Issue 1

ALUMNI - LETTER

In Search of Excellence

A Newsletter of Department of Management Studies
JNNCE, Shivamogga-577201

Volume-2



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December-2022

Messege from Editorial Team :

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Editorial Team

ALUMNI PROFILE : Mr. Pradeep Channappa



Designation - Portfolio Specialist, Multi-Asset Group
Company - State Street Global Advisors

He is Mr. Pradeep Channappa, an MBA Graduate (Finance) from the JNNCE, Shivamogga 2008-2010 class. He is currently employed with State Street Global Advisors as a portfolio specialist for the Multi-Asset Group. He has extensive experience in the portfolio management. During his 12 years of work experience he recognized by his client numerous times and he has won the Quarterly Spot award for advancements within the process. After his graduation he joined as a portfolio performance analyst and became a subject matter expert in the EMEA Multi-Asset team providing performance and analytics. He also completed Six Sigma White Belt. He has been recognized many times for the process enhancements, creating macros and implementing in the process.

1. What factor influenced you to take MBA program and how you approached to it?

During my pre-university time I stayed in shared hostel. My roommates were pursuing CA, CS and ICWAI and I got a chance to involve in many of the discussions they have as part of their curriculum which motivated me a lot. That way I developed my interest in finance and decided that I should pursue accounts/finance. I considered taking some finance courses and even pursuing a B. Com. at the time, but the buzz was on the BBA or BBM, so I went with the BBM. Then I got an opportunity to do the MBA in Shivamogga at JNNCE. The very interesting part of the MBA is how the course is designed, which is more apt for corporate needs. It covers many things like basic communication, which is required to engage with counterparts for managing day-to-day activities in the MNC; it focuses on personality development; and it gives more analytical skills. An MBA is one of the best ways to break into the corporate world these days. Both my interest and the MBA's design compelled me to get into the job market.

2. Could you share any of happy moments or memories of college life during MBA?

I had so many memories that I still remember and cheer for rest of my life. Being a student and staying in a hostel, had created a wonderful memory in my life. Staying in a hostel, in particular, will provide you with an abundance of great experiences. We used to get up early in the morning, around two or three o'clock, to have discussions about the things that needed to be carried out or conducted. In those days after the specialization, we were closer to each other and had great classroom interaction. During finance class, we used to compete with the given solutions to problems. It was like boys vs. girls for the final answer. We used to stay in the classroom after class until 6 or 7 p.m. to finish the problems.

3. What made you choose finance in MBA?

At the time, we only had core specializations. But it was crystal clear to me because I pursued the MBA with the intention of entering the finance industry. And I know a lot of seniors who majored in marketing and went on to have successful careers. The person who hired me is also in HR. All specializations have equal importance, which I would not deny if you are someone who likes to do HR or marketing. But it was so easy for me because I wanted to work in finance since I was in pre-university.

4. How MBA helped you in your career?

When we finished our MBA and hit the job market, it was not so easy to get a job. There were a follow up effects of great financial crisis that happened between 2007 and 2009. Many people lost their jobs, and market was too tough to enter. For India, it was beneficial since companies were looking for low costs, and gradually, companies are moving to India. In those days, I hit the streets and went to many companies for interviews. The core competencies that they were looking at that time were basic communication skills and a basic understanding of finance. In fact, I still remember the question that came up in most of my interviews: "What is the golden rule of accounting?" There were aptitude tests that were used to assess a person's analytical ability, and they were also used to assess behavior. I was quite happy because the MBA is a course that offers all these things. I believe that students should be exposed to finance, marketing, or human resources in their first year. HR exposure means learning about managerial skills, and marketing exposure means learning how to sell. In the second year, when you're in the core, you can learn more. We used to have a lot of activities like round tables, industry visits, and seminars, and the MBA is a combination of all of them that is tailored to the corporate world. I also recommend that anyone who wants to do an MBA please do so.

5. Can you please share some of the information about your present job in terms of designation roles and responsibilities.

I am part of the investment team, but doesn't manage anybody's money. I am a portfolio specialist in multi-asset group at State Street Global Advisors. Our company is the fourth-largest asset management company in the world, has an approximately $3trillion asset under management. Our company stands after BlackRock, Vanguard, and Fidelity. I work with portfolio strategists who hit the road with relationship managers to sell our products/strategies. We specialize in multi-asset classes rather than single-asset classes and our main focus is on asset allocation. Clients come with multiple questions ranging from 7 to 100, covering questions like who we are, how we manage the funds, and what processes we have. My primary role is to fill responses to these questions. If client is happy to proceed for further, then we start designing solutions for clients. I work with portfolio managers and strategists in forecasting risk/return, finding best strategies that helps meeting clients' objective. I prepare various statistics including returns, volatility, draw downs, investment ratios VAR, and other statistics. Apart from this, I write commentary for commodities monthly, quarterly, or annually based on the requirements.

6. Do MBA in finance is required or useful to portfolio management? If yes, what are the growth opportunities one can get in portfolio management?

I have a dream to become a portfolio manager and I know that require immense amount of efforts and knowledge gathering. In order to pursue your career you need to choose a right role and I did that, I joined as performance analyst where I spent more time interacting with portfolio managers. Because a finance (MBA) student, you will have an advantage in interviews over a non-finance student. The MBA is a stepping stone for me to pursue my career in portfolio management. During MBA, we lean to analyse balance sheet, profit and loss accounts, and macro/micro economics these are the fundamental things to understand how companies work and provide basis for the fundamental analysis. As MBA students, we are exposed to the economy, market trends, and financial terminologies. Many factors like this will help us enter this career. After MBA, you can either chose Accounting or Finance. If I talk about portfolio management, it's a vast are and it also require many other supporting roles such as: Custody Accounts, Trading Teams, Performance Measurements Teams, Client Reporting, Research, Portfolio Analysts and so on. You can pick any of these roles and start focusing on skills that requires for portfolio management I also stress you on learning some languages like SQL, Python, or some fin-techs, these helps in dealing with data. In my current role, there are students from IIM, IIT, Birla, and other top business schools. After interacting with them, I got to know that in those top business schools, students learn concepts practically. They will be familiar with both theoretical and practical applications. The assignments deal with actual problems in portfolio management, most of those schools are tapping into their budding areas. So I urge you should try relate to practical world, get to know markets, finance and economics not just in India but across the globe.

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8. Which of the applications or software is used for the analysis of the historical data of stocks and commodities?

We require complete knowledge about the firm, stock market, and economy in order to design a portfolio. Therefore, multiple areas of information cannot be found in a single application, but some applications, such as Bloomberg, FactSet, Barclays Point, and JP Morgon research report, may be utilised.

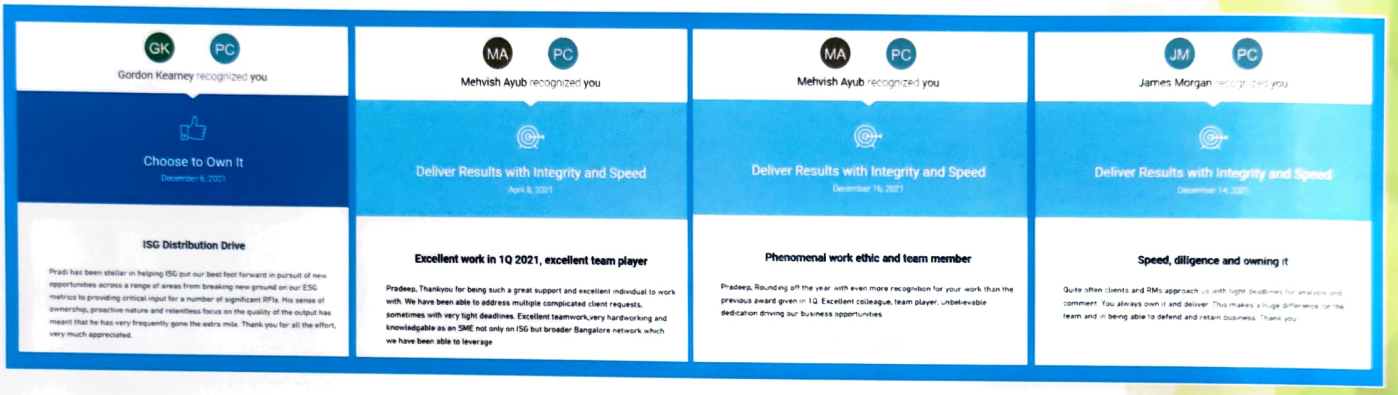
9. Share some of the sources/books through which people could earn financial knowledge.

I have a few books to recommend that will teach you about finance. like Global Financial Crises, the Great Depression, books written by Benjamin Graham, and The Intelligent Investor by Warren Buffett. Go through the RBI report, where you get information regarding the global market and the economic situation. News publications include the Financial Times, WSJ [The Wall Street Journal], and Money Control Site.

10. In the recent years many changes have been occurred in the field of finance, what are your observation on these financial trends and prospects?

Investment world is continuously evolving, we move from traditional investments like equities and bonds to modern exotic products like options, cryptos. Technological developments has allowed money managers to exploit opportunities not just by fundamental analysis but by systematically using technology. As you know quantitative analysis has gained more popularity, where machine can decide what to invest and what not. Now its crypto making more sound and few big money managers have considered investing in Crypto currencies like Bitcoin, Ethereum. The one big thing I would say that may bring change in finance world is Block-chain technology, which is basis for Crypto currencies. Not but least, it's ESG which is driving the investment world at present. Companies are now trying to be more ESG complaint.

Alumni Accomplishments :



Thank You



Class of 2008-2010

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Issue 2

ALUMNI - LETTER

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A News letter of Department of Management Studies JNNCE, Shivamogga-577201

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Editorial Team



ALUMNI PROFILE : Mr. Vijay Nagaraju

He is Mr. Vijay Nagaraju, an MBA graduate (finance) from the JNNCE Shivamogga [1998-2000] batch. He is currently employed as a Senior Manager in finance accounts at INFINERA India Pvt. Ltd., Bangalore, where he is in charge of accounting and reporting for the global company. He has been awarded for the successful implementation of the project. He is dealing with intercompany, general ledger accounting, prepayments, and cash management.



1. What factors influenced your decision to pursue an MBA program, and how did you go about it?

There were many opportunities, I chose the MBA programme because it gave me immense opportunity, not only in the form of working in finance and accounting but also in the form of exposure it provided in studying various subjects like statistics, accounting, marketing, and the like. Though there were a lot of opportunities to join other courses, but I had planned them out and analyzed through a SWOT analysis and put those thought processes into that bucket, which led me to choose the MBA Programed.

2. Could you share any happy moments or memories of college life during your MBA?

We don't know how we spent those 2 years of the MBA journey; it was the first batch of VTU. The entire system was very new for us, even the Faculty, friends, and subjects. We had very good faculty members at that time, and we used to enjoy each moment of the class in college. We also had very good batch mates in the sense that if someone is not good at a particular subject, we used to sit together whenever we were free, and we used to learn by sharing our knowledge and ideas with others, so it helped a lot to create a strong bond relationship with my mates, and we used to enjoy a lot of the greenery of nature while wandering around the campus, and it was a great experience to be a part of the JNNC MBA department.

3 Is an MBA in finance required or useful to manage global finance and accounts? If yes, what are the growth opportunities one can get in finance and accounting job?

Any finance or accounting job requires a strong technical background with a strong foundation in accounting principles, as well as exposure to finance-related activities that will relate to their real-world experience. Having a deep knowledge of new trends in the market and being able to interpret them will play an important role. We have a few applications that can help you build your knowledge of finance, such as Microsoft Intelligence and Power BI. You also need to perform well in all the operations, which will enhance your opportunity to grow to a higher position, and the success rate of the individual will be at a higher price.

4. In your opinion, what are the most important factors to consider when accounting for Intercompany transactions?

Let me put it this way: Suppose Pearlite Company has a branch in Shimoga, and they may have some branches in Davangere, some branches in Chitradurga, and some branches in Belgaum, there may be customer requirement in Belgaum, but the Belgaum unit does not have that type of product. Now, the product has been moved from Shivamogga to Belgaum unit, it is as if Rs 10 has been transferred from the shirt pockets to the pant pockets; no monetary traction has occurred. Here in the company, it is not being sold directly to any other organization. These transactions have to be recorded, and they are treated as intercompany transactions. Intercompany transactions can be recorded using different methodologies, and each company works in a different way. In a nutshell, we simulate our financials and ensure that whenever intercompany transactions take place, the net effect must be zero. The company is like a pyramid structure, and what happens in pyramid structure is that the top layer is a holding company, which holds the rest of the organization; the main is a subsidiary, so once they integrat their financials and books of accounts, the net effect of the intercompany transactions on the assets or liabilities must be zero.

5. What are things that should be considered when creating a budget?

To talk about budgeting, normally, the CEO or CFO of the organization decides to have a particular turnover for the year, and then other things will be considered. For example, HP has different streams of revenue recognition. The time management system (TMS), where time and material will be considered, is the fixed bill revenue method. Like this, many methods are used to project the revenue and expense parts. We include monthly revenue in the fixed bill and other projected items in the budget.

6. What is the accounting standards followed for the company accounts?

When we talk about accounting standards, there are three accounting principles based on which those standards are made. We don't go through all of the accounting standards by opening the book every day, but our framework is SOX control, so the other way to answer the question is yes, we do use them, but in the form of SOX control.

7. How will your company handle the month-end process?

I will give a brief, on month-end activity. We prepare a month-end check list for our company. My team begins a month-end process seven days before the beginning of the following month. Here we classify the transactions as intra-company or intercompany; for example, the interest schedule starts with whether it is an intercompany-related interest or one borrowed from the financial institutions. This is how we start our month-end process. Once this work is completed, we prepare bank reconciliation statement. We reconcile the bank book with the company's general ledger. The workday zero is bank reconciliation, and then we work on accruals, which is +3 days of the next month. The month-end process has workdays of (-7), (+3), and 0.

8. Could you please explain the accruals to us?

During this month, you would have taken the survey for which you have not received the invoice before you closed your accounts for this month. There will be subcontractor charges. They will render the survey, but the invoice will not be received on time during the month, and this is one of the accruals. Secondly, if you have borrowed money from the bank, you have to pay it back next month. Since you're not paying at the month's end, you have to make an accrual of the particular amount. Similarly, audit fees are not something you will pay every month. Prepaid expenses and outstanding expenses are called as accruals.

9. How do you determine your daily cash requirements? What are the techniques that you use?

For example, I have booked 3 vendors in my ledger: one is for the audit fees, one is for subcontract charges for utility maintenance, and one is for diesel for vehicles. This can be prepared in two ways, the first being the direct cash flow method, which is required for financial planning, and the other being cash flow forecasting. Every week, we need to prepare for the cash flow requirement. For example, if there are 10 customers, their billing days will be 30 days, and their vendor payment days will be 15 days in their cash flow. Using the invoice details, we forecast the cash flow required for the payment. The inflow of each will be the customer, and the outflow of cash will be the vendor.

10. What effect does GST have on today's finance and accounting system?

Actually, the GST is a good tool for tax regulation and has made many things mandatory for companies.

11. What are the scope and challenges of automation in the field of finance and accounting?

Using various upgraded technologies has many advantages, and the results will be more accurate, like with SAP and Power BI. Various industries have been embracing automation for some time. On the one hand, industrial manufacturing companies have been using automation; where giant robots are being used to assemble products, create armor, etc. Automation is one of the most exciting technologies in business today. There is a lot of scope for development in career growth, and automation.

12. What are the most important factors to consider for effective company audits?

Why do we make audits? Because it is like getting feedback: somebody asked a question on SOX control and accounting standards. In this particular audit, the auditors have their own check list. They call it PBC (provided by the client). I have a checklist of activities to be considered when I start an audit of any company. For example, under "revenue," what are the different types of revenue? Once revenue is captured, what are the expenses? We need to provide it so that it will help create a lot of opportunities as well as enhance your prospects.

13. What are the essential basic skills and knowledge required for jobs in the financial sector?

So for getting a job in the finance field, first and foremost, we have to choose which domain we want to work. Wherever you go three accounting principles that come handy, innovation, creativity, and skills of the individual makes them to be successful. In MBA, we will get a degree, but the practical approach that we implement in our career becomes significant in the profession. We must work through the practical aspects and solve problems of the business which gives them a sense of confidence.

14. What are the trends that you have observed in the finance field over these years?

When it comes to financial trends, I talked about GST earlier, but there is also going to be service tax, VAT, and many other things. There is now one nation and one tax. As a result, the GST has altered every business. The other areas, like interest rates, are also on the real estate sign and look at the Real estate market. Overall I can say that still lots of changes are expected to come in the field of finance

Alumni Accomplishments



Thank You



Class of 1998-2000

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ALUMNI - LETTER

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Issue 3

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Preparation for Interviewl Best Practices of Company I
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ALUMNI PROFILE : Mr. Vijay K,



He is Mr. Vijay K, an MBA graduate (finance) from the JNNCE Shivamogga [1998–2000] batch. He is currently employed as a Regional Head and Vice President at IndusInd Bank Limited, Bangalore, India, where he is in charge of corporate and institutional clients in the states of Karnataka, Telangana, and Andhra Pradesh. He has been awarded many times for achieving the company's targets. He takes care of building the relationship managers' team, guiding and driving the business in three states, and developing strong working relationships with key decision-makers at institutional clients.



1. What factors influenced your decision to pursue an MBA program, and how did you approach it?

Following the completion of B.Com, many different platforms are available, including CA, CS, ICWA, and M.Com. The reason I chose an MBA was to gain valuable skills. The MBA programme is a professional course that comes with lots of challenges, an expansion of the network, entrepreneurial skills, and global exposure. According to me, the best MBA programme is one that aligns with our goals, offers positive student outcomes, and targets the skills we want to develop as per the industry requirements.

2. Please share special moments or memories of your campus life at JNNCE-MBA?

College life is one of the most remarkable and lovable times of an individual's life. Unlike school life, college life has a different experience, and a person needs to have this experience in his or her life. College life exposes us to completely new experiences that we always hope to have after we finish school. Lucky are those who get the chance to enjoy their college life, as many people don't get this chance due to their circumstances or financial issues. For every person, college life has a different meaning. While some people spend their college life partying with friends, others become more cautious about their careers and study hard. In any case, everyone enjoys their college experience and wishes to relive it once it is over. There are a lot of memorable things that we miss now. We miss the canteen-time, the discussion hall, rooms and almost everything at the college. Most importantly, we miss our friends, who are well settled in their professional and personal fronts in such a short span of time.

3. What made you choose finance specialisation in MBA?

Finance has always piqued my interest, and it has been my favourite subject; thus, I chose finance as my specialization.

4. How has MBA supported your career?

MBA has been my dream since my childhood. It was a great privilege to know about the vast and deep wisdom in MBA, and I was always exposed to gain knowledge. Even the faculty were very supportive and I took advantage of every opportunity.

5. What are the important questions you encountered during your interviews?

There are numerous questions I encountered during the interview. I divide interviews into two sections: one for those with prior experience and one for those with no experience. When you have experience, interviews will be more conversational than formal. The hierarchical person engages you in a formal conversation to know about your work experience, current role, accomplishments, and how you will benefit the current organization. Most of the time, the fresher does not know about the job role. So many steps need to be followed to assess the candidate in the interview, and to do so, a variety of questions need to be asked, ranging from general employment queries to complex mathematical problems. Generally, the first round of interviews will be aptitude, followed by the HR round, and finally the technical round of interviews will be conducted by the manager or team lead. Practicing for this type of job interview can help you crack the interview. If you have good critical thinking skills, it will improve your ability to respond clearly and concisely under pressure. Reviewing common finance interview questions with a friend or family member is a good way to increase your chances of making a good impression

6. Share information about your current job, such as roles and responsibilities.

I am presently working for IndusInd Bank Limited, Bangalore, India. The job primarily involves originating and managing business from corporate and institutional clients in the states of Karnataka, Telangana, and Andhra Pradesh. Build the relationship managers' team, guide, and drive the business in three states. Develop strong working relationships with key decision-makers at institutional clients. Representing the respective state lead bank committee and presenting the bank's key deliverables Create and

manage an asset book worth over 1000 crore and a liability book worth over 1200 crore..

7. Is an MBA in finance required or useful to manage wholesale banking? If yes, what are the growth opportunities one can get in a finance job?

MBA is almost always required to get a job as a fresher. It holds a lot of value to get the job, and after certain years, the MBA degree certificate will not hold much value since your work experience will say more about you. Usually, the major private banks like HDFC, ICICI, Axis, and SC hire MBA graduates for different roles. It's important for you to know which role you want to take on. If you specialise in MBA finance, these are the fields you can work in: Corporate Finance, Risk Management, Treasury, Loans, and Equity. Moreover, each role provides you with multiple opportunities.

8. According to you, what are the major things that should be considered for relationship management, credit assessment, liability, trade finance, FX, and capital markets?

Relationship management involves strategies to build client support for a business and its offerings and increase brand loyalty. Most often, relationship building occurs at the customer level, but it is valuable between businesses as well. A credit assessment, also known as a credit check, is used to assess the solvency of companies and individuals. Usually, consumers are subject to checks when applying for a loan or paying for purchases in instalments. Forex trading is the process of speculating on currency prices to potentially make a profit. Currencies are traded in pairs, so by exchanging one currency for another, a trader is speculating on whether one currency will rise or fall in value against the other.

10. How will your company handle credit facility documentation?

The company may sanction credit based on collateral that may be sold or substituted without altering the terms of the original contract. The facility may apply to different projects or departments in the business and be distributed at the company's discretion. The period for repaying the loan is flexible and, like other loans, it depends on the credit situation of the business and how well the applicant has paid off debts in the past.

11. When working at IndusInd Bank Limited, how do you manage a $1 billion book of assets or liability?

When customers deposit money into an account, the deposit is viewed as a liability; the bank owes this money to its customers and is obligated to return the funds when the customers want to withdraw their money. The primary responsibility is to assess the customer's ability to repay the loan. Today's technology simplifies and keeps everything at our fingertips. Our bank has new technology that allows us to assess the client's history before making the loan. This is one of the major works in asset and liability management. I used to have a client search and schedule the meeting with the prospective clients. Based on the project requirements, its pros and cons, further processing was done.

12. What are the recent changes in the non-performing assets (NPA) management by the banking sector?

Non-performing assets is not a new concept, but there have been some changes and reforms implemented since last year. A loan that has been due for more than 90 days is considered a non-performing asset (NPA). NPA is classified into different categories based on the due date. The new NPA law and the Insolvency and Bankruptcy Act have resulted in numerous changes that allow for quick and easy NPA decisions.

13. What are the basic regulatory things that are considered in the banking sector?

For business development and relationship management, one of the basic requirements is KYC. KYC means "know your customer" or "know your client." The banks must consider not only the interests of the customer but also the development of the bank in the process. The banks are totally dependent on interest revenue. The basic regulatory function is assessing the client's credibility to repay the loan and the interest. And

in last few years, a new trend has emerged that is changing and moving us toward greater digitalization, such as E-checks (electronic payment services) and electronic fund transfers (EFT). As a result, new requirements for these services are emerging. Hence the role of Information technology in the banking sector has been pivotal.

14. What are the trends that you have observed in the finance field over these years?

I link this to the banking sector. The banking and financial services industry has been focusing on innovations driven by technology. Key trends driving these innovations include ongoing digital transformation, collaboration with FinTech, and the increasing role of artificial intelligence and robotics. FinTech has been one of the major trends in the banking sector over the past few years. Phone-pay, Google Pay, PAYTM, and PolicyBazaar are some examples.

Thank You



Class of 1998-2000

Kindly deliberate on impact of recent mergers and acquisitions in Indian banking scenario on your company?

Mergers are not a new trend in the banking sector. Many banks have merged in the last decade, However, mergers have not impacted the IndusInd Bank significantly. For example, in 2008, HDFC Bank made the acquisition of Centurion Bank of Punjab, which had no impact on the private banks. I would like to give one example here. Now, JIO wants to start a new business, for which they need 80,000 crores. The company will not have 80,000 crores for new business. They will have 10,000 crores and borrow the remaining from various banks; the IndusInd Bank will provide them with 8,000 crores. Like this, each bank plays its own role in the market. Because each bank's strategy is different and India is moving toward $5 trillion economy. Overall, I can say that bank mergers will have little impact on IndusInd Bank.

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