

# Detailed Breakdown: Candidate - IIM Rohtak – Prabhu Agarwal

## 1. Core Psychological State & Interview Dynamic

- **Emotional Trajectory:** The candidate described the overall experience as highly interesting but explicitly acknowledged facing several difficulties along the way. They noted a clear emotional split during the session: experiencing intense nervousness on certain topics while maintaining strong confidence in others.
  - **The Importance of Demeanor:** A major reflective takeaway for this candidate was how they projected themselves to the panel. They admitted that in prior practice (mock interviews), they accidentally came across as an arrogant person, even though that was never their intention. This highlights a common trap at IIM interviews where strong confidence can be misconstrued by a sharp panel as arrogance if the tone and articulation are not carefully managed.
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## 2. The Core Academic Hurdle: Linking Economics to Mathematics

- **The Question:** The interviewers threw a fundamental interdisciplinary curveball, asking the candidate to explicitly relate and explain changes in economics—specifically focusing on the mechanics of **demand and supply**—through **mathematical concepts**.
- **The Reaction:** Under the pressure of the live interview, the candidate's mind went completely blank.
- **The Analytical Solution:** Upon post-interview reflection, the candidate realized the answer the panel was looking for was elegant and fundamental: **Derivatives**.

To understand why the panel asks this, we look at how changes in supply and demand curves are modeled. In economics, the price elasticity of demand or supply measures responsiveness to price changes. Mathematically, this is the first derivative of the demand or supply function with respect to price ( $\frac{dQ}{dP}$ ):

- **Candidate's Advice:** They emphasize that any student preparing for an IIM or IPM interview must keep these foundational mathematical relationships under their belt to avoid freezing when academic streams overlap.
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## 3. The Geographic & Locality Awareness Trap

- **The Panel's Strategy:** The candidate noted that the interviewers heavily test an applicant's awareness of their immediate surroundings. They warn that you must keep your concepts absolutely bulletproof regarding your **locality, the city you reside in, and your state**.
- **The Shared-Hometown Scenario:** They noted a specific interview dynamic: if your interviewer happens to be from the exact same city or region as you, the conversation

instantly becomes highly specific and localized. This can make the conversation incredibly engaging and interesting, but it leaves zero margin for error.

- **The Strict Directive:** The candidate advises: *"Whatever you say, say it like you know it... and in matter of fact, in reality, do know the stuff you're talking about"*.
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#### 4. The "No-Bluffing" Rule on Unknown Topics

- **Handling Ignorance:** When faced with a question where you genuinely lack knowledge, the candidate's strongest piece of advice is to completely avoid "beating around the bush".
  - **The Correct Script:** Instead of making up an answer, a candidate should straightforwardly tell the panel: *"Sir, I do not know, or I would like to take an educated guess"*. Panels at IIM Rohtak highly value intellectual honesty over fabricated answers.
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#### 5. Mastery of Articulation & Content Range

- **The Turning Point:** The candidate discovered that the key to overcoming both nervousness and the perception of arrogance was mastering **articulation**. Initially, they struggled with it, but their interview execution transformed once they improved their grasp over how to structure and express concepts.
- **Breadth of Knowledge Required:** The candidate highlighted that your articulation must be versatile enough to smoothly transition across a vast spectrum of topics. You must be able to speak eloquently about:
  1. **Yourself** (Your own story, values, and background).
  2. **Global Geopolitics** (Specifically mentioning the ability to articulate complex global affairs like the **Russia-Ukraine War**).

#### Final Strategic Takeaway from Candidate 1:

*"Know what you're talking about, be calm, be yourself, and portray an image of yourself as somebody who you actually are. Don't try to be someone who you're not. That will be the biggest statement out there."*