

10. Decision Making

Decision making is again one of the topics in Banking exams which is marks fetching. This does not involve much theory or logic but basic understanding of the given data. And this is one of the most practicing models in real life also

- ex.** 1. Whether a student is eligible for a particular exam or not.
2. Whether a person is eligible for particular job or not.

So all of us at some point of time we checked whether we satisfy all the criteria or not to be eligible for admission or job etc.....

Certain point that are to be taken into account while solving these questions are :

1. Never assume anything on your own.
2. If as per criteria 60% is needed in exam but in the question nothing was mentioned about the % then we can neither reject him or select as data is inadequate.
3. If a person fails 2 conditions and satisfy both the exceptions then we should reject him as in general course of action is given based on single exception.
4. If any condition for which there is no exception is failed by the aspirant that person should be rejected.

Exercise

Directions(Q.1-5): Study the following information carefully and answer the questions given below:

Following are the conditions for selecting management trainee in an organization:

The candidate must

1. Be a graduate with at least 60 percent marks.
2. Be not less than 21 years and not more than 28 years as on 1.1.2010
3. Be ready to pay Rs 50,000 as security deposit
4. Have secured at least 40 percent marks in the selection examination.
5. Have secured at least 50 percent marks in personal interview.

In the case of a candidate who has satisfied all the above conditions **except**

At (1) above, but has secured at least 65 percent marks I post graduation, the case is to be referred to GM- Personnel.

a) At (3) above, but is ready to sign a bond for one year, the case is to be referred to ED- Personnel.

In each question below are given details of one candidate. You have to take one of the following courses of action based on the information provided and the conditions and sub

conditions given above and mark the number of that course of action as your answer.

You are not to assume anything other than the information provided in each question. All these cases are given to you as on 1.1.2010.

Mark answer(i) if the data provided are not adequate to take a decision

Mark answer(ii) if the candidate is to be selected

Mark answer(iii) if the candidate is not to be selected

Mark answer(iv) if the case is to be referred to GM-Personnel

Mark answer(v) if the case is to be referred to ED-Personnel

- 1)** Sohan Awasthi was born on 8th June 1987. He has secured 55 percent marks in both selection examination and personnel interview. He can pay the security deposit of Rs 50,000. He has secured 68 percent marks in post graduation and 59 percent marks in graduation.
- 2)** Anuj Soren was born on 25th March 1984. He has secured 58 percent marks in graduation and 63 percent marks in post graduation. He has secured 50 percent marks in both selection examination and personnel interview. He is ready to pay the security deposit of Rs 50,000.
- 3)** Seema Biswas was born on 15th May 1985. She has secured 65 percent marks in graduation and 70 percent marks in past graduation. She is ready to pay Rs 50,000 as security deposit. She has also secured 45 percent marks in the selection examination.
- 4)** Abhinav Ghosal has secured 52 percent marks in the personnel interview and 40 percent marks in the selection examination. He can pay Rs 25,000 as security deposit. Alternatively, he can sign a bond of one year. He was born on 3rd December 1984. He has secured 63 percent marks in graduation.
- 5)** Namita Jaiswal has secured 62 percent marks in graduation and 52 percent in personnel interview. She has born on 12th July 1983. She is ready to pay the security deposit of Rs 50,000. She has secured 46 percent marks in the selection examination.

Directions (Q. 06-10): Study the following information carefully and answer the questions given below.

Following are the conditions for selecting Senior-Manager-General Banking in a bank:

The candidate must—

- i. have secured at least 60 percent marks in Std XII.\
- ii. have secured at least 55 percent marks in Graduation in any discipline.
- iii. have secured at least 60 percent marks in Postgraduate degree/diploma in Management /Economic/Statistics

- iv. be at least 25 years and not more than 35 years as on 01-03-2010
- v. have post qualification work experience of at least 2 years as General Banking Officer in a bank,
- vi. have secured at least 50 percent marks in the written examination.
- vii. have secured at least 40 percent marks in the Personnel interview.

In the case of a candidate who satisfies all the above conditions **EXCEPT**

- a) At (iii) above, but has secured at least 60 percent marks in CA or ICWA, the case is to be referred to VP-Recruitment.
- b) At (vii) above, but has secured at least 65 percent marks in the written examination and at least 35 percent marks in the personal interview, the case is to be referred to President-Recruitment.

In each question below are given details of one candidate. You have to take one of the following courses of action based on the information provided and the conditions and sub conditions given above and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01-03-2010.

Mark answer (1) if the data provided are inadequate to take a decision.

Mark answer (2) if the case is to be referred to VP-Recruitment.

Mark answer (3) if the case is to be referred to President Recruitment.

Mark answer (4) if the candidate is to be selected.

Mark answer (5) if the candidate is not to be selected.

- 6)** Kesav Vora was born on 8th November 1978. He has secured 65 percent marks in Std XII and 60 percent marks in Graduation. He has secured 58 percent marks in MA Economics and 60 percent marks in ICWA. He has been working in a bank as a generalist officer for the past two years after completing his education. He has also secured 50 percent marks in the written examination and 45 percent marks in the personal interview.
- 7)** Arindam Ghosh has been working in a bank as a generalist officer for the past four years after completing his post graduation diploma in management with 60 percent marks. He has secured 50 percent marks in the written examination and 40 percent marks in the personal interview. He has also secured 70 percent marks in Std XII. He was born on 25th February 1975.
- 8)** Sohan Majhi has secured 65 percent marks in BSc and 70 percent marks in MSc

Statistics. He has been working in a bank as a generalist officer for the past three years after completing his post graduation. He has secured 55 percent marks in written examination and 50 percent marks in the personal interview. He was born on 8th July 1982.

9) Neha Salve has been working in a bank as a generalist officer for the past four years after completing her postgraduate degree in Economics with 60 percent marks. She has secured 60 percent marks in both graduation and Std XII. She was born on 24th August 1979. She has secured 70 percent marks in the written examination and 38 percent marks in the personal interview.

10) Neeta Jaiswal was born on 2nd June 1980. She has been working in a bank as a generalist officer for the past three years after completing her postgraduate degree in Economic with 60 percent marks. She has secured 68 percent marks in HSC and 58 percent marks in BCom. She has also secured 50 percent marks in both written examination and personal interview.

Directions (Q. 11-15): Study the following information carefully and answer the questions given below.

Following are the conditions for selecting Senior Manager-credit in a bank. The candidate must

- i. be a graduate in any discipline with at least 60 percent marks.
- ii. have post-qualification work experience of at least ten years in the Advances Section of a bank.
- iii. be at least 30 years and not more than 40 years as on 1.4.2010.
- iv. have secured at least 40 percent marks in the Group Discussion.
- v. have secured at least 50 percent marks in the Interview.

In the case of candidate who satisfies all the conditions **EXCEPT**

- a) At (i) above, but has secured at least 50 percent marks in graduation and at least 60 percent marks in post graduation in any discipline, the case is to be referred to the General Manager-Advances.
- b) At (ii) above, but has total post qualification work experience of at least seven years, out of which at least three years as Manager credit in a bank, the case is to be referred to the Executive Director.

In each question below details of one candidate are given. You have to take one of the

following courses of action based on the information provided and the conditions and the sub conditions given above and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these are given to you as on 01-04-2010.

Give answer (1) if the case is to be referred to the Executive Director.

Give answer (2) if the case is to be referred to the General Manager Advances

Give answer (3) if the data are inadequate to take a decision

Give answer (4) if the candidate is not be selected

Give answer (5) if the candidate is to be selected

11)Shobha Gupta has secured 50 percent marks in the Interview and 40 percent marks in the Group Discussion. She has been working for the past eight years, out of which four years as Manager Credit in a bank, after completing her BA degree with 60 percent marks. She was born on 12th September 1978.

12)Rohan Maskare was born on 8th March 1974. He has been working in a bank for the past 12 years after completing his B Com degree with 70 percent marks. He has secured 50 percent marks in both the Group Discussion and Interview.

13)Prakash Gokhale was born on 4th August 1977. He has secured 64 percent marks in post graduation and 58 percent marks in graduation. He has been working for the past ten years in the Advances Department of a bank after completing his post graduation. He has secured 45 percent marks in the Group Discussion and 50 percent marks in the Interview.

14)Sudha Mehrotra has been working in the Advances Department of a bank for the past twelve after completing her B Com degree with 60 percent of marks. She has secured 60 percent marks in the Group Discussion and 40 percent marks in the Interview. She was born on 15th February 1972.

15)Amit Narayan was born on 28th May 1974. He has been working in the Advances department of a bank for the past eleven years after completing his B Sc Degree with 65 percent marks. He has secured 55 percent marks in the Group Discussion and 50 percent marks in the Interview.

Directions(Q. 16-25): Study the following information carefully and answer the questions given below:

Following are the conditions for selecting Chief Manager-Marketing in an organization:

The candidate must

- i. be at least 35 years old as on 1-2-2010

- ii. have secured at least 55 percent marks in graduation
- iii. have secured at least 60 percent marks in post graduate degree/diploma in Marketing Management.
- iv. have post qualification work experience of at least 10 years in the Marketing Division of an organization.
- v. have secured at least 50 percent marks in the selection process.

In the case of a candidate who satisfies all the above conditions **EXCEPT**

- a) At (iv) above, but has post qualification work Experience of at least six years as Manager Marketing, the case is to be referred to Head Marketing Division.
- b) At (ii) above, but has secured at least 65 percent marks in post graduate degree/diploma in Marketing Management, the case is referred to GM-Marketing.

In each question below are given the details of one candidate. You have to take one of the following courses of action based on the information provided and the conditions and sub conditions given above and mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01-02-10

Mark answer (1) if the candidate is to be selected

Mark answer (2) if the case is to be referred to Head-Marketing Division.

Mark answer (3) if the case is referred to GM-Marketing

Mark answer (4) if the candidate is not to be selected

Mark answer (5) if the data provided are inadequate to take a decision

16) Arnab Behera has secured 65 percent marks in PG Degree in Marketing Degree and 58 percent marks in graduation. He has been working in the Marketing Division of an organization for the past eleven years after completing his postgraduate degree. He has secured 55 percent marks in the selection process. He was born on 8th July 1970

17) Neeta Ghosal was born on 4th May 1974. She has been working in the Marketing division of an organization for the past twelve years after completing her postgraduate diploma in Management with 70 percent marks. She has obtained 60 percent marks in graduation and 50 percent marks in the selection process

18) Sudesh Sarkar was born on 15th June 1974. He has secured 55 percent marks in the selection process and 50 percent marks in graduation. He has been working in the Marketing Division of an organization for the past twelve years after completing postgraduate degree in Marketing Management with 75 percent marks.

- 19)** Sudha Naik was born on 14th April 1973. She has been working in the Marketing Division of an organization for the past fourteen years after completing her post graduate diploma in Marketing management with 70 percent marks. She has secured 50 percent marks in the selection process and 52 percent marks in graduation.
- 20)** Sunita Jaiswal was born on 5th July 1976. She has secured 55 marks in graduation and 58 percent marks in selection process. She has been working in the Marketing Division of an organization for the past ten years after completing post graduate degree in Marketing Management with 57 percent marks.
- 21)** Nayan Dastur was born on 8th October 1968. He has secured 55 percent marks in both graduation and selection process. He has been working in the Marketing Division of an organization for the past ten years after completing post graduate diploma in Marketing Management with 65 percent marks.
- 22)** Sunil Kamanth has secured 58 percent marks in graduation. He was born on 24th May 1974. He has been working in the Marketing Division of an organization for the past seven years as Manager Marketing after completing postgraduate degree in Marketing Management with 65 percent marks. He has secured 50 percent marks in the selection process.
- 23)** Md. Yusuf was born on 29th January 1975. He has secured 55 percent marks in graduation and 52 percent marks in the selection process. He has also secured 68 percent marks in postgraduate diploma in marketing management. He has been working for the past twelve years in the Marketing Division of an organization.
- 24)** Navind Ghosh was born on 12th December 1973. He has been working in the Marketing Division of an organization for the past ten years after completing his postgraduate degree in Marketing Management with 63 percent marks. He has secured 54 percent marks in graduation and 45 percent marks in selection process.
- 25)** Avinash Sargota has been working for the past eight years, out of which six years as Manager Marketing in an organization after completing his post graduate degree in Marketing Management with 62 percent marks. He has secured 58 percent marks in graduation and 52 percent marks in the selection process. He was born on 14th February 1972.

Directions(Q. 26-30): Study the following information carefully and answer the questions given below:

Following are the conditions for selecting Marketing Manager in an organization: The candidate must

- i. be a graduate in any discipline with at least 55 percent marks.
- ii. Have a post graduate degree/diploma in Marketing Management with at least 60 percent marks
- iii. have post qualification work experience of at least five years in the Marketing Division of an organization.
- iv. have secured at least 45 percent marks in the selection examination.
- v. have secured at least 40 percent marks in the selection interview.

In the case of a candidate who satisfies all the Conditions **EXCEPT**

- a) At iii) above, but has post qualification work experience of at least three years as Deputy Marketing Manager, the case is to be referred to GM-Marketing.
- b) At (v) above, but has secured 60 percent marks in the selection examination, the case is to be referred to VP-Marketing.

In each question below, details of one candidate are given. You have to choose one of the following courses of action based on the information provided and the conditions and the sub conditions given above.

Mark the number of that course of action as your answer. You are not to assume anything other than the information provided in each question. All these cases are given to you as on 01.05.2010.

Mark answer (1) if the candidate is to be selected

Mark answer (2) if the candidate is not to be selected

Mark answer (3) if the case is to be referred to GM-Marketing

Mark answer (4) if the case is to be referred to VP-Marketing

Mark answer (5) if the data provided are not adequate to take a decision

26) Nidhi Agarwal has secured 60 percent marks in the selection interview and 40 percent marks in the selection examination. She has been working in the Marketing Division of an organization for the past eight years after completing her postgraduate degree in Marketing Management with 65 percent marks. She has secured 59 percent marks in BSc.

27) Navin Desai has secured 56 percent marks in BA. He has been working in the marketing Division of an organization for the past seven years after completing his postgraduate degree in Marketing with 62 percent marks. He has secured 62 percent

marks in the selection examination and 38 percent marks in the selection interview.

28) Sabina Handa has been working for the past four years as Deputy Marketing Manager in an organization after completing her postgraduate diploma in Marketing Management with 65 percent marks. She has secured 45 percent marks in both selection examination and selection interview. She has also secured 58 percent marks in BCom.

29) Manoj Malhotra has secured 65 percent marks in BSc and 60 percent marks in postgraduate degree in Marketing Management. He has also secured 50 percent marks in both selection examination and selection interview. He has been working in the Marketing Division of an organization for the past six years after completing his post graduation in Marketing.

30) Varsha Akolkar has secured 59 percent marks in BA. She has secured 42 percent marks in the selection interview and 48 percent marks in the selection examination. She has been working in the Marketing Division of an organization for the past seven years after completing her post graduation in marketing Management with 57 percent marks.

Decision making Answers:

1. 4 2. 3 3. 1 4. 5 5. 2 6. 2 7. 5 8. 1 9. 3 10. 4 11. 1 12. 3
 13. 2 14. 4 15. 5 16. 1 17. 5 18. 3 19. 3 20. 4 21. 1 22. 2 23. 1
 24. 4 25. 2 26. 2; does not satisfy (a) 27. 4; satisfies (b) 28. 3; satisfies (a)
 29. 1; satisfies all conditions 30. 2; does not satisfy (ii)