Self Motivated .

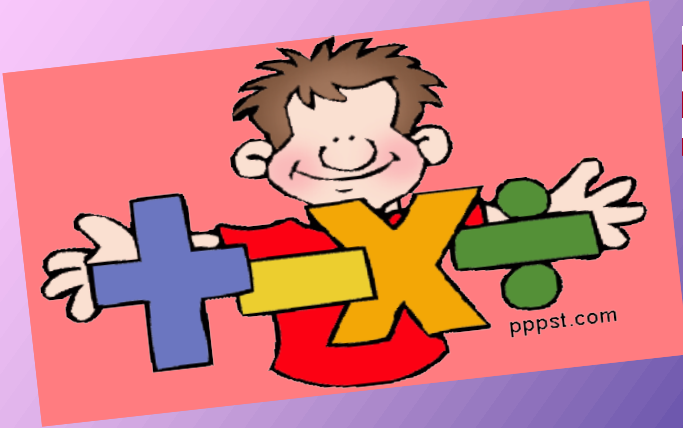
#### Qualifications

Post graduation in Sales & Marketing/ MBA . Graduate in any discipline.

#### Benefits

Relationship managers build strong alignments between different groups that may not ordinarily see eye-to-eye. As a relationship manager, you become an expert in the culture of all the organizations you serve. By building confidence, you can establish a position of trusted partner to key stakeholders in each function. A well-coordinated team produces results and maintains a competitive edge more consistently.





# NOW IT'S YOUR TURN

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. 120m      B. 150m      C. 122m      D. 132m
2. If a person walks at 14 km/hr instead of 10 km/hr, he would have walked 20 km more. The actual distance travelled by him is:  
A. 50km      B. 45km      C. 40km      D. 55km
3. The angle of elevation of a ladder leaning against a wall is  $60^\circ$  and the foot of the ladder is 4.6 m away from the wall. The length of the ladder is:  
A. 1.2m      B. 1.5m      C. 1.9m      D. 9.2m
4. 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. 35days      B. 22.5days      C. 64days      D. 90days

5. If selling price is doubled, the profit triples. Find the profit percent.  
A. 160      B. 150      C. 100      D. 280

**ANSWERS OF NOW IT'S YOUR TURN OF FINJOB\_12**

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

### WINNER OF FINJOB 12



**ARPIT GARG**

**NOTE:-** Send your solution of 'Now it's your turn-1' to the following email-id. The first two persons who will give the correct solution, their name with their photographs will be published in the next issue.

stutisrivasatava@its.edu.in  
taniyabhandari@its.edu.in



Send us your feedback and suggestion at:

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

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*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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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.