

Detailed Breakdown: Candidate – IIM Rohtak – Neev Zaveri

1. Core Psychological State & Interview Dynamic

- **Overall Assessment:** The candidate characterized their overall interview experience as "**pretty smooth**". Unlike the first candidate, who experienced intense emotional shifts, Candidate 2 managed to maintain a steady, controlled momentum throughout the fast-paced discussion.
 - **Controlling the Narrative:** A major highlight of this candidate's strategy was their active effort to steer the interview toward their personal strengths. When the panel attempted to box them into a specific academic category based purely on their marks, the candidate confidently corrected their assumptions, effectively choosing to discuss what they knew best rather than letting the panel dictate their weaknesses.
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2. Phase 1: Profile Validation & Managerial Linking

- **The Performance Proof:** The interview opened with the panel instructing the candidate to detail their **top 3 co-curricular performances**. Crucially, the interviewers demanded immediate evidence of these achievements via physical or digital certificates.
 - **The Drill-down on Sports (Cricket):** One of the prominent co-curriculars highlighted was cricket. Instead of treating it as a casual hobby, the panel used it to test leadership and organizational awareness by asking simple but strategic questions:
 1. *What specific role did you play in the team?*
 2. *What direct impact did your performance or presence have?*
 - **The Strategic Requirement:** The candidate was explicitly asked to frame these sports experiences within a **basic managerial context**. They had to map the real-world dynamics of playing a competitive sport—such as teamwork, strategy, coordination under pressure, and resource utilization—directly to management concepts.
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3. Phase 2: Academic Pivot (Economics vs. Accountancy)

- **The Panel's Trap:** While reviewing the candidate's mark sheet, the interviewers noticed high scores in Economics and explicitly assumed: "*You have higher marks in Economics, so you love Economics.*"
- **The Counter-Strategy:** The candidate actively countered this assumption, clarifying that they were actually **better at Accountancy**. Their core advice to future aspirants is to proactively guide the narrative: "*You should rather be talking about what you are better at.*"
- **The Grilling on Motives:** This pivot prompted immediate cross-examination from the panel. They pressed the candidate with sharp follow-ups:

- *Why Accounts over other subjects?*
 - *If you love Accountancy, why have you scored less in it compared to other subjects on your mark sheet?*
 - *If Accountancy is your passion, why pursue general Management instead of highly specialized, accounts-heavy professional paths like Chartered Accountancy (CA) or Company Secretary (CS)?*
 - **The Candidate's Answer:** The candidate handled this by stating that while they deeply respect and enjoy Commerce, Accounting, and Economics, they did not want to confine themselves to a purely technical, singular professional silo. Instead, they explained that their ultimate objective was to synthesize *all* of these foundational disciplines together to drive, develop, and scale an actual **business**.
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4. Phase 3: Core Economics Testing & Managing Knowledge Gaps

Despite the candidate's pivot to accountancy, the panel rigorously evaluated their grasp of foundational macroeconomics.

- **National vs. Domestic Income:** They were asked to define the core distinction between National Income and Domestic Income. (*Contextually, Domestic Income tracks economic value generated strictly within a country's geographic borders, whereas National Income includes Net Factor Income from Abroad (NFIA)*).
 - **Inflation Mechanics:** The panel asked what inflation is and how the Reserve Bank of India (RBI) controls it. The candidate safely anchored their response to Class 12th monetary policy fundamentals, detailing the mechanics of banking levers like **Repo Rate, Reverse Repo Rate, and Bank Rate**.
 - **Admitting Ignorance:** The panel then threw a curveball: "*What is **Core Inflation**?*" (*Core inflation is the change in the costs of goods and services, excluding the highly volatile food and energy sectors*). Because the candidate genuinely did not know this, they did not guess or bluff. They gently and politely told the panel that they were unfamiliar with the term, reinforcing their earlier positioning that their core strength lay in accounting rather than advanced macroeconomic theory.
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5. Phase 4: The Extempore Stress-Test (Social Media Regulation)

The mandatory IIM Rohtak extempore round served as the primary arena for testing the candidate's critical thinking, logic, and composure under fire.

- **The Topic:** Social Media.
- **The Candidate's Tiered Framework:** To stand out, the candidate proposed a highly specific, age-segregated regulatory blueprint:
 1. *Below Age 16:* A complete, outright ban on social media usage.
 2. *Ages 16 to 20:* A strict, regulated allowance of a maximum of 2 hours per day.

3. *Above Age 20*: Completely lifting the restrictions and bans.

- **The Critical Exceptions Clause**: Recognizing that an absolute rule can have flaws, they built in an exemption clause. They specified that exceptions should be legally granted to minors who are active young entrepreneurs or students trading in the stock market who require real-time information gathering and digital access.
 - **The Panel's Pushback**: The panel launched an aggressive cross-questioning attack to test the candidate's conviction, demanding: *"If social media is so harmful to youth, why don't we just completely ban all of it for everyone?"*
 - **The Balanced Rebuttal**: The candidate did not back down or blindly agree with the panel. They defended their position by pivoting to macroeconomic realities, arguing that an outright, total ban is entirely impractical. They stated that social media is a powerful commercial engine capable of **building modern economies** and **connecting people globally**, making it far too massive an infrastructure to simply eliminate.
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6. Phase 5: Rapid-Fire General Knowledge & Current Affairs

To conclude, the panel rapidly fired factual queries to test the candidate's general awareness and memory under pressure.

- **Geopolitical Boundaries**: They had to list out all the neighboring countries that share a physical border with India, specifying borders by both **land and water**.
- **Political Structure & Union Territories**: The panel asked: *"How many Union Territories (UTs) in India have active Chief Ministers?"* The candidate successfully answered with the correct three: **Delhi, Puducherry, and Jammu & Kashmir**.
- **Current News Tracking**: The candidate was asked to name and briefly summarize **any three major recent events** that had occurred nationally or globally to prove they stay up-to-date with current affairs. After navigating this final multi-topic sprint, the interview officially concluded.