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**Name**

**Master of Management**

**SJM School of Management – IIT Bombay**

**Email:** [**aniruddha.kulkarni@sjmsom.in**](mailto:aniruddha.kulkarni@sjmsom.in)  Phone No.: +91 9833408633

**Value Added Questionnaire**

1. ***Tell me about yourself***

My name is Aniruddha Kulkarni and graduated as a B.Tech. in Naval Architecture and Ocean Engineering from IIT Madras, in 2009. During my college days, I had taken various positions of responsibility for different events.

After graduation I joined L&T Shipbuilding as a design engineer and worked at different locations such as Hazira and Chennai. I was responsible for the design activities in its various phases, such as basic, detailed and production design.

By nature, I am a humble and soft spoken person, who enjoys travelling and exploring new places.

1. ***What is the job profile that you are looking for? Tell us 2 reasons that make you think you are a fit for this profile.***

I am looking for a supply chain profile based in India. I am fit for this profile because:

1. I value frugality. I will be able to connect myself with the beauty of supply chain models created by companies that bring cost effectiveness.
2. I am a good listener and observer. I am also open to new ideas. Thus, while contributing to the company, I could learn maximum.
3. ***Why do want to do internship at our XYZ organization?***

XYZ (Proctor and Gamble) organization is the global leader in the FMCG sector and has strong presence in the minds of the Indian people and shelves of Indian stores. This has been a result of strong values, skills and passion. Associating myself with such a company will provide me great deal of learning experience.

1. ***Do you think your academic results mentioned in you CV were a true representation of you academic abilities? Elaborate***

The academic results mentioned are a representation of my academic abilities. However, they are not a complete representation. The results in the CV represent my performance in only a few exams, but it may not represent my consistent performance during school and college.

1. ***What is your purpose of doing an MBA? How do you think the next two years will add value to you?***

I was working in a shipyard for 34 months, where I had the opportunity to apply my engineering knowledge, in addition to learning new skills. I could see how proper management and planning is essential for a project and how difficult it is for companies to strive toward fulfilling their missions. Thus, I want to have a deep understanding in management .Hence, pursuing an MBA is the best option for me.

In the next two years, apart from getting quality education in management subjects, I would also have hands-on experience in form of case study and projects. This will help me developing my soft skills too, which is essential for a good manager.

1. ***What are your career aspirations? Where do you see yourself five years from now? Where do you see yourself 10 years from now?***

I aspire to be in the senior management role (CEO/COO) of a top company. To fulfill this, I see myself in a middle management position, managing crucial operations of a division/plant of a company, five years from now.

Ten years from now, I see myself as a head of a division/plant of that company.

1. ***What are your personal goals in life for short term and long term? How would getting into XYZ / this role help you in your journey towards your Personal Goals?xx***

My personal goals in life, both short term and long term are to learn as much from life as I can, and give it back to the society. The learning is essentially practical. Getting into an operations / supply chain management role will give me new learning experiences which will help me fulfilling these goals.

1. ***Detail 2 incidents where you have demonstrated leadership qualities. What qualities according to you are necessary to be a good leader? Name a person who you think is a good leader and why?***
2. As a new design office in Chennai, our team needed to perform structural calculations for a new project. As our department is relatively new and the team has less experience, we did not have much idea about the calculations. However, these calculations were related to my engineering curriculum. Thus I could figure out the procedure from various sources and I lead my team to not only perform the calculation, but also establishing a procedure for it.
3. I was a secretary for students’ amenities in my hostel during engineering. I selected and lead a team of 14 students from the hostel so that the hostel inmates had access to the amenities on time.

A good leader should have the domain knowledge. He should be able to do the tasks that his subordinates do. A good leader should always be open to suggestions/ideas from the team members. This would help in team bonding and generation of innovative ideas within the team.

According to me, Mr. A.M. Naik is a good leader who possesses all the above qualities.

1. ***Have you ever adopted a non-traditional approach to manage a project / situation or to solve a problem? Give 2 such examples by briefly describing the project/ situation, the action you took and the outcome.***
2. I was a Hostel Secretary for Students’ Amenities Centre (SAC). SAC was a daily utilities shop run by hostel students, 1 hour a day. I developed an idea of “mini-SAC” by which, I analyzed the highly demanded items and kept stock of those in my room. Thereby students could have access to those items for 5-6 hours a day.
3. Aerofoil lift theory had always been a difficult concept for me to understand. Once while studying it, I tore a piece of paper from my notebook, gave it a shape in form of aerofoil and held it in front of a running table fan. I could observe that at a proper inclination, the piece of paper did not need upward support from my fingers. This helped me understand the concept qualitatively.
4. ***What is your view about Corporate Social Responsibility? How does it add value to companies? How important do you think it is for a company’s future?***

Corporate Social Responsibility (CSR) is the initiative taken by companies in order to give back to society. CSR adds values to companies in more than one ways. For example,

1. It creates a sense of social belongingness among employees, and they become more highly motivated towards their job.
2. It creates good will for the company, which is an invaluable asset.
3. It may help the company gain incentives from governments.

CSR, thus, is very helpful for the sustainable growth of a company.

1. ***In your student life or professional career so far, please mention any innovative/ creative initiative taken by you, which has given you a sense of accomplishment xx***

In my office, I started “knowledge sharing sessions” where each team member would present a topic based on the member’s topic of expertise. This helped the team gaining competence in core subjects of engineering.

1. ***Give an example of a time when you were able to share what you had learned in a particular area with others.***

L&T had set up new design office in Chennai where the main operations were basic design and naval architectural calculations of ships. As I have done my graduation in Naval Architecture and Ocean Engineering, I have offered assistance to my colleagues and juniors so that now they are able to perform the tasks by themselves. While sharing my learning, my knowledge in that area also improved.

1. ***Tell me about a time that you had to take charge in a tough situation. What made the situation tough? What did you do and what happened as a result?***

During my first semester in engineering, one of our friends had fallen sick and had to be admitted in a hospital for a night. The doctor advised that one of us should stay with him for that night. However, we all had examination the next day, and it was important for us to study. Therefore, we were in a dilemma. Because we were new in college, we did not have much interaction with seniors at that time. At that point, I went to a senior, who did not have exam the next day, and asked him to stay with our friend. The senior, too, was more than happy to help, and our problem was solved.

1. ***What is your single largest achievement so far? Why do you consider it to be your biggest achievement?xx***

My largest achievement so far is securing admission for a B.Tech. course in IIT Madras. The achievement does not only lie in the fact that the entrance examination was one of the toughest in India, but also that pursuing engineering course from that institute gave me opportunity to interact with the best brains in the country. The education helped me improve my overall personality and opened different avenues for me.

1. ***Describe a time when you had to rely on personal or professional integrity to achieve a result.***

I worked with L&T Shipbuilding for past 3 years and last year I had decided to pursue an MBA. I needed one month leave for the preparation. I asked my superior to grant the same, and I gave the real reason for the leave. Generally, people do not give “MBA preparation” as a reason for leave application, and tell some lie instead. However, my boss appreciated my frankness and encouraged me to pursue MBA. He also granted me leave for the CAT exam and B-School interviews. Because of this, I could prepare without worries and as a result, today I am in a reputed management institute.

1. ***Tell us about your greatest defeat and how did you react in that situation?***

There was an important project in my first year of engineering, which I could not complete on time. I consider that as a major defeat. But that was a good learning experience where I learned importance of good time and resource management.

1. ***Mention 2 examples where you demonstrated your ability to work in a team.***
2. As a member of design team in a shipyard, I proactively contributed to the team objective, which was timely delivery of production information and thus, smooth execution of shipbuilding project.
3. I worked in teams that managed various activities such as external publicity, sponsorship publicity, and prize money distribution etc. for technical and cultural festivals of my engineering college.
4. ***Who is your role model? Why?***

My role model is Mr. Arvind Kejriwal who performed a key role in introducing the RTI act in India, and is currently the active member of the anti-corruption crusade. He is my role model, because he has taken a strong stand for the sake of people of the country, and he has been able to persuade all kinds of people for realizing his ideas.

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