1. What are your expectations from cognizant?

**Questions for Client Meet – 08.10.2019**

1. According to you what do you define success when it comes to Rabobank? (better question – What is considered success in Rabobank?
2. What's the first thing that strikes your mind when you come to know that your visit is going to be at The Detroit of Asia - CHENNAI? – Good question
3. What kind of impression that Banking Capital of India made when you were from airport to cognizant?
4. What is the best impression you think that cognizant has ever made on clients like you?
5. What are the technical advancements that Rabobank has been implemented in the past years?
6. Does agriculture have financial priority over the bank investments? – Elaborating will help understand severity of this questions, for eg – in which aspect
7. What have we done recently that you have found particularly valuable or useful?
8. What is the one thing none of your vendors do that you wish they would? – Could you elaborate it, please
9. What makes people to be a customer of Rabobank? – Can you explain the meaning of the question?
10. What is/are the main focusing fields of Rabobank other than food and agriculture? – I guess they focus only on this, which differentiate the others from them
11. What are the big challenges that your bank faces when it comes to digital identity? – Can you please elaborate this question?
12. What are the technologies that work for you right now? – Please explain, in which aspect?
13. Do you have any plan to open new offices or plants? – Any specific locations or please explain, what plant?
14. Who are your competitors? – We should know about this, we can research on this
15. What are your five biggest challenges?
16. Are you planning for opening branch in India? – can you please try to ask this question different
17. What does your logo or symbol signify?
18. What makes you unique among other banks?
19. Would you like to implement Artificial Intelligence and Machine Learning in your future projects? – if so, in what areas of bank, do you think it will be beneficial
20. What differentiates you from your competitors?- same question
21. May we know about your IT Infrastructure? – Can you think of a better way to ask this question
22. What values and beliefs define your business?
23. What is the biggest difficulty faced by you till now?
24. Why did you choose Cognizant over other companies? – May not be a great question to ask before a client
25. Global Finance ranks Rabobank as "The World's safest banks”. Why so? – Can we replace “why so” with something else
26. What is the solution for fraud transactions? – may not a good question to ask
27. What are the other Corporates and MNCs that provide Software solutions to your bank other than Cognizant? – Same question repeated
28. What are technologies you are expecting for webpage creation which are not common? – Could be more specific
29. How the Indian culture does differ from Netherland? – Good question
30. From overall business point of view, what do you think has been your biggest challenge that you have faced in your career? – Same question asked before, but this appear to be more professional
31. **As you think about the future of your business, and your various strategies and initiatives, what are you most excited about? – good question**
32. What do you think are the unique features that your bank has implemented that helps you in convincing a customer to choose you over your competitors? – Since they work for a very specific for a targeted audience,
33. While there are so many banking categories available out there, why specifically Food and Agriculture sector?
34. What are the innovations done to make Ur bank more secure?
35. What are the new technologies you would like to introduce to Indian farmers? – They might not know our farmers, and when you research their country farmer are far more advanced, hence we can rephrase the question.
36. Who isn’t a competitor now but could be in the future? – good question
37. What are the stepping stones of Rabobank to attain this position?
38. Actually what made to develop Rabobank? And why?- Grammar mistakes and doesn’t make sense
39. Do you have any idea of choosing agriculture as business in India?
40. What's the single biggest challenge you face in your organization? – Same kind of question asked before
41. Do you feel any pressure from higher authorities while implementing something new or thought of updating new technologies? – Goes way deep into the organisational structure, but could be changed with an outline of the message
42. I hold a special interest in AI and Machine learning. I understand you have an Artificial Intelligence centre of excellence at Rabobank. So, could you tell us a little bit about it? – Beautiful quesion
43. Are you planning to extend you sustainable-oriented banking into other areas apart from food and agriculture? – Good question

Yellow – Indicates the question is good to be present

Green – Indicates the question needs some changes before presented to the client

Blue – Indicates the question might not be great to be presented before the client