

Read inside:

- **Tips and Tricks**
- **Previous years' WAT and GD topics, expected topics**
- **PI experiences**

# *How to Crack* **GD-PI-WAT ?**

Brought to you by

**ii<sup>e</sup>bm<sup>®</sup>**

IN THE FIELD OF EDUCATION SINCE 1951




AN EXCLUSIVE GUIDE BY

**shiksha.com**  
Stop Following. Start Exploring.



## CONTENTS

Introduction	03
General Tips and Tricks for GD/PI/WAT	04
8 personas you encounter in a GD	06
Last years' GD/ WAT topics of top B-schools	09
Expected GD/WAT topics	19
GD/PI/WAT experiences and tips from students of top B-Schools	21

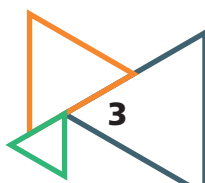
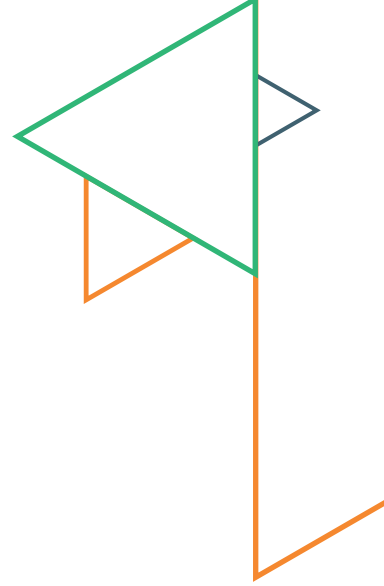


## INTRODUCTION

Every year lakhs of students prepare for MBA entrance tests, hoping to secure admission in a reputed business school of their choice. After intense preparation guided by good coaching institutes, one can definitely secure a good percentile.

But the real challenge is to make the final cut during the selection stage of Group Discussion, Personal Interview and WAT (written ability test). Here, your personality and talent is judged.

If you have been an active person in school and college taking part in extra-curricular activities, debates, extempore, theater, dramatics, dance etc consistently, then your verbal communication skills would be good. But, that alone, is not enough to crack WAT/GD/PI.



# TIPS AND TRICKS FOR GD – PI – WAT

## WRITTEN ABILITY TEST (WAT)

WAT is basically an essay-writing test that assesses your analytical and logical skills. The aspirant is expected to write an essay on the provided topic in a certain period of time. The time frame for WAT may vary from 10 minutes to 30 minutes (differs from institute to institute).

The subject of WAT could be anything – from current affairs to abstract topics. Candidates have to collate their thoughts and present the ideas in an essay with minimum grammatical mistakes. Here are some tips for WAT:

1. Start reading opinion pieces and editorials on current affairs in newspapers, magazines and online publications. Read fiction books, magazines, newspapers, editorials, blogs etc.
2. The only way to improve your writing skills is through daily practice. Make it a habit to write a page daily on any topic or idea or express your opinion on any current topic.
3. Focus on the writing part. WAT

looks for your opinion; how well you present your point of view and organise your thoughts. WAT does not test a candidate's writing skills, but looks for basic grammatical skills.

4. An essay consists of three parts: Introduction (first para), Subject-matter (middle paragraphs consisting of background, main argument), and Conclusion (final para). Draft your essay accordingly.
5. Keep the language very simple and form short sentences. Do not use strong and difficult words.
6. The panel checks your ability to come up with new ideas and analyse any particular topic from different parameters. So, innovation is critical. Avoid becoming preachy in your content.
7. Also, try to finish essays within the stipulated period. For example, if an institute allots 15 minutes for WAT, finish the essay in 12 minutes during practicing/preparation.

## GROUP DISCUSSION (GD)

During Group Discussion, a group of candidates discuss a topic while presenting their viewpoints within a short period of time.

For GD, aspirants must have good general knowledge, communication skills and ability to put forward their viewpoints precisely. One should be updated about current affairs, international events, issues affecting India and the world, etc, to put forward the opinion and views when asked.

Expressing knowledge without showing aggression is important. Candidates need to be patient and have good listening skills to respond effectively in a group discussion. Good communication skills are also essential to do well in GD.

According to Rahul Chauhan, a GD / PI / WAT expert, "For general knowledge, students are advised to read Manorama Yearbook 2014 as well as the latest 2015

edition and read it to cover general knowledge and current affairs topics. Also, start reading The Hindu and The Indian Express editorials which give deep insights into everyday issues faced by the Indian society and politics. Then, you should watch debate shows on English News channels like Times Now, NDTV 24X7. This will give you an idea about how to respond effectively during a GD session. Even talk shows like Satyamev Jayate etc on any channel could be a good resource to observe and learn."

### Tips for GD:

1. Express your opinion without being aggressive.
2. Be a good listener and speaker.
3. Be prepared for counter-arguments and accept them gracefully.
4. Good communication skills and confidence are important.

## PERSONAL INTERVIEW (PI)

A personal Interview (PI) is essentially a two-way discussion between the interview panel and the aspirant. The objective of PI is to engage the MBA aspirant in discussion and evaluate his/her analytical skills, clarity of thoughts, future goals and communication skills. Some of the common questions asked in PI are 'Why MBA?' or 'Why do you want to join this institute?' and so on.

Here are some tips to prepare for PI:

- Know yourself and your CV well. Don't make unnecessary claims that you cannot substantiate in the interview later.
- Read up the latest current affairs and popular essay topics; develop your own opinion.
- Be confident about what you say in front of the panelists.

Here are some more points from our GD/PI expert Rahul Chauhan

1. Introduce yourself in a very brief and formal way.
2. Limit your introduction to yourself. DO NOT speak about parents, siblings and family, unless asked by the interviewer.
3. Give straight and simple answers to the questions asked by the interviewer.
5. To the point and precise answers are far better than beating around the bush.
6. Don't try to be aggressive or overconfident. And definitely, DO NOT try to impress the panel by using some cheesy mugged up lines. It won't work.
7. Dress formally.

[Here are more tips to crack PI.](#)

## 8 PERSONAS YOU ENCOUNTER IN A GD

Immediately after CAT and other MBA exam results are out, candidates have to appear for Group Discussion (GD), Written Ability Test (WAT) and Personal Interview (PI) round. Admissions to these institutes are on the basis of performance in written test and GD/PI rounds.

It is still easier to showcase one's talent in PI as compared to GD. PI is a one-on-one conversation with the interview panel. But in a GD, candidates have to present

their opinion with six-eight other candidates trying to enforce their opinion alongside. Read here a [few tips to perform well in GD/PI](#).

Your performance in GD is affected by people around you. So we decided to list out the types of characters / personalities who participate in a GD.

Here are a eight personalities you may encounter during a GD:



### 1. Leaders

When a GD commences, no particular role or character is defined. Characters automatically comes out during the discussion. Often, one person stands out and emerges to be the leader of the group. Leaders are those who direct the discussion. It is not necessary that they'll speak much but they take care that the discussion must go well. They try to give a chance to all the GD members to share views. They tend to be generous but quick with observations.



### 2. Discussion Hogs

You will definitely see one or more persons of this category during a GD. Hogs are people, who has something to say more or less for almost anything and everything. These characters have a tendency to dominate the discussion. They can be harmful to you as well as the entire group as they do not allow others to speak or share their thoughts.



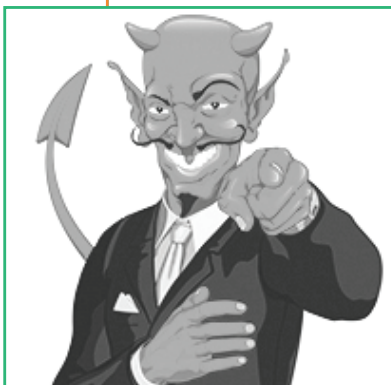
### 3. Introverts

If you see a person in your GD who is shy and speaks less, you may categorise him/her as introvert. The reason behind their shyness could vary from lack of confidence or feeling over-powered by other strong contenders. The introverts may or may not present their point in the whole discussion. And if they state their point, chances of cutting their point is higher and easier. However, if encouraged by the leader of the group, these people could state their points of view well.



### 4. Challengers

The one who has a question for every comment made during the discussion are the challengers. These people try to target mostly on the statement made by the strong contenders. Challengers' questions can be right or wrong. They play an important role in a discussion as they help in bringing out the real facts. But sometimes, the situation can be uncomfortable, as they might ask something embarrassing or personal.



### 5. Devil's Advocates

Devil's advocates, also known as butchers, are people in a group who are in search of an opportunity to cut others' point. They are those who do not let others complete their sentence. They just state their point of views without letting others speak or complete their sentences. They are impatient and tend to speak their mind. They believe in getting things without giving it a second thought. The group members need to be cautious of such characters.





## 6. Protectors

Protectors are those people in a group who take care of keeping the conversation on track. If they see that the conversation is diverting from the subject, they ask others to get back to the subject. These people are quietly forceful, talk straight and to the point. They are different from leaders as they do not tend to lead the conversation, but talk straight and stick to subject.



## 7. Observers

These people are hard to understand. Initially, they are quite and rarely speak. In the early stages of the discussion, anyone can confuse them with introverts. But the USP of these characters are that they come out to be intelligent and well organised. They first observe everyone around them and the conversation going on. They understand the concepts first and later give valid points with logical solutions. They are sharp and resourceful.



## 8. Aggressive/ Loud

You might see people with loud body language or who are very aggressive. They tend to disturb the statements with loudness such as speaking in high voice or loud actions like banging desk or stomping foot. While they speak, others cannot speak. Sometimes, it can become a little messy to deal with them.

So, what kind of GD character do you aspire to be?



# PREVIOUS YEARS' GD/ WAT TOPICS FROM TOP B-SCHOOLS

Here is a collection of some GD and WAT topics and case-studies for your reference.

## IIM LUCKNOW – GD TOPICS (2010)

- |   |   |
|---|---|
| <ul style="list-style-type: none"><li>• Legalising doping in sports in modern times.</li><li>• Should essential services like electricity and water be privatised?</li><li>• In India, should minorities be given the first right to resources?</li><li>• Breaking larger state into smaller states is politically correct.</li><li>• More IITs and IIMs will dilute quality of education.</li><li>• The only way to reduce crime is to increase the severity of punishments.</li><li>• Beauty pageants objectify women.</li><li>• If life is a competition, success is the final quest, then victory is all that matters.</li><li>• Religion is the only way to attain Spirituality.</li><li>• The major reason behind the success of Capitalism is not greed-based but success-based.</li><li>• Positive discrimination is the price we are paying in the present for the past.</li><li>• Taboos and Traditions are nothing but a cultural baggage.</li><li>• Introducing sex education in primary classrooms is jumping the gun.</li></ul> | <ul style="list-style-type: none"><li>• Tradition is just another means of inconsistency and inequality.</li><li>• All government institutions should be under the purview of RTI.</li><li>• Common man has to bear burden of corruption because he isn't as honest as he should be.</li><li>• War is the only way to preserve peace.</li><li>• Regional languages in India are fading out in today's world.</li><li>• A poor country like India should stop its space programmes and use the funds for upliftment of the poor.</li><li>• Importance of Women in Men's Life</li><li>• Insanity is doing same thing over and over again and expecting different results.</li><li>• Advertising is legalised lying.</li><li>• The man who isn't willing to die for what he believes, doesn't deserve to live.</li><li>• All exact sciences are dominated by approximations.</li><li>• Keep your feet on the ground but aim for lofty heights.</li><li>• Art is the proper task of life.</li></ul> |
|---|---|

# IIM SHILLONG – CASE STUDIES BASED GD TOPICS

## Topics of 2011

- A girl goes to a live in a community to learn about how they lead their lives. As a sign of integration in the community, she has to accept stolen goods. To be one among them she is forced to make an ethical decision.
- A contract being awarded to a person who's in the state government and wants to bid for it through his private company. Whether we should award him the contract or not?
- About an Indian lady who conducted an ethnographic study in Malaysia with a rural community there and decided not to publish the names of the village or the people involved in the internal feuds there owing to inter-country conventions. When she visits the village again with the book, they not only realise the book is about their community but also get irritated with her for not publishing their names correctly and criticise her. What should she do?
- Should the genetically modified food be used to meet the future food demand though it may lead to side effects like health concerns?
- A young port engineer is proud to be the executer of a multi-million dollar repair of one of the ships of his shipping company. But then he finds that the contracted firm has overcharged his company by 1/3rd of the original amount, which he then brings to his boss's notice. Though the officials then set up a meeting, they agree to split the amount and seem to him to be very cavalier about the entire deal. He then realises that though the company respects his integrity, they will not do anything about this (i.e. they are corrupt themselves). If he does not sign the passing order, he may lose his job, and there were not many companies offering the kind of role he wanted. Also, he has an ailing mother. What can he do now?
- About the professional dilemma of an audit firm employee, who is acting as a whistle-blower, but his superiors are trying to curb him.
- About a plastic goods manufacturing company that wanted to go for new technology in order to reduce toxic effluents but had a stringent budget. Also, if not opted for it, government might impose it forcefully after sometime on the basis of public outcry. The current level of toxins released by the company were within legal limits but a report published recently showed that the legal levels set for the toxins were lagging and the regulation to reduce the level of toxins could come any soon. Further, the company was not generating very high profits due to already going expansion plans. The introduction of new technology could create a problem of over-budget to the company.
- Should capital punishment be abolished or not?
- Some info was given about BRICS nations doing really well, how OPEC determines the oil prices, and how India and China are large importers of oil etc. Students had to design the oil policy of India?
- There is a city where to stop bikers from NOT wearing helmet, instead of fining them, a new innovative way is used : of garlanding them. As a DGP, discuss whether

### Topics of 2011...

similar technique would work for other such social crimes.

- Should the content of social sites be pre-scrutinised or checked afterwards?
- Sports ministry wants to make a policy that allows athletes of other countries to represent our country

### Topics of 2010

- A consultant has opportunity to sell survey data to rival and get a good job with 50% hike. Catch is even his parent firm was not ethical in its practices.
- An ad agency, known for originality of work, gets a deadline for a huge contract. Design team finds the deadline too short. A team member suggests picking up the idea of another ad firm in a foreign country. Should they steal the idea and meet the deadline or be original and risk losing the contract?
- Tribals at Andaman are facing problems. Should authorities protect tribals and risk losing revenues?
- Student Council starts a stationery store within campus to benefit students. They purchase at wholesale prices and sell at rates cheaper than outside market. They gain handsome 10% profit margin. They plan to take up loan and expand services to nearby area too. However, few days later they face opposition from a group of students, claiming that the

so that India can win more medals.

What are your suggestions to the ministry?

- Should Indian pitches be made spinner friendly or not?
- Should Voting be made mandatory?

council have greater interests and are corrupt. What should the student council do?

- A commerce grad opened his business of manufacturing some metal products. He has 2 main clients. He finds out that he hasn't priced his products well and is just earning good enough to cover his costs. Suddenly he's asked to repay 2 lakhs of loan taken by him. Since there are no profits, there is no money to repay. What should he do?
- I am the manager of a company. One of the companies who I have got a contract with is at a loss. I have to pay a loan to someone too. I won't get a contract with a company till 8 months. My family financial assistance is so-so. What to do?
- The drugs intended for the earthquake relief camp of the protagonist is forcefully taken by son of a local politician for his camp. The drugs are lifesaving and required urgently. What should we do?

## SHAILESH J MEHTA SCHOOL OF MANAGEMENT, IIT BOMBAY – GD TOPICS (2012)

- A cloth merchant's company is going through a transitory phase and the management is falling apart. Analyse and give a solution to the problem.
- A new comer in a company struggles to mingle with oldies who are not serious about their job/ day-to-day work. Conflict between the two was given.
- Employees at a company were working for more than 10 hrs a day and it was affecting their domestic lives. Discuss whether it's necessary to work like that and whether such employees were suitable for corporate world?
- An FMCG firm spends a good amount in giving training to its employees for skill enhancement. An Engg+MBA with 6 years of work-experience and the training certification applies to another MNC, gets a lucrative job offer and is deciding to quit as there aren't enough growth opportunities in this organisation. His manager is in a fix as he is working on some project for 10 months and if he leaves then he would have to find a replacement and the company's money invested on his training would also go waste. Discuss on what should be the policy guidelines for such employees? What should the manager do and what should be the rules for such development programmes?
- About Oswal Textiles, which was once a brand name but is now losing its market share because old employees are at the verge of retirement and there is much dispute among younger generation of employees.
- An HR case study in which a person is recruited by an electrical company at high salary. He works hard and enthusiastically but slowly gets loaded with more and more work. So, after a year when it gets unbearable to manage social and personal life, he quits. GM tries but fails to stop him. GM then appoints a committee to look into the issue. But then suddenly GM dissolves it. Discuss: What made GM dissolve the committee before it started working? What are the flaws in recruiting policy of HR, and what made the guy quit?

## NARSEE MONJEE INSTITUTE OF MANAGEMENT STUDIES (NMIMS), MUMBAI – GD TOPICS (2010)

- Life is a struggle.
  - Lifelong employment is a thing of the past.
  - Truth cannot be hidden for long and time waits for no one.
  - India is progressing at the expense of poor.
  - Policing in India is incompetent.
  - What we see is what we get, what we don't see gets us.
  - Today, the world is losing ethics and values.
  - In marketing, the game is to catch eyeballs.
  - Indian TV shows do not reflect Indian values.
  - Business successful globally, dies nationally.
  - Tabs will soon replace libraries.
  - Media sensationalises news.
  - Pollution and development are two sides of the same coin.
  - It is tougher to stay at the top than to reach the top.
  - CSR is a sham.
  - It is a good policy to not hit a man when he is down and out.
  - The irony of Facebook is that face-to-face conversation is getting lesser.
  - Chinese authoritarian rule v/s the democratic structure of India.
  - Case study on FDI in Retail. Pros and Cons given. Analyse.
  - A case study about a CEO who had to lay off employees despite promising them verbally that it won't happen.
- What can he do to gain the trust of the people and what could he have done better?
- 2 convicts had to be jailed but attorney couldn't do it due to lack of evidence. Decide individually for the first 5 minutes, then discuss for 15 mins and come to a consensus.
  - The MD of Finance of a very reputed company charged with insider trading banned by the SEBI. But such jobs give you inside information. Should limited insider trading be allowed?
  - You are a tourism company and need to select some new packages with a new approach. 6 packages are given for you to rank as per your preferences. Discuss about packages and come to a common group ranking.
  - 5 company workers are angry as their salary is less than that of employees hired later. They want HR to resolve the matter in a day. But HR neglects the scenario for two days. Then Operations manager intervenes and solves the matter. Workers start working more and have to sometimes work even at weekends. Then after some time they start realising that hopes of better remuneration are not realistic. So frustrated with the unknown workload they have plans to quit. What should be done now?

## XAVIER LABOUR RELATIONS INSTITUTE (XLRI), JAMSHEDPUR – GD TOPICS (2011)

- National Games: Costly affair for a poor country
- What can Indians learn from the Egyptian revolution?
- Capitalism in Sports: Good or Bad
- Indian Education Bill - step in the right direction
- Impact of social networking sites
- Medical reforms in India- Why and How?
- Will newspapers be able to cope up with mobile technology?

## FACULTY OF MANAGEMENT STUDIES (FMS), DELHI – GD TOPICS

### Topics of 2010

- Government jobs provide no job satisfaction.
- Intellectual Property is absurd and should be abolished.
- High population is good or bad.
- Democracy is a luxury in India.
- In democracy, is the foreign partnership in print media necessary?
- Good managers are not always engineers.
- Gandhi and his principles are not practical in the modern world.
- Access to Education should be a Fundamental Right.
- Trade unions will continue to play an important role in democratic India.
- Beauty and love are not related to each other.
- Indian MNCs are a threat to western MNCs.
- In a democracy, foreign media participation should be allowed / Whether foreign publications should be allowed in the media space for a democracy like India?
- Globalization is not the answer to world's problems.
- Uneducated and unskilled population is a liability to the nation.
- Privatisation of higher education will lead to the commercialisation.
- Justice is a rarity in corrupt India.
- Have foreign TV channels demystified the Indian culture?
- Medical research using animals should be banned.
- Subsidies are not useful to economy if they compromise on macro-economic fundamentals of India.
- Strikes have lost their significance.

### Topics of 2014

- There is no place for honesty in Indian politics.
- Life is a Puzzle

## INDIAN INSTITUTE OF FOREIGN TRADE (IIFT), DELHI – GD TOPICS (2014)

- Story of Indian NGO – good intention but bad implementation.
- Using referendum for strategic policies state is this good form of participatory democracy?
- Are MNCs better than Indian Companies?
- Is it justifiable to judge a juvenile just on age and not on the nature of crime?
- Can sportspersons be good administrators?

## IIM KOZHIKODE – GD/WAT TOPICS (2014)

- In business 'what you know' is not that important as 'who you know'?
- Can one become a successful manager by compromising on morality?
- Ecological concern is a luxury for India.
- Community Water Filters (CWF) are more economical than Individual Water Filters (IWF).

## SYMBIOSIS INTERNATIONAL UNIVERSITY – WAT TOPICS (2014)

- Women are now managing both office work and household chores. This has taken a toll on their happiness and health.
- Health is wealth and its implications in your personal life
- 'Freedom of expression. Is censorship justified? Cite examples of artistic freedom curbed in fields of cinema, art, and media.
- Companies using social media as an emerging platform for marketing their goods and services.
- Indian cinema produces more than 1000 films per year, do you think it has cultural impact at Global level?



## IIM CALCUTTA – WAT TOPICS (2014)

- Urban cities are an illustration of pollution. What measures you will take to prevent it in major metro across India.
- Increasingly, young people have to face a world which is unpredictable, chaotic and full of shocks. What is your survival recipe?
- As democracy has failed in India, it's time to look for alternative forms of government. Argue.
- With India is facing issues like poverty and health care, do you think it is a good idea to spend lot of money on space missions like Mars Orbiter?

## MICA, AHMEDABAD

### Topics of 2012

- Re-enact a scene from a classic movie and relate it to a current scenario. (Material given: magazine, a bunch of chart papers, sketch pens etc.)
- Design a social networking platform for the year 2025. Discuss 5 major features it will have. Come up with an innovative name and design for its wall.
- Prepare a humorous Save Fuel ad campaign in 25 min and enact it in 5 min. (Props: hammer, umbrella, charkha, teddy bear, some artificial flowers, sketch pens etc.)
- Create an ad against cruelty towards animals. (Props: hammer, umbrella, charkha, teddy bear, some artificial flowers, sketch pens etc.)
- Create a TV commercial for a men's luxury watch brand.
- Come up with "communication tools" for the age-group of 2 to 5 year olds to reduce the consumption of chocolates and candies.

### Topics of 2011

- Design an innovative selection method for radio jockeys
- Select a member from your group to stand for the elections in Bihar legislative assembly, and create a pictorial speech for the deaf people. Half the team members are from the same faction as the leader, and half are from the opposing faction
- Create and enact an ad campaign for early detection of cancer (in a humorous way).
- Enact a TV commercial for promoting primary education using a horror theme.
- Make a model/chart to show what Mahatma Gandhi would have given in his message to the world in the year of 1977, 1987, 2000, 2008, and 2020.
- Design a chain of corporate washrooms for executives using chart papers, scissors, glue, magazines.
- What message Swami Vivekanand would have conveyed if the world was ending in the years 1977, 1987, 2000, 2008, 2020.

## Topics of 2010

- Draw a city layout to show strategic positioning of your aids awareness campaigns. (Candidates were given chart paper, pens, and a glue stick.)
- Create a model of a living room of a house. Identify and place various media and communication gadgets in the room to optimise their utility.
- Construct a tall tower using 50 plastic cups, pins, sketch pens, piece of cloth ~ 50x50cm, and paper clips
- Prepare an action plan for an emergency situation involving fire in a mall.
- Make a model of a garden for the youth targeting health, harmony, greenery and value systems using chart paper, sketch pens, tape, plants (small), and grass.

## AMITY BUSINESS SCHOOL– GD TOPICS (2012)

- Mr X has been to several foreign countries and now wants to open a Health Resort and Gymnasium in our country. He aims to first open it for working employees & professionals and then, open it for college students and housewives. As lot of investment is involved, he needs advice on finance as well as market research area.
- Mr A started an HR Company and preferred an informal working

environment. Everyone was contributing happily. Later, a new head of HR was appointed and as soon as he joined, he sacked some of the employees for not working properly. All employees became scared of the new guy and company started becoming formal and employees were not contributing like before. What should be done now?

## IIM BANGALORE – WAT TOPICS (2014)

- Pros and cons of the rise of social media as means of communication.
- What are the challenges and issues of delivering cost-effective healthcare solutions to India?
- Is spending Rs 450 crores on the Mars Orbiter Mission Mangalyaan justified with 400 million people below poverty line in India?
- With food and fuel subsidy emerging as the main fiscal problem of the Indian government, should we do away with it or keep it?

## VINOD GUPTA SCHOOL OF MANAGEMENT, IIT KHARAGPUR

### Topics for Discussions based on case studies (2011)

- About customer dissatisfaction about a retail store, less than expected profit, etc. What should the manager do?
- About the productivity and how it affects the nation as a whole and the different companies.
- A case study on a firm which deals with aspirin based products in an analgesic market.
- About two managers Ben and Phil. Ben believes that workers are priority. He believes in keeping his workers happy and provides every facility he can and never interferes in the work of supervisors. Though he was not able to provide the results and plant was in loss under his management, there was no union under his management period. Then some company took over the plant and then replaced Ben with Phil. Phil thinks opposite to Ben. He believes that he should take strict measures and workers should not be given much importance. He used measures of firing workers if they didn't work properly. He did cost cutting and many other things. During his time, company did make profit and even cost of production was less. But all this led to anger in workers. Many supervisors left, and he was facing difficulty in recruiting new employees and there were talks about creation of union. Finally, there were 2 questions: Who is an ideal manager? And What should be done in this situation?
- About Kelloggs Company whose CEO decided to expand it and the challenges faced by it.
- Analysis of the successful business operations of McDonald's in US and the strategies adopted by it to target the customers in other countries such as Japan , Germany et al.
- A guy was working for a company for 5 years. He wanted a promotion and enrolled for a six-month course offered by his company where a good performance would get him a promotion. He was a good student in school. So, he isolated himself for the first month of course and he kept studying. On his first assessment exam, he got a grade of B. Other grades were A+,A, B+,B(nothing was mentioned that A+ is highest or B is lowest). The guy got depressed after his performance. His morale went down. He started bunking the classes for the course he joined. Discuss: What could be the possible reason for his performance? What kind of expectation he had from his current job? What should the course coordinator do in order to boost the guy's morale?
- A company has 3 products in juices category. One of the products is making losses while the same type of product is making profit for a rival company. Advise the company about the same.

## EXPECTED GD/WAT TOPICS

Here are some expected GD and WAT topics for 2015-16 admission:

1. Capital punishment for Rapists
2. Was Kejriwal was right to resign as Delhi Chief Minister?
3. Should Smriti Irani, who failed to win elections, be the MHRD minister?
4. Should India be reorganised in to smaller states?
5. Why Narendra Modi's win 2014 elections and Congress defeat in Lok Sabha Elections 2014 is historic?
6. Will Swachh Bharat Abhiyan change the mindset of Indians?
7. Should the government be investing so much in skills-development and entrepreneurship?
8. Should US help Iraq fight ISIS?
9. Should Russia have been suspended from G8?
10. Are online sales (eg Flipkart, Snapdeal, Amazon, GOSF etc.) pricing scams?

Take a look at Shiksha Opinions for more such GD and WAT topics:

1. **Shiksha Opinion:** [Why are IIMs wary of transparency?](#)
2. **Shiksha Opinion:** [Are we losing the art of writing?](#)
3. **Shiksha Opinion:** [The vanishing physical education from Indian curriculum](#)
4. **Shiksha Opinion:** [Is brand IIT getting diluted?](#)
5. **Shiksha Opinion:** [MBA to see an upward trend in 2014](#)
6. **Shiksha Opinion on Budget 2014:** [The good, the bad, the missing](#)
7. **Shiksha Opinion:** [Are we ready for one-nation-one-exam?](#)
8. **Shiksha Opinion:** [Should English be banned in primary schools?](#)
9. **Shiksha Opinion:** [Funny business behind JEE ranks](#)
10. **Shiksha Opinion:** [Safety wishlist for Indian college campuses](#)
11. **Shiksha Opinion:** [Why are B-School grads sworn to secrecy?](#)
12. **Shiksha Opinion:** [Gap year Is it worth the trouble?](#)
13. **Shiksha Opinion:** [Is engineering still the 1st preference among students?](#)
14. **Shiksha Opinion:** [V r lyk dis nly](#)
15. **Shiksha Opinion:** [Should celebs be given honorary doctorates?](#)
16. **Shiksha Opinion:** [Are you smarter than a 9 year old?](#)
17. **Shiksha Opinion:** [Is 'the American Dream' fading?](#)
18. **Shiksha opinion:** [Is our education system fair to general category students?](#)
19. **Shiksha Opinion:** [Who says we don't need sex education?](#)
20. **Shiksha Opinion:** [Is higher qualification necessary to be a good education minister?](#)
21. **Shiksha Opinion:** [Are open book exams better than traditional exams?](#)
22. **Shiksha Opinion:** [6 lessons B-Schools dont teach you](#)
23. **Shiksha Opinion:** [Is Kota a sure-shot way to clear JEE?](#)
24. **Shiksha Opinion:** [The better choice for engineering students - MBA or MS abroad?](#)
25. **Shiksha Opinion:** [Is test prep in India going the online way?](#)
26. **Shiksha Opinion:** [Giving the power of choice to students with cafeteria model](#)
27. **Shiksha Opinion:** [DU admission drama & what it meant for students](#)
28. **Shiksha Opinion:** [Is reservation for women in B-schools a fair deal?](#)
29. **Shiksha Opinion:** [JEE helpline- The number you are calling does not exist](#)
30. **Shiksha Opinion:** [Disparity between MBA and non-MBA interns - why?](#)
31. **Shiksha Opinion:** [Is the obsession with CS and the IT industry really viable for engineering aspirants?](#)
32. **Shiksha Opinion:** [MBBS degree in 7.5 years? Please spare the medicos!](#)
33. **Shiksha Opinion:** [Is the proposed change in IIT admission criteria good or bad?](#)
34. **Shiksha Opinion:** [Changes in MBA exam pattern too much, too soon?](#)
35. **Shiksha Opinion:** [IIMs finally making way for transparency and student friendly test pattern?](#)



## GD/PI/WAT EXPERIENCES FROM STUDENTS OF TOP B-SCHOOLS

Learn from WAT-GD-PI experiences of students who made it to top B-Schools. Click on the links to read detailed student accounts.

[MICA PI experience](#)

[FMS GDPI experience](#)

[IIM Ahmedabad PI experience](#)

[IIM Bangalore PI experience](#)

[ISB PI experience](#)

[IIM Shillong PI experience](#)

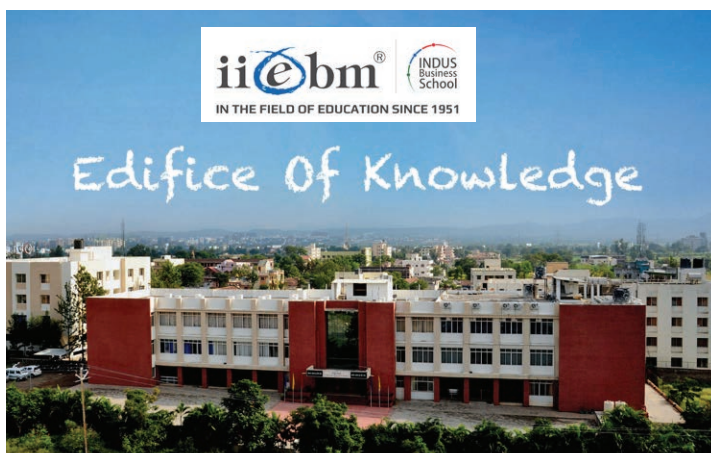
[IIM Ahmedabad stressful interview](#)

[IIFT admission interview](#)

[XLRI admission: Candidate questioned on cricket](#)

Did you find this guide useful?

We would love to hear from you. Write to us at  
[editor@shiksha.com](mailto:editor@shiksha.com)



## ABOUT INDUS BUSINESS SCHOOL – PUNE

IIEBM, Indus Business School (IBS), Pune, is one of the top colleges offering two-year PGDM program. The institute offers dual specialisation in Entrepreneurship with Marketing / Finance / HR. The total number of seats offered is 120.

## DISTINCTIVE FEATURES OF PGDM PROGRAMME

- All students have to do two internships as part of their PGDM program – winter internship with an NGO and summer Internship with an Indian or multinational firm.
- Students have to undertake two live projects of a week's duration each during their second and third semester
- IBS offers in-house Personality Enrichment Program (PEP) with focus on three areas:
  - a) General awareness, GK, quantitative skills, logical thinking ability etc
  - b) Spoken English, business etiquettes, presentation & oratory skills, overall communication skills
  - c) Research skills
- IBS also focuses on Outdoor Management Training, Case Based Learning, Screening Management Movies, Economic Times & Harvard Business Review Sessions, Business Environment Analysis, Presentations on Contemporary Topics, Intra and Inter Institute competitions etc.
- All students are sent abroad on a Foreign Tour as part of the Global Exposure Program



## RANKING & AWARDS

Presently, IBS is ranked by various renowned ranking agencies as mentioned below:

- 45 for 'Placement Performance' by Business Today (India Today Group), 2014.
- 7 with A++ rating by Just Careers Magazine.
- Listed in Top 100 Best B-Schools of India as per 'The Dalal Street Investment Journal Best B-Schools of India 2015 Survey'

## PLACEMENT STATISTICS

- 68% students from the 2013-15 Batch have been placed as of January 17, 2015 (ongoing process)
- 100% placement of students in 2012-14 batch; average salary of Rs 3.85 – Rs 4.54 Lpa.; Highest salary offered: Rs 15 Lpa
- 97% of 2011 – 13 Batch was placed with an average salary of Rs 3.75 to Rs 4.25 Lpa; Highest salary offered: Rs 10.7 Lpa;
- 2010-12 Batch: 95% of 2010 – 12 Batch was placed with an average salary INR 3.75 – INR 4.25 Lpa; highest salary offered Rs 12 Lpa