**Question 1: Introduce yourself.**

My name is **Manoj Kumar.**

I am a postgraduate in commerce and I have also completed certification in data science. I am now proficient in Power Bi, Python, MySQL, R, and Tableau for business analytics.

It's been 8 months working as an Assistant Manager in EXL.

Here I work on projects in which I have to gather data from the Omnicom Ops team and generate multiple dashboards in Power Bi so that the clients could make business decisions through analyzing the dashboards.

For the same, I received appreciation from clients. In this role, I work on tools like **Excel, and Power Bi**.

Prior to that, I was in **Whirlpool** for 3 years. There I got 1 star award for my exceptional performance and two constellation awards for being an efficient member of the team.

**That is all about my professional self.**

My inherent nature is to be very simple, composed, and calm which makes me a good observant and listener. I am often complimented for calmness in my company. In my school days, I was an excellent student in Mathematics and sport. I represented my school for state-level freestyle wrestling. I am a fitness freak and I love playing and watching Cricket.

**Question 2: Talk about your technical background/knowledge/experience.**

I have prepared multiple Dashboards for my current organization by using Power Bi. I used to prepare dashboards for my past organization as well on Tableau. During my course, I have also done multiple mini-projects which used SQL, Python, R, and Tableau. I can perform EDA, use graphs in EDA, build ML models and perform DDL and DQL queries as well in SQL.

**Question 3: Tell me your three strengths.**

1. In my past years of experience, I have not been taught anything twice so I can say that I am a quick learner. My current manager also once told me the same, that I learn fast.
2. I can work under pressure situations. We know that there can be a situation where your lead wants you to do something on priority while you are doing other tasks. In similar situations, I can plan things accordingly and complete or manage tasks.
3. I focus on Quality work rather than Quantity work.
4. I can work in a group or alone as well.

**Question 4: Tell me your three weaknesses.**

1. I am an introverted person which sometimes leads me to not open up in groups so early.
2. I sometimes work for hours without thinking of my personal health. There was a situation when I was under the weather of covid 19. I was supposed to get some days off but I took only a day off and went back to work from the 2nd day onwards.

**Question 5: Why do you want to choose Data science as a career?**

Being a part of the analyst team, my manager suggested that I explore **Tableau** which triggered my interest in business analysis or data science. I did my research. I found it quite interesting how one can provide useful insights to a business to make better business decisions by performing an analysis on data sets.

**Question 6: Why should a company hire you?**

Well, I find that my skills are matching with your requirements.

So, I think I can help your organization to achieve its goals by using my current skill sets, gained in recently finished certification in Data Science. I am proficient in (matching skills). I have 3 years and 7 months of relevant work experience, I am well accustomed to working in a fully functioning work environment. In addition to that, as I said, I am a keen observant which makes me a quick learner, I am a team player and a hard worker. At last, we all know that there is learning at every stage so I want to add some new skills as well while working with a prestigious organization like yours.

**Question 7: Describe yourself in one word.**

Observant, Adaptable, or Disciplined

**Question 8: Where do you see yourself five years from now?**

**Option 1:** This question makes me curious about the growth path in the organization for this role so that I can answer the name of the position a person can secure after five years.

**Option 2:** I am a progressive individual who believes in continuous upskilling, so I see myself as a Sr. Business Analyst/sr. Manager of digital transformation with advanced technical abilities.

**Question 9: What is your salary expectation?**

What is the company's offering to me?

If given an opportunity, I am very keen to start my career in data science here, but I would like my previous experience to be valued while compensating me for my work. So, I at least expect a hike of (%) or salary of (LPA), which is negotiable.

Question 10: Tell me a situation where you faced a conflict in the team and how did you handle it?

We all know that a team, most often, is a group of individuals with diverse backgrounds so, it is natural for conflicts to arise,

**Question 11: Why did you leave your current organization?**

Having done this certification in data science, I think I should work in a much more relevant position.

Right now its work from home scenario and we all know that Return to Office will be applicable soon, hence I want to work in a location which is more convenient to reach. And My elder brother is living in gurugram so there will not be any location issue for me.

Moreover, It has been almost 3 years and 8 months of total experience so I seek growth, be it designation or monetary.

**Question 12: What do you know about the company?**

Researching about the company

Source of the research: Internet or Company Website

What to look for:

* What exactly is the business?
* Products and Service
* Mission and Vision
* Important People: Founders or CEOs or CTOs
* Financial Reports
* Upcoming projects
* Rewards and Recognition

**Question: 13**  **Why do you want to work here?**

Mention rewards and recognitions.

# Guesstimates

**Problem Statement: Estimate the total Dairy Milk chocolate purchased on Valentine's Day.**

**Steps:**

Step 1. Relate to your own experience

Step 2. Ask clarifications questions (focus on the keywords)

Step 3. Redefined the problem statement

The redefined problem statement will be: Estimate the total units of Dairymilk (Silk) chocolate purchased on Valentine's Day in India.

Step 4: Select Approach: Demand-Supply Approach, Top-Down Approach, and Bottom-Up Approach

Step 5. Apply MECE (Mutually Exclusive and Collectively Exhaustive) Framework to create a data structure:

(MECE is a method of grouping information into elements that are mutually exclusive and collectively exhaustive.

It is a process by which information - idea, topic, issue - is arranged or put in MECE buckets with no overlapping between buckets and with each item having a place in one bucket only.)

Age of People in your locality:

Mutually Exclusive and Collectively Exhaustive

Bucket 1: Age 0-30 years

Bucket 2: Age 31-70 years

Bucket 3: Age More than 70 years

Not Mutually Exclusive and Not Collectively Exhaustive

Bucket 1: Age 0-30 years

Bucket 2: Age 20 -70 years

Bucket 3: Age More than 70 - 90 years

Step 5: Keep the MATH simple.

Course Deadline: July 31st 2021

Things to do:

1. Resume : July 10th 2021 - 18 days delay

2. LinkedIn: July 12th 2021 - 16 days delay

3. General Interview FAQs: July 10th 2021 - 18 days delay **Done**

4. Business Case Studies and Guesstimates: July 13th 2021 to July 24th 2021 - 4 days delay