

**NAME OF THE AGENCY: RAMCO CEMENT**

**Personal Interview Questions.**

1. What do you know about RAMCO Company?
2. What did you learn during Summer Internship?
3. Question on marketing areas.
4. Question on operation Management: Production distribution and warehouse management.
5. If you are selected which area, would you like in Odisha?
6. Which products are competitions of RAMCO?
7. How will you convince the vendors?
8. What are the challenges faced by the cement industry in present scenario?
9. Sales related questions.
10. How do you market the information product?
11. Differentiate between marketing and sales from a layman point of view?
12. How much time do you spend for MS Excel and Power Point in a day?
13. How many presentations given have you given till today?
14. Questions on Human Resource Management.
15. Do you know bike riding and have a license?
16. How far can you ride on a bike?
17. What is supply chain in Flipkart?
18. How to deal with illiterate people?
19. Questions on Stock Market?
20. How do you find marketing job more than finance?

## **NAME OF THE AGENCY: ZOLOSTAYS**

### **Group Discussion Questions:**

1. Social media is good or bad?
2. GD is a good way to select a candidate or not?
3. Is social media good or bad for youth?
4. Is India ready for electric vehicle?
5. Is India ready for Digital Product?
6. Children below age 14 should be given the mobile phones?
7. Govt. job VS. Pvt. Job.

### **Personal Interview Questions:**

1. What is your most favorite product?
2. Why are you fit for the sales department?
3. Why should we not hire you?
4. Have you ever lead a team?
5. What is marketing?
6. Showing a pen... How will you sell this product?
7. Are you comfortable for a sales job?
8. Sell a chocolate. But I don't like chocolate?
9. Can you talk to a customer for a long time?
10. What do you learn from things you like?
11. As a trainee what is your role in an organization?
12. Why did you choose marketing as your profession?
13. What does your name mean?
14. Are you confident in sales?
15. What are sales?
16. What are the qualities to have sales executives?
17. How many cement companies' do you know about?
18. Knowledge, you gain during internship is it helping you or not?

**NAME OF THE AGENCY: OLA ELECTRIC**

**Personal Interview Questions.**

1. Introduce yourself.
2. Explain your work experience if any.
3. If you are late for a test drive & the customer rejects the deal, then how to handle the crisis?
4. Your interest in job responsibility?
5. What did you learn during summer internship?
6. Do you know about the app of OLA Electric?
7. Tell me any interesting situation that happened in your life?
8. If target is there, then what about your opinion?
9. What are the techniques you will apply to convince the customer?
10. Role of manager: Briefly discuss your views.

**NAME OF THE AGENCY: KHADIMS**

**Group Discussion:**

1. Is India ready for cashless transaction?
2. Which is more important? Creativity or efficiency?
3. Stock market study should be included in curriculum.

**Personal Interview Questions.**

1. Introduce yourself and your family.
2. During internship what you learn is effective or not for your career development?
3. A customer has walked out from the store without billing the product: When you come to know this, then what should be your role?
4. If you are appointed as a Manager of a store, what would you change?
5. Do you have any preference for location?
6. How to calculate percentage of a discount product?
7. If a kid customer breaks something in store, what you will do?
8. Let us that there 03 no. of drunkards come to the store, what you will do at that point of time?
9. Do you know how to make decision?
10. If products shortfall connection to stock, then what you will do?

**NAME OF THE AGENCY: DCB BANK**

**GD TOPIC:**

1. As a college fresher which is more important, work life balance or work hard?
2. PROS and CONS about going back to office. Is work from good or not?
3. Do you think work from home is sustainable for Indian Banking industry in the current scenario.

**Personal Interview Questions.**

1. Tell me about yourself.
2. Location and family background.
3. What did you learn during internship?
4. What do you mean by cash credit?
5. Merit and demerit of current account?
6. Interest paid by banks on saving account is sufficient or not?
7. How will you approach customers in market?
8. Can you sell a product of the bank on the road?
9. How much remuneration do you want?
10. Why did you DCB bank?

**NAME OF THE AGENCY: ADITYA BIRLA FASHION Ltd.**

**Personal Interview Questions**

1. Introduce yourself.
2. What did you learn from your internship?
3. Situational based questions.
4. Questions on personal aspect and on family.
5. Why should we hire you?
6. What type of jobs do house manager do?
7. How to handle your team?
8. It is your brother's marriage and puja sales are on. What you will do at that time?
9. Why do you like Pantaloons?
10. Why you want to choose Aditya Birla?
11. Are you ready to do any physical work?
12. Why you choose to enter an operation and logistics position?
13. What do you know about barcoding?
14. Why didn't you choose to do internship in HR?
15. In the late night you get a call from company for your presentation at the office. Could you go there?
16. What do you mean by store people officer?
17. Are you fit for the job?
18. What print you dislike about Aditya Birla?
19. How you will manage the customers?
20. Describe 3 sales skills?
21. What products of pantaloons do you like?

**NAME OF THE AGENCY: BANDHAN BANK**

**GD TOPIC:**

1. Food challenges faced by food on wheels pre and post pandemic?
2. Retailing in digital India movement. What are the challenges faced?
3. Can a bad product be sold by good marketing?

**Personal Interview Questions.**

1. Tell us about your educational background and family.
2. Are you ready to go any location for your job?
3. What do you mean by NEFT?
4. Do you prefer marketing job?
5. Will you be able to convince your customer and complete your target on time?
6. Types of accounts in banking?
7. Can you make a Roti?
8. Where are you from?
9. What is a bank?
10. Are you comfortable in any sector?
11. Profession of your parents?
12. Name of the Managing Director of Bandhan Bank?
13. You are a girl; will you go for the marketing job?
14. What do you know about loan, insurance and mutual fund?
15. Can you move to PAN location?
16. What does bank do?
17. Differentiate between Aadhar and PAN card?
18. Why you are interested in this job?