



# COIMBATORE INSTITUTE OF TECHNOLOGY

(GOVERNMENT AIDED AUTONOMOUS INSTITUTION)

CIVIL AERODROME POST, COIMBATORE-641014.

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## PLACEMENT AND TRAINING CELL

PLACEMENT YEAR 2020-2021

NAME : NAREN PRANAV E

ROLL NUMBER : 1702027

DEPARTMENT : MECHANICAL ENGINEERING

EMAIL ID : enpranav1@gmail.com

CONTACT NUMBER : 9894826701

COMPANY NAME : JARO EDUCATION

COMPANY TYPE : NON-CORE

JOB DESIGNATION : CAREER DEVELOPMENT EXECUTIVE

SALARY (CTC) : 6.6 LPA

INTERN OFFERED ? : NO

BOND : NO

HAVE YOU PLACED ? : YES

*(Please comment this section **in detail** to guide your juniors in bright way)*

## COMMENTS ON SELECTION PROCESS :

### ROUND 1 : GROUP DISCUSSION

It was Group Discussion and the HR expects good communication skills and knowledge about the topic given. It is also very important for us to initiate at the very beginning.

Have you cleared the round : YES

Details about Questions on 1<sup>st</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
General Knowledge	Do we need big statues in India?	Just elaborate things related to the topic with examples and always try to put up the positive things with confidence and perfection.

### ROUND 2 : PERSONAL INTERVIEW

It was Personal Interview. HR expects very impressive communicative skill and presence of mind with creative thinking. They expect very loud and energetic voice.

Have you cleared the round : YES

Details about Questions on 2<sup>nd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
General	Self - Introduction	Spoke about myself, strengths, weakness, family and interest.
Profile of the job	Why not HR or Finance sector?	Shared few of my previous experiences in sales and my interest towards sales.
Profile of the job	Sell a product	Have to be very cautious in selling a product because HR question's us from the answers we give and try to corner us in every possible way.
Profile of the job	Are you interested in this profile?	Yes, elaborate in possible way.

### ROUND 3 : PERSONAL INTERVIEW

This is the final round with another HR. It's totally about the profile we are going to work upon. They test our patience, confidence, presence of mind and creative selling.

Have you cleared the round : YES

Details about Questions on 3<sup>rd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
General	Tell about yourself!	I've already submitted my job application form so spoke about the other things that I've mentioned.
Profile of the job	You're a JARO employee and sell me your product.	Introduced myself and started explaining about my product. Enquired his personal details and then explained about the products that fulfils his needs. They test our selling skills and customer convincing capability.
Profile of the job	Why sales	Shared my previous experiences and interest towards sales.

### AREAS TO PREPARE :

Communication skills, grammar, creative thinking and problem solving.

### SITES / BOOKS YOU SUGGEST FOR PREPARATION FOR THE PROCESS :

- Life hack
- Coursera
- Mind tools
- Clark and miller

## **OVERALL EXPERIENCE :**

The overall experience of the process was very smooth and good. The was friendly and gave enough time to explain my viewpoint.

## **GENERAL TIPS :**

- Speak, speak, speak. Let's start right off by saying that there isn't a magic pill for better speaking.
- Reflect on your conversations.
- Prepare cheat sheets.
- Learn phrases rather than single words.



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## PLACEMENT AND TRAINING CELL

PLACEMENT YEAR 2020-2021

NAME : PAVITHRA.S

ROLL NUMBER : 1704095

DEPARTMENT : ELECTRONICS AND COMMUNICATION  
ENGINEERING

EMAIL ID : pavipritha@gmail.com.

CONTACT NUMBER : 9444579729

COMPANY NAME : JARO EDUCATION.

COMPANY TYPE : DREAM / CORE / NON-CORE ✓

JOB DESIGNATION : CAREER DEVELOPMENT EXECUTIVE

SALARY (CTC) : 6.6 LPA

INTERN OFFERED ? : YES / NO ✓

BOND : NO

HAVE YOU PLACED ? : YES / NO ✓

(Please comment this section in detail to guide your juniors in bright way)

### COMMENTS ON SELECTION PROCESS :

#### ROUND 1: GROUP DISCUSSION.

- The topic was given a few minutes prior to the GD. The topic was of common domain only. Be prepared with current affairs. Have a good flow of communication.

Have you cleared the round : YES / NO

Details about Questions on 1<sup>st</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH

#### ROUND 2: PERSONAL INTERVIEW - I

They asked ,  
i) Why JARO ?  
ii) Why Non-come ?

Have you cleared the round : YES / NO

Details about Questions on 2<sup>nd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
Sales	Sell a Nokia 1100 to a person owning a smartphone.	List the disadvantages of (smart phone) it & convince them



### ROUND 3: PERSONAL INTERVIEW - II

- Tell me about yourself.
- Talk about cloud for 3 mins
- Sell me a pen worth 10/- for 80,000.

Have you cleared the round : YES / NO  
 Details about Questions on 3<sup>rd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
Sales	Sell a pen of 10/- to 80,000.	Be confident. Have a creative approach.

### ROUND 4 :

Have you cleared the round : YES / NO  
 Details about Questions on 4<sup>th</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH

#### AREAS TO PREPARE :

- communication.
- creative thinking.
- out-of-box mindset.

#### SITES / BOOKS YOU SUGGEST FOR PREPARATION FOR THE PROCESS :

- Refer any youtube video of creative selling.

#### OVERALL EXPERIENCE :

- Was very good.
- Be ~~what~~ confident in what you tell.
- Donot exaggerate.

#### GENERAL TIPS :

- Greet them as they do.
- If you don't know something, accept it and tell them that you will learn it. ~~in~~.
- Respond positively even in a critical situation.





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## PLACEMENT AND TRAINING CELL

PLACEMENT YEAR 2020-2021

NAME	: S.SANTHOSH
ROLL NUMBER	: 1705039
DEPARTMENT	: CSE
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CONTACT NUMBER	: 9843378784
COMPANY NAME	: JARO EDUCATION
COMPANY TYPE	: NON-CORE
JOB DESIGNATION	: CAREER DEVELOPMENT EXECUTIVE/OFFICER
SALARY (CTC)	: 6.6 CTC
INTERN OFFERED ?	: NO
BOND	: NIL
HAVE YOU PLACED ?	: YES

## COMMENTS ON SELECTION PROCESS :

### ROUND 1 :

#### GROUP DISCUSSION:

The assessment was conducted online on Gmeet.

- The first round consisted totally 26 members in a group.
- The round is said to be conducted for 15 mins but ends up in 5 to 10 mins.
- The main skills they will be looking for is communication and the way of expressing your point.

Have you cleared the round: YES

### ROUND 2:

#### PERSONAL INTERVIEW 1:

The assessment was conducted online in Gmeet.

- The second round is with the same HR in the first round.
- The question asked in this round was totally based on the words which we speak.

Have you cleared the round: YES

Details about Questions on 2<sup>nd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
Sales	To sell a saree	The whole motive was to sale the product each time I approached the HR they rejected the product. The only solution is approach again and again and with new creative ideas to sell the product.
Sales	What is difference between sales and marketing.	

### ROUND 3:

#### PERSONAL INTERVIEW 2:

The assessment was conducted online in Skype:

- The second round is conducted with a team leader
- The team leader looks for confidence and checks your resume whether everything added in it is real and how clear you are with your resume.
- This round also consisted of product selling strategies

Have you cleared the round : YES

Details about Questions on 3<sup>rd</sup> round:

## AREAS TO PREPARE :

Communication and selling skills

#### OVERALL EXPERIENCE:

The overall experience was good. The HR is very friendly and the only skills then look for is communication, confidence and creative selling skills. The team leader is little hard but expects spontaneous answers.

#### GENERAL TIPS:

Be confident and develop a good communication skill.

Bring in some spark to show that you are the one they are looking in this hiring process.



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## PLACEMENT AND TRAINING CELL

PLACEMENT YEAR 2020-2021

NAME	: S. NARENDRA
ROLL NUMBER	: 1705089
DEPARTMENT	: CSE
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COMPANY NAME	: JARO EDUCATION
COMPANY TYPE	: NON-CORE
JOB DESIGNATION	: CAREER DEVELOPMENT EXECUTIVE/OFFICER
SALARY (CTC)	: 6.6 CTC
INTERN OFFERED ?	: NO
BOND	: NIL
HAVE YOU PLACED ?	: YES

## COMMENTS ON SELECTION PROCESS :

### ROUND 1 :

#### GROUP DISCUSSION:

The assessment was conducted online on Google meet.

- ☐ The shortlisted students were split into groups of 25 each.
- ☐ The main skill they look for is are you confident and bold enough to open-up and share your thoughts without any hesitation.
- ☐ There is an added advantage in GD, if you initiate the discussion and support your peers ideas and statements.
- ☐ Don't be too intimidating or arrogant, Be precise and up to the point

Have you cleared the round: YES

### ROUND 2:

#### PERSONAL INTERVIEW 1:

The assessment was conducted online through Skype.

- ☐ The second round is with the human resource manager
- ☐ The question's asked initially were self-introduction, your strengths and weakness, these questions were asked to ease up the interview.
- ☐ Questions regarding marketing were asked next

Have you cleared the round: YES

Details about Questions on 2<sup>nd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
Sales	To sell a pizza to a fitness freak To sell saree to a women who hates to wear sarees	The main motive of the HR was to test your language fluency and the ability to sell a product with your creative ideas, you will be asked multiple questions to test your persuasive skills, never get disappointed.
Sales	Will you sell a product to someone, who doesn't have any use with the product being sold	Be genuine and tell what you think, Have real life experience or ideas to support the statements you say.

### ROUND 3:

#### PERSONAL INTERVIEW 2:

The assessment was conducted online through Skype:

- ☐ The second round is conducted with the Main HR of the company.
- ☐ The team leader looks for confidence and language fluency and genuineness of the resume, Be clear on things stated in the resume.



- He wants the candidate to be bold and very expressive.
- This round also consisted of product selling and marketing questions.

Have you cleared the round : YES

Details about Questions on 3<sup>rd</sup> round:

#### AREAS TO PREPARE:

Communication, language fluency and few marketing and sales questions on the internet.

#### OVERALL EXPERIENCE:

The overall experience was very good. The HR was very friendly and I felt very comfortable during the process, the only skills they look for is good communication, confidence and creative selling skills.

#### GENERAL TIPS:

Be confident and optimistic, develop good communication skills.

Be creative in your answers.

Be expressive and show that you are the one they are looking in this hiring process.

Never get impatient or disappointed at any point in the process because the hr might ask multiple questions to test Your patience



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## PLACEMENT AND TRAINING CELL

PLACEMENT YEAR 2020-2021

NAME : SAMYUKTHA.S

ROLL NUMBER : 1707046

DEPARTMENT : Information Technology

EMAIL ID : marison.samyuktha@gmail.com

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COMPANY NAME : JARO EDUCATION

COMPANY TYPE : DREAM / CORE / NON-CORE<sup>✓</sup>

JOB DESIGNATION : Career Development executive

SALARY (CTC) : 6 LPA

INTERN OFFERED ? : YES / NO<sup>✓</sup>

BOND : NO

HAVE YOU PLACED ? : YES / NO<sup>✓</sup>

(Please comment this section in detail to guide your juniors in bright way)

## COMMENTS ON SELECTION PROCESS :

### ROUND 1: GROUP DISCUSSION

We were divided into group and each group had nearly 26 members. We were given a topic (general) to discuss on.

Have you cleared the round : YES / NO

Details about Questions on 1<sup>st</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
General	It might be any general topic or sometime current issues. Eg: Joint family or Nuclear family etc..	Try to start the discussion, being confident, give examples to

what we say.

### ROUND 2: PERSONAL INTERVIEW

The HR ~~ask~~ asked us to introduce ourselves and few questions related to sales and marketing. They also asked us to sell a product

Have you cleared the round : YES / NO

Details about Questions on 2<sup>nd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
Product	1) Sell a raincoat to a person who lives in a desert.	Just give create ideas.
Pitching	2) Sell a fish to a vegetarian	Ask the HR
	3) Sell an AC to a person who lives in Shimla	questions regarding the <del>over</del> topic they have given and make it clear.

### ROUND 3: PERSONAL INTERVIEW

This round was the same as the previous round. Questions like Tell me about yourself and pitching products.

Have you cleared the round : YES / NO

Details about Questions on 3<sup>rd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
Product	Sell an umbrella to a person	
Pitching	who loves to drench in rain	
	Sell a mba program to a	
	65 year old who has already	

retired.

ROUND 4 :

—

Have you cleared the round : YES / NO

Details about Questions on 4<sup>th</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH



#### AREAS TO PREPARE :

Work on your communication skills. All that is required in great communication and being confident. Present yourself impressively.

#### SITES / BOOKS YOU SUGGEST FOR PREPARATION FOR THE PROCESS :

Google the product pitching questions and read different and interesting answers.

#### OVERALL EXPERIENCE :

Overall experience was great. HR's were really friendly and patient. They gave us feedbacks also.

#### GENERAL TIPS :

↳ If your communications aren't upto the level work on them, read a lot of books so that it helps both in speaking skills but also gives you references to use.

↳ Be very confident, even if you feel like HR's didn't listen, don't worry they are just testing your patience. You do your best.

↳ Be really honest, don't lie about anything

↳ Stay optimistic throughout the interview.





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## PLACEMENT AND TRAINING CELL

PLACEMENT YEAR 2020-2021

NAME : SHRI SWEATHA R.P

ROLL NUMBER : 1631050

DEPARTMENT : MSC SOFTWARE SYSTEM

EMAIL ID : sweathaperumal22@gmail.com

CONTACT NUMBER : 7010722106

COMPANY NAME : JARO EDUCATION

COMPANY TYPE : NON-CORE

JOB DESIGNATION : CAREER DEVELOPMENT EXECUTIVE

SALARY (CTC) : 8.64 LPA

INTERN OFFERED ? : NO

BOND : NO

HAVE YOU PLACED ? : YES

(Please comment this section ***in detail*** to guide your juniors in bright way)

COMMENTS ON SELECTION PROCESS :

ROUND 1 :

GROUP DISCUSSION

Have you cleared the round : YES

Details about Questions on 1<sup>st</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
GROUP DISCUSSION	IS SWATCH BHARATH POSSIBLE OR A DREAM?	1.BE CLEAR IN YOUR POINT AND ALSO GIVE CHANCE FOR OTHERS TO PUT FORWARD THEIR POINTS.  2.DON'T INTERUPPT OTHER'S WHILE SPEAKING

ROUND 2 :

PERSONAL INTERVIEW - 1

Have you cleared the round : YES

Details about Questions on 2<sup>nd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
BASIC HR QUESTIONS	TELL ME ABOUT YOURSELF ....	
CRITICAL THINKING	HOW WOULD YOU MAKE A PERSON WHO LIVE IN SAHARA TO WEAR A RAIN COAT?	

ROUND 3 :

PERSONAL INTERVIEW - 2

Have you cleared the round : YES / NO

Details about Questions on 3<sup>rd</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH
HR QUESTIONS	WHY DO YOU PREFER NON TECHNICAL OVER TECHNICAL	
CRITICAL THINKING	1. TELL ME 10 USES OF PEN APART FROM WRITING. 2. HOW DO YOU MAKE A RETIRED PROFESSIONAL TO GET ENROLLED IN MBA EDUCATION PROGRAM	THINK OUT OF THE BOX.  BE CONFIDENT IN YOUR APPROACH

ROUND 4 :

Have you cleared the round : YES / NO

Details about Questions on 4<sup>th</sup> round:

QUESTION DOMAIN	QUESTION	SOLUTION / HOW DID YOU APPROACH

AREAS TO PREPARE :

BE CONFIDENT IN YOUR APPROACH  
HAVE A GOOD COMMUNICATION SKILL

SITES / BOOKS YOU SUGGEST FOR PREPARATION FOR THE PROCESS :

OVERALL EXPERIENCE : GOOD

GENERAL TIPS :