**TnP Question Bank for the forthcoming batches**(upload at – bit.ly/QuesBank18)

You are requested to mention the following details in the best possible manner for the junior batches to have an upper hand during their placements. Pls feel free to add any other sections that you deem fit.

**Name -**Rohan Arora **Enrolment No.** -9915103097**Batch** – F3

**Contact No. -** 9650054108 **Company’s Name and Profile** -BYJU’s (BDA)

**Technical Questions**(Mention below all the technical questions asked during the interview and coding/technical round):

No technical questions as the profile was non technical.

**HR Questions**(Mention below all the HR/Non-technical questions asked during the interview):

Q1: Why Byju’s and not any other technical company?

Ans: I have proven time and time again that I am equally good at technical and non technical profiles, thus the only thing that then creates the difference are the package and the incentives with workplace ethics that’ll help me decide which company I need to go for. Since Byju’s is providing me with the highest offer yet so byju’s is my choice.

Q2: You know we are in the industry of education and selling. How do you expect to sell a tablet worth 25-30k to a middle class family?

Ans: Middle class people of all are the most emotional buyers, to them education seems to be the only way of success and they invest in their child’s education more than anything. The challenge lies in making them believe that a tablet is worth their child’s time and effort and it’ll save them money. By giving a practical demonstration and producing on the spot result is the most effective way.

Q3: If offered a tech profile with the same package and incentives would you take it?

Ans: Probably not! At this stage of life a field job would provide me with more insight and experience than a desk job.

**GD/ JAM Topic: Education is becoming a business in today’s world.**

**Ans:**Education has always been a business since the ancient times and it is a necessity to treat it with business aspect too otherwise no new developments or evolution in the techniques and methods will ever occur. However certain ethics are to be maintained which are being tampered with in today’s world. Once those ethics are ensured there is no issue in treating education like a business.

Any other tips for juniors:

Do your homework on sales and marketing. Understanding people’s buying behaviour and the technicalities of the sales profession is a must. Remember you are competing against a workforce of MBA graduates who are hungry for a job like this. They do not hire jaywalkers, they hire very select people, so if you think you are capable to work in the field and can influence people then prove it to them smartly.