

GD Rules & Tips

Group Discussion

Following are the qualities that are looked for during a GD

(A) Leadership Ability

1. DRIVE, INITIATIVE AND ENTERPRISE
2. ABILITY TO GIVE DIRECTION
3. SHOULDERING RESPONSIBILITY
4. POSITIVE INTERVENTION AND COORDINATION
5. OBJECTIVITY AND GOAL FULFILMENT

(B) Knowledge

1. GRASP OF THE SUBJECT MATTER
2. VALUE ADDITION
3. ORIGINALITY
4. RANGE OF IDEAS

(C) Analytical Ability

USE OF ARGUMENTS, EXAMPLE AND LOGIC—HOW EFFECTIVELY ARE THE SAME RELATED TO THE SUBJECT MATTER.

(D) Communication

1. FLUENCY AND CLARITY OF THOUGHT
2. PRESENTATION
3. LISTENING TO OTHERS
4. CONCISE AND CLEAR-CUT VIEWPOINTS
5. CONVICTION
6. BODY LANGUAGE

(E)Group Behavior

1. PERSUASIVE ABILITY
2. TO CARRY PEERS ALONG
3. TO BE ABLE TO GET ALONG WITH THE GROUP

The panel may also assess you in terms of negative attributes like extremism in views, use of foul & abusive language, not following the instructions, aggressive body language etc.

TIPS FOR GDs

DO's

- Be determined to do well
- Listen carefully to the instructions of the panel. Do accordingly.
- Lend ears to others who make genuine contribution.
- Keep it short and simple.
- Always add value to discussion.
- Intervene positively to put GD on track.
- Conclude periodically.
- Adhere to principles of politeness.
- Substantiate and give reasons for your contentions.
- Give facts and figures but don't overdo it.
- Have a clear- cut view.
- Be deliberate and slow in delivering your points.
- Be assertive not aggressive.
- Make eye contact with your group members while you speak.
- Avoid any irritating gestures.
- Be sincere.

DONT'S

Interrupt unnecessarily.

Try to monopolize GD.

Adopt a negative stance.

Speak loudly (if not required)

Address the panel.

Flay your hands.

Speak in turns.

Talk too fast.

Be too conscious of your body language.

Over praise people.

Adopt a casual look.

Get excited.

HOW TO RUIN YOUR GD

If you are hell bent upon ruining your GD we provide with some useful tips:

- Start shouting right from the beginning. This way you can make sure that no one gets a chance to speak anything. Also, you should make sure that if someone else also shouts, you should make aggressive and threatening gestures. A fist can be useful.
- Keep changing your stand continuously.
- Always contradict what others have to say.
- Maintain a sardonic smile on your face throughout the GD. This way you will be able to tell the examiners that you are much superior to the other members of the group.

- Ask some other members of the group to shut up.
- Use your pet words like “Yaar”etc. This will lend a touch of ethnic elegance to the whole affair.
- Laugh loudly and heartily. This shows that you are jolly person.
- Point out the errors of others and make fun of them.
- Keep yawning from time to time. Maintain a blank look on your face.

GD

1. Is the consumer really the king in India?
2. Business ethics are no longer a luxury for corporate but a necessity?
3. Why do we lag behind China?
4. Who says MNCs are superior to Indian companies?
5. Steal a few lakhs and you're a criminal. Steal a few hundred crores and you become an industrialist.

IIM (C)

Internet builds connections, but destroys relationships
 In India, democracy is nothing but politicised monarchy.
 Money is the sixth sense without which one cannot enjoy the other five.

IIM (L)

Knowledge is awareness about one's ignorance
 Virtue has its own reward
 The job of a manager is to do the right things or to do things rightly
 'Tryst with Destiny'-has India redeemed its pledge
 Time is the most democratic resource we have to use it properly

What is the normal duration of a GD?

A GD is generally of 15-20 minutes duration.

How many panel members are there to evaluate?

There are usually 3-4 panel members to evaluate.

Is there time given for preparation after the topic is given and before starting the GD?

Usually some time (2-5 minutes) is given to collect one's thoughts, but there could be instances when this does not happen, so it is best not to bank on this.

Should I address the panel or the group members?

Don't ever make the mistake of addressing the panel members. The GD is between you and the other

members, not the panel members. You must avoid even looking at the panel members while the GD is in progress. Just ignore their existence.

What is the seating arrangement like?

It could be semi-circular, or circular, or seating along side a rectangular table, depending upon the venue. It is best not to bother about trivial issues like this, which you have no control over.

How should I address the other group members?

If you are initiating the discussion, you could do so by collectively addressing the group as "Friends". Subsequently, you could use names (if the group has had a round of self-introduction prior to starting the discussion and you remember the names) or simply use pronouns like "he" or "she".

Suppose I have a lot to say on the topic, should I say all of it?

You would not be looked upon favourably if you kept speaking all the time and did not listen to anyone else. Contrary to the misconception, the person who talks the most is not necessarily the one who is judged the best. The quality and not the quantity of your contribution is the success factor.

Should I encourage others to speak up?

Do not directly put someone who is consistently silent on the spot by asking him/her to speak up. If someone has been trying to speak and has a good point but is cut off constantly, you may encourage him/her to continue with her point as you would like to hear her out.

Are the group members supposed to keep track of the time or will the panel keep track?

It would be good if you are conscious of the time, but not to the point of getting so distracted looking at your watch that you do not contribute to the discussion.