

POINTER FOR PERSONAL QUESTIONS

- **Added question – How did one of your weaknesses contribute to a failure in your life?**
- Tell me something about yourself.
 - **What is expected out of this question** – How you became the person you are today
 - You should have two answers – 45 seconds and 2 minutes long
 - Your ‘tell me about yourself’ and your cv shouldn’t reflect two different people
 - Pick 3 important points from CV and build stories around those
 - Talk a little about your hobbies
 - The answer should carve a personality of yours – with the experiences that you have gained in your life
 - Your answer need not necessarily be in reverse chronological order, it sounds better when in chronological
 - You can bring a flavor of your personal life in your answer, but take care that it doesn’t get excessively personal
- Strengths and weaknesses –
 - **What is expected out of strengths question** – Job fit
 - Don’t give strengths like honesty, trustworthiness – these are norms, and are expected out of you
 - Big NO-NOs -> not a team player, procrastination
 - A major strength like honesty cannot be your weakness
 - Things like time management, short temper should not be put in a manner such that they cast a very negative image of yours
 - For a weakness, you should tell how you realized it was a weakness and some event where the weakness caused a disadvantage to you
- Hobbies –
 - **What is expected out of this question** – How passionate you are about things you like and to what extent do you go to achieve things.
 - Listening to music, watching TV are not hobbies
 - If you get into specifics of TV or cricket – say following a team, it becomes acceptable but you should know about it in depth
 - Talk about what you have done to pursue your hobby – your achievements, if any
 - But the bigger focus should be on your interest
 - You should sound very passionate in answering this question
 - Research a little about your hobby – history and recent updates
- Biggest achievement –
 - Getting into IIM Calcutta is not an achievement
 - Try and find an achievement that differentiates you
 - It need not be from your CV but something that you are really proud of
 - If you are mentioning a work-related achievement, talk about how you felt when you achieved this or were appreciated
- Why do you want to intern in _____ sector?

- **What is expected out of this question** – How well have you researched a sector and how well you connect with it.
- Why is this sector attractive to you?
- Why are you good for this sector?
- It should be a give-n-take answer
- Answer should be more personal than a general one
- Try to fit yourself into this sector – align your strengths with the requirement of this sector
- Short and long term goals –
 - **What is expected out of this question** – your clarity of thought.
 - Short term – 3-5 years – what you intend to do in IIM Calcutta and right after
 - Long term – where you eventually see yourself
 - Being a CEO should not be your answer.
 - A job cannot be a long term goal, it can only lead to a goal
 - Short term goals need to be crisp, long term goals can be more broad
 - Do not give away your intentions of starting-up in the interview – the company wants people who would stick around. Put it in a different format
- Incident where you convinced people –
 - Show that there was a disagreement in the situation
 - Try bringing your assertiveness, persuasion and negotiation skills
 - Reflect some resistance in your answer