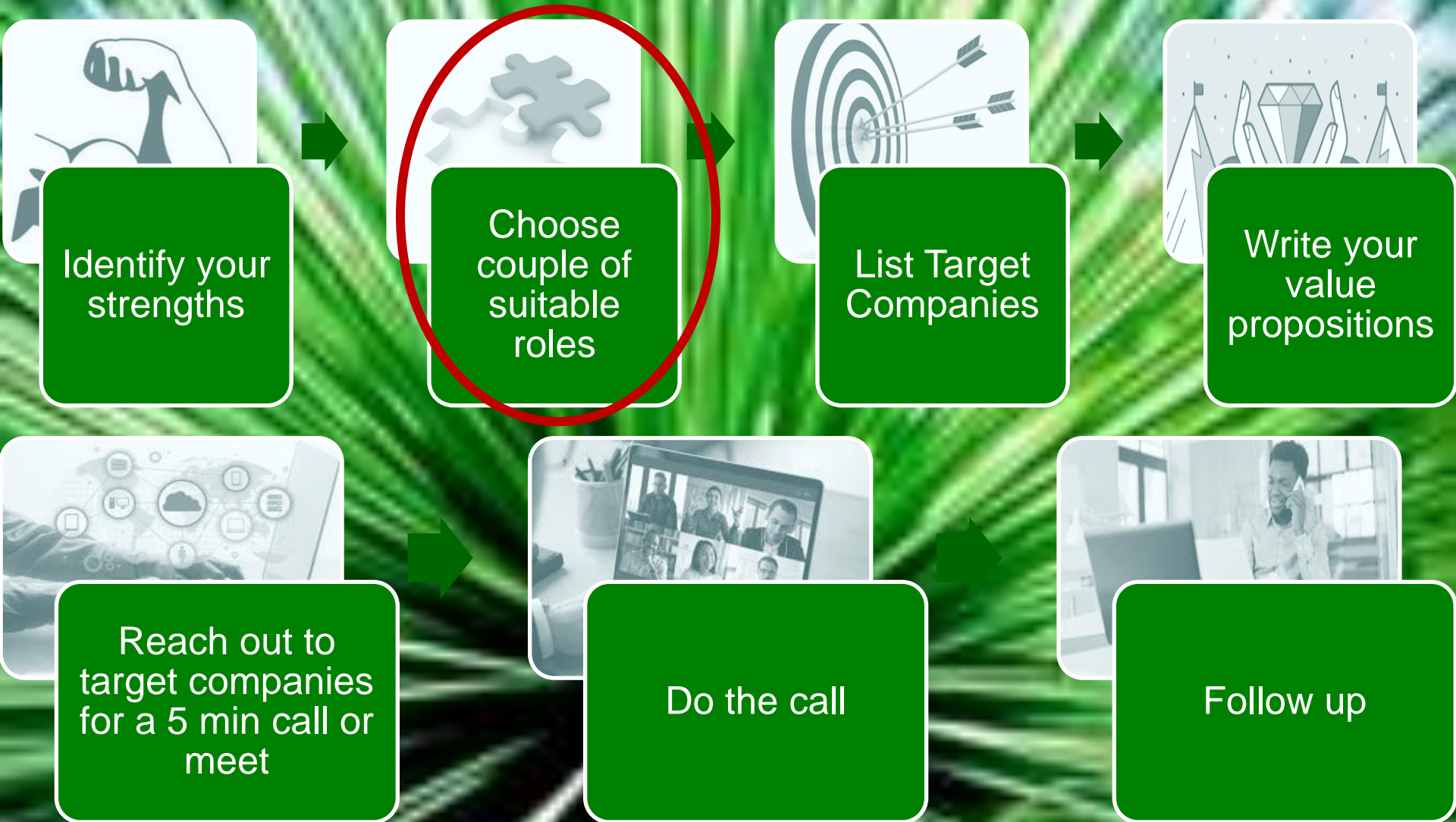


How to get calls for an Interview for desired role

Deep Dive into choosing couple of suitable roles



Introduction

Management Coach and Mentor with 40 years of experience in Talent Development

Arun Singhal



Post Graduate in Marketing & Finance from IIM

Bangalore in 1981

26 years of work experience in Unilever, Johnson & Johnson and Dumex India (now Danone Nutrition) in sales, marketing, operations and general management in senior positions in India and Asia Pacific

Been consulting, coaching and counselling individuals, small and medium business since 2007

Working with IIM Udaipur since June 2015 as faculty for IBP in addition to driving entrepreneurship, emotional intelligence, Bloomberg Lab and career counseling

Also a certified CEO coach

Coached and Mentored for past 14 years @

- ✓ IIM Udaipur
- ✓ Vikram Cements
- ✓ Seva Mandir Udaipur
- ✓ BSL Ltd
- ✓ Mayur Suitings
- ✓ Volkswagen India
- ✓ Kris Flexipacks Pvt Ltd
- ✓ Bayer India
- ✓ Cello India
- ✓ Makarizo Indonesia
- ✓ Ayushakti Health Care Pvt Ltd
- ✓ Hia Designs
- ✓ Mind Technologies
- ✓ Hindustan Instruments
- ✓ Panache Computers

Enrichmentors

Building Businesses, People, Wealth & Health Successfully over 40 years



Purpose

The purpose of the module is to give you an in-depth understanding of how can you choose couple of suitable roles that can better help you get a call for an interview for a desired role.

At the end of this module you will learn the following

- Understand why is it important to choose couple of suitable roles
- Understand what do you do today to choose the roles
- What steps should you take to choose couple of suitable roles
- What could your suitable roles look like?



Why choose couple of suitable roles?

- It will ensure that you can do well in the interview as well as after taking up that role because
 - Each role requires different knowledge and skills to do well
 - You need to good on these first to get selected and then to do well
 - If you don't select the right roles that match with your strengths, you could have challenges in doing well in the interview and on the job
- You should select a consulting role only if you are good at problem solving
- Choosing couple of roles ensures that you can apply for many positions in many companies, increasing your success probability



Current Process Review

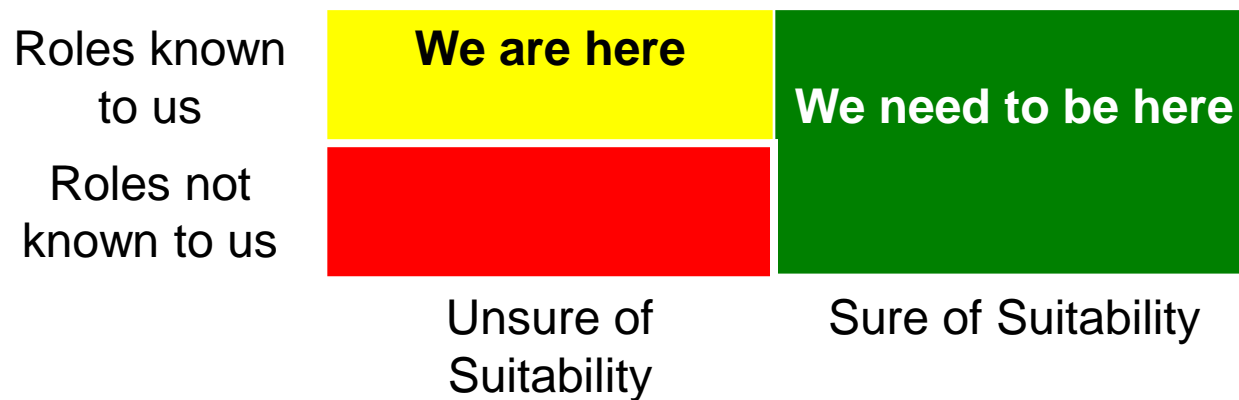
What do you do now to choose a couple of suitable roles and how good is it?

Current Process	Process Effectiveness



Current Process of roles selection

- Most of us identify our roles entirely subjectively based on our own views and likings
- We don't know if our roles selected are really suitable for us
- We don't know if there is a role for us which we are not aware of but can be good at it?
- We select only one role and hope like hell that we get it, we don't have Plan B and Plan C



Choose couple of suitable roles



- List your top 6 strengths
- Ask for each of the strength- “What roles would best fit for this strength given your background?”
- Review your list of suitable roles with mentor or person known to you performing this role
- Modify your list of suitable roles based on the feedback received.



What could your Suitable Roles look like



Attitudes	Knowledge	Skills
Brutally honest	Strategy Formulation and Implementation	Help formulated winning strategic plans
Strive for excellence in everything I do	Marketing Planning	Help create great marketing plans
Hardworking	Sales Development	Get new clients and het more from existing ones
Think before acting	Sales Management	Lead a sales team to deliver the agreed objectives
Persistence	Operations and Supply Chain Management	Lead an operations team to deliver the agreed objectives
Responsible	Equity Analysis	Analyse a company stock to recommend buy, sell or hold
Courageous	New Business Dev.	Help develop new business
Thankful	Project Management	Problem Solving
Care for people		



What could your suitable roles look like?

Strengths	Potential Suitable Roles
Help create great marketing plans	Product Manager
Get new clients and get more from existing ones	Accounts Manager
Lead an operations team to deliver the agreed objectives	Sales Manager
Analyse a company stock to recommend buy, sell or hold	Equity Analyst
Help develop new business	Business Development Manager
Problem Solving	Consultant

How to confirm your suitability for these roles

- Read the Job Description of each of these roles and see if you think you meet 70% of the requirements
- Get yourself assessed for your suitability through a mock interview with a qualified mentor



What did we learn in this module


- Most of identify our suitable roles subjectively based entirely on our likings
- This process is not very effective for most of us, because we don't know if the roles selected are suitable for us
- We need to consider adopting a process that will give us all the roles suitable for us
- We have a process that can help us choose the roles suitable for us
- We know what could our suitable roles look like



What is in it for you in the next module?

Deep Dive into how to list target companies





Thank you for watching
How to choose the suitable roles
of
How to get calls for an Interview
for desired role

