



# IIT Madras

## BSc Degree

### Copyright and terms of use

**IIT Madras is the sole owner of the content available in this portal - [onlinedegree.iitm.ac.in](http://onlinedegree.iitm.ac.in) and the content is copyrighted to IIT Madras.**

- Learners may download copyrighted material for their use for the purpose of the online program only.
- Except as otherwise expressly permitted under copyright law, no use other than for the purpose of the online program is permitted.
- No copying, redistribution, retransmission, publication or exploitation, commercial or otherwise of material will be permitted without the express permission of IIT Madras.
- Learner acknowledges that he/she does not acquire any ownership rights by downloading copyrighted material.
- Learners may not modify, publish, transmit, participate in the transfer or sale, create derivative works, or in any way exploit, any of the content, in whole or in part.

# Rules in a GD

- 10 minutes, 8-9 members
- 3-member panel/judges that will read out the topic/case (1 min)
- 1 minute for the leader to set the direction/context
- 7 minutes for the members to take the discussion forward
- 1 minute for the leader to wrap up/summarize

# Leading a discussion

- Listen carefully to the topic and jot down notes
- Volunteer to start **only** if you have a meaningful point to say
  - You can start by saying, "May I start with the permission of the chair and the group?"
- Topic statement + general opinion + your views — direction for discussion
- Take notes throughout – use it for the summary
  - Don't add new points in the summary
- You don't have to know *everything* – but you should be able to facilitate

# Example of an effective opening in a GD

- Small businesses are an important lifeline of India's cities, and need to be supported more.
- *I would like to take the lead in this discussion, with the permission of the chair.*
- *COVID-19 pandemic + small businesses (tea and tiffin stalls, tailors, craftsmen, daycare services, beauty parlors)*
- *Remote work is only for the middle and upper-middle class*
- *How can we ensure that small businesses can be disaster resilient? What kinds of support systems can we conceive and install?*
- *I am looking forward to hearing everyone's views on this.*

# Participating in a GD

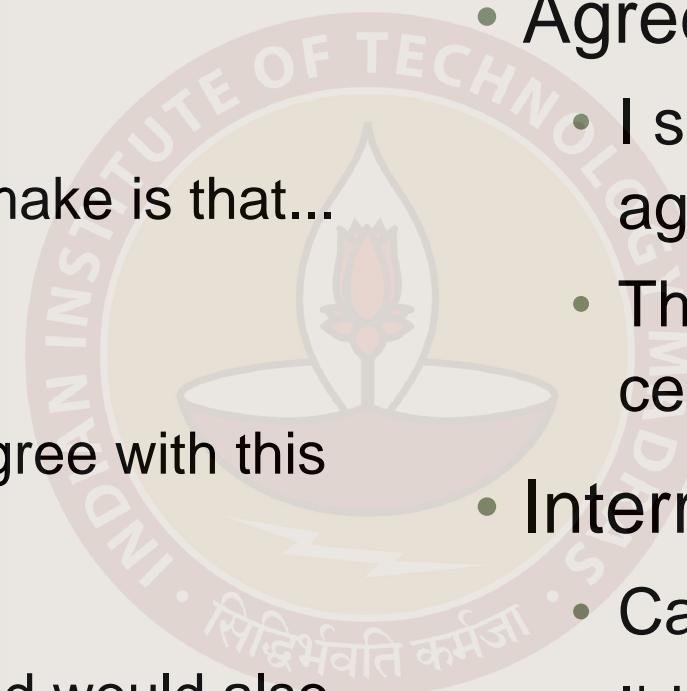
- Grasp the central point of the issue and stick to it
- Jot down 2-3 main points (if it is a case, note down the major problems in the case)
- Structure your argument in your mind
  - Start with a clear and emphatic topic statement
  - Make only one – or at max two – main point(s) in the body
  - Conclude by summarising your stance
  - If possible, open new questions that will help continue the discussion

# Participating in a GD – Sample Response

- *The two major problems that the streaming service is facing are:*
  - *Lack of local content*
  - *Affordability*
- *To improve affordability while still breaking even, the company could explore a mobile-only plan for a much cheaper price, given that most Indians get their entertainment from mobile devices.*
- *To improve lack of local content, the streaming service can collaborate with budding content creators on social media to come up with original content with low production cost.*
- *These steps could improve the rate of adoption among Indian consumers.*

# Participating in a GD – Useful Phrases

- Making a point
  - I'd like to note here that...
  - One point that I want to make is that...
- Disagreeing
  - I beg to differ, but...
  - I'm sorry, but I must disagree with this because...
- Agreeing
  - I second your opinion, and would also like to add that...
  - I'm glad you mentioned that...
- Agreeing, with reservation
  - I see where you're coming and I agree, but....
  - That may be valid, but only in certain circumstances...
- Interrupting
  - Can I add something here?
  - I'd like to add on to this with...



# Participating in a GD – some Don'ts

- Do not repeat something that has already been said.
- Do not look indifferent or uninterested.
  - If you're not speaking or have finished speaking, listen. If you're speaking, pay attention to how others are receiving you.
- Do not just agree with someone; have something of your own to add.
- Do not try to dominate the group – this is a discussion, not a debate.
- Don't make personal, sexist, or casteist attacks or remarks.

# Sample topics

- *Too much thinking leads to the death of doing*
- *The youth of India needs to focus on gaining skills more than knowledge*
- *Companies should make working from office optional*
- *Divestment of public sector companies is a good step for India*
- *The brain drain has caused more harm than good for India*
- *The battle against climate change depends on the youth of the world*

# Sample topics – Caselets

- You are the familial inheritors to the rare artistry of Rogan textile painting. Your father, who runs the art business, does so at a very small-scale level, relying only on income received from (mostly foreign) tourists who visit only in peak season time: the October–November festival season. You, however, believe that a strong social media presence, coupled with international order shipping, can greatly boost sales.
- Your father is sceptical about this, firstly because he believes a lot could go wrong and money could be lost when shipping internationally, and secondly because he does not understand the concept of social media. How would you discuss this with your three brothers, so that you can convince your father to give your ideas a shot?

# Sample Topics – Caselets

- You are the senior manager of a software firm. Last year, your company had initiated a Fast-Track Plan – a plan to speed up the company's development efforts and rapidly increase market lines by introducing one product into the market per month. While your R & D lab has been able to meet this monthly goal over the past 11 months, the quality of the products has suffered unmistakably.
- You are also unable to train employees fast enough to work efficiently, and almost all departments are overwhelmed. Moreover, since the sales and technical specialists haven't had time to develop the expertise needed to help buyers before the sale or support them after the sale, too many customers either buy the wrong product or buy the right product but then can't get knowledgeable help when they need it.
- Discuss this situation with your team members and plan the next course of action.

# Sample Topics – Caselets

- You are the senior manager of a software firm. Last year, your company had initiated a Fast-Track Plan – a plan to speed up the company's development efforts and rapidly increase market lines by introducing one product into the market per month. While your R & D lab has been able to meet this monthly goal over the past 11 months, the quality of the products has suffered unmistakably.
- You are also unable to train employees fast enough to work efficiently, and almost all departments are overwhelmed. Moreover, since the sales and technical specialists haven't had time to develop the expertise needed to help buyers before the sale or support them after the sale, too many customers either buy the wrong product or buy the right product but then can't get knowledgeable help when they need it.
- Discuss this situation with your team members and plan the next course of action.

# Sample Topics – Caselets

- You are a team of five who have been working at a prominent ed-tech company for over five years. Some of you climbed the professional ladder at this company from scratch, first arriving as a student volunteer teacher, moving on to intern with the R&D vertical of the company (where you generated educational content after extensive research), then taking up a formal research position upon graduation, and finally entering the position of a junior manager for the R&D team.
- In recent months, you have noticed that the company has been spending five times the amount of money on marketing and sales than it is on R&D.
- In a context where circumstances of education during the pandemic are changing, and there is a general need for fast-track innovation in educational strategies, discuss the next course of action with your team mates regarding striking a balance between R&D and marketing/sales.



thank you