

So, there are majorly three kinds of GDs-

1. *Ranking based Case Studies* (Asked in ITC)
2. *Policy/Suggestive Case Studies* (Asked in HUL)
3. *FinTech/Usual Knowledge/Current Affairs* (Asked in Nomura)

The first type provides you a situation and usually a list of things too. It requires you to weigh those things across different self-defined parameters and then finalise a priority order.

E.g. Airplane crash case- one of the most standard practice cases.

Policy/suggestive case studies are rarely asked. It usually deals with an inside-business situation (related to employees/fraud, etc) or one where you need to expand your business/improve upon sales, etc.

E.g. Dwight is the top salesman in Dunder Mifflin, but his behavior with his co-employees has been negatively received. The co-workers usually feel uncomfortable and that has reduced their efficiency and correspondingly their numbers. How will you deal with this situation?

The third category will mostly be an open ended argumentative theme, where you won't be expected to know a lot but will be tested on how you can bring in multiple perspectives and make it exhaustive.

E.g. 1 General- Speak for and/or against the scenario of automation taking up human jobs in the future.

E.g. 2 Specific- Demonetisation in India/Financial Crisis (Famous financial incidents)

Few Useful Points-

1. AT ALL TIMES, BE POLITE AND HAVE A SMILE. If you notice that someone has been quiet most of the time, try to invite them to speak as well.
2. Opening the case gives you extra points. So, it's nice if you structure well during the preparation time. If you are not confident, DO NOT open. A bad opening is penalised.
3. ALWAYS CONCLUDE. You need to summarise well and conclude at the end as a group. Sometimes, the entire group is eliminated if they fail to reach a conclusion.
4. Don't panic if you don't know about the topic. Just think of a couple of pointers on the theme, wait for some points to come on the table, and then engage with those.
5. Always categorise everything. Create 3-4 buckets into which you need to divide the discussion. This shows the moderator that you can think structurally.
6. Since it will probably be online this year, remember to take care of the mute/unmute. A disruption exclusively for that wouldn't look good.

Chaap dena!
~Sonthalia