



**GD-PI training : THE MANAGEMENT DEVELOPMENT PROGRAMME
(World-Class Education & Training for Life)**

Experience a
premier Business School
before going to one.





Dear Budding Manager,

The MBA (Master of Business Administration) is the world's most sought-after postgraduate education as it is an imperative stepping stone towards a successful management, leadership and entrepreneurial career.

In the era in which we live, the reach and the scale of operations are necessities as companies are diversified and multi-faceted. This global thinking and local planning increase the scope of an MBA substantially as an education in management provides a basket of the requisite knowledge, skills and mind-set needed to survive and to succeed in this demanding environment.

In this globalised and liberalised environment, it provides a passport towards wider career options, superior employment positions, faster career growth and enhanced income potential.

To pursue a postgraduate education in management entry into a (premier) business school is mandatory. However, there exists a gross mismatch between demand (number of aspirants) and supply (number of seats). This economic discrepancy is bridged by a Written Test followed by Group Discussion and Personal Interview.

To overcome the seemingly insurmountable second barrier we bring your way our 'Management Development Programme (MDP)' - a programme that aspires to epitomise the training towards Soft-Skills Development in general and Group Discussions & Personal Interviews in particular.

The training details are enclosed.

Notwithstanding the same, in our endeavour towards continual development and excellence we reserve the right to modify the programme, modus-operandi and pedagogy without prior notice.

The objectives of this programme are as follows :

- To ensure an overall development.
- Development of the requisite Aptitude, Abilities and Attitude.

This programme will also go a long way in helping :

- Towards campus placements.
- Towards job interviews.
- In the corporate world.
- In managing businesses.
- Throughout life.

Let us not be myopic, any more, in life.

With best wishes.

SIR

MA'AM

&

(Mr. Sandip Sen)

(Dr. Soma Sen)



Indomitable and Irrefutable combination

The new **GOLD** standard

TCC CLASSROOM & TCC ONLINE

The Legendary Classroom Training



Exemplary Online Learning



Enjoy the best of both worlds

➤ **Plan of Action**

- Customised 'Plan of Action'
- Customised 'Research Projects'
- General 'Plan of Action'

➤ **One-to-one Planning**

- Personalisation at its best
- Customisation at its best
- Conducted, individually, for every single student
- Customisation of 'Plan of Action' for every single student
- Customisation of 'Research Projects' for every single student
- In accordance with the background, competence, interests and aspirations of the particular student

➤ **Onset Evaluation**

- Personal Interview
- Analysis of academic, professional, extracurricular, work and general facets
- Written Ability Test
- Individual feedback
- Absolute benchmarking
- Relative benchmarking

➤ **One-to-one Evaluation & Feedback**

- Once more, Personalisation at its best
- Once more, Customisation at its best
- For Communication Sessions
- For Psychometric Testing
- For Group Discussions
- For Personal Interviews
- For Group Interview
- For Written Ability Tests (WATs)
- For Forms, SOP, LOR, CV
- For Business School selection





Hard Skills

Concepts Phase

➤ Form-Filling Concepts

- Frequently Asked Questions
- Customised Questions
- Academic, Professional, Extracurricular, Work and General facets
- Resume / Curriculum Vitae (CV)
- Statement of Purpose (SOP)
- Letter of Recommendation (LOR)

➤ Essay Writing Concepts / Written Ability Test (WAT) Concepts

- Topic Interpretation
- Thought Organisation
- Template Structuring
- 'Lead-in' Strategy
- Essay-language mode

➤ General Knowledge Concepts

- General
- Particular

➤ Case Study Concepts

- Fundamentals of Case Analysis
- Methodology
- SWOT analysis
- Macro analysis
- Micro analysis
- Innovation
- Solution

➤ Management Concepts

- Fundamentals
- Basic Elements
- Planning
- Organising
- Leading
- Controlling
- Staffing
- Staff Functions
- Line Functions
- Functional Areas



➤ Human Resource Concepts

- Personnel Management
- Human Resource Management
- Industrial Relations
- Human Resource Development
- Organisational Development

➤ Finance Concepts

- Accounting Concepts
- Books of Accounts
- Depreciation, Inventory
- Working Capital
- Capital Budgeting
- Cash Flow, Fund Flow
- Ratio Analysis

➤ Economics Concepts

- Fundamentals
- Microeconomics
- Macroeconomics

➤ Marketing Concepts

- The Paradigm Shifts, The Trends
- Fundamentals
- The Process of Marketing
- Marketing Research
- Customer-driven Engineering
- Distribution
- Promotion
- Selling
- Customer Support
- Services
- Segmenting, Targeting, Positioning

➤ Leadership Concepts

- Initiative
- Planning
- Decision Making
- Problem Solving
- Time Management
- Activity Management
- People Management



➤ **Communication Concepts**

■ **Verbal**

- Presentation Skills
- Oratory skills
- Verbal ability
- Lexical cognisance
- Ratiocinative skills
- Speech edifice

■ **Non-verbal**

- Communication sans words
- Body Language, Eye Contact and Listening
- Mannerisms and Expressions
- Personality, Attitude and Behaviour
- Esprit-de-corps
- Leadership qualities
- Decision making
- Problem solving
- Alacrity
- Kinesics

➤ **Public Speaking / Extempore Concepts**

- Public Speaking techniques
- Extempore techniques
- General topics
- Abstract topics
- Interpretation Strategy
- Implementation Strategy
- Parlance Strategy

➤ **Group Discussion Concepts**

- The Essence of a GD
- GD - a Science and an Art
- Fundamentals
- Testing Grounds
- Initiation and Innovation
- Content
- Verbal Communication
- Non-verbal Communication
- Group Behaviour
- Concluding
- Verbal Summarising
- Written Summarising



➤ **Group Activity / Group Exercise / Group Task Concepts**

- Fundamentals
- Testing Grounds
- Myriad Possibilities
- Group Chemistry

➤ **Group Interview Concepts**

- Fundamentals
- Testing Grounds
- Many-to-many Mapping
- Handling the Aberration
- Marginal Features
- Focus Areas

➤ **Personal Interview Concepts**

- The Essence of an Interview
- Interview - a Science and an Art
- Fundamentals
- Testing Grounds
- The Process
- Self Knowledge
- Self Awareness
- Past Knowledge - *fait accompli*
- Future Knowledge
- Incidental Knowledge
- Handling of Frequently Asked Questions
- Handling of Tricky Questions
- Handling of Tricky Situations
- Questions to ponder on



➤ **Communication Sessions**

- 6 sessions per candidate
- Participation in Public speaking
- Participation in Extempore
- Participation in Presentation
- Participation in Debate
- Participation in Creative Writing
- Diverse Topics
- Diverse Situations
- Presentation Skills
- Oratory Skills
- Performance Attitude
- Stage Kinesics
- Individual evaluation, analysis and feedback

➤ **Essay Writing / Written Ability Test (WAT)**

- 10 sessions per candidate
- Sessions covering myriad topics
- Individual evaluation, analysis and feedback
- Topic feedback

➤ **Psychometric Testing**

- 2 sessions per candidate
- Word Relationship Test
- Situational Relationship Test
- Thematic Apperception Test
- Thought-buster Session
- Mind Mapping
- Individual evaluation, analysis and feedback

➤ **Form Filling**

- Business School forms
- Resume / Curriculum Vitae (CV)
- Statement of Purpose (SOP)
- Letter of Recommendation (LOR)
- Individual evaluation, analysis and feedback



Applications

➤ Group Discussions

- 8 sessions per candidate
- Sessions covering myriad topics
- Social, Political, Economic issues
- Abstract Scenarios
- Case Studies
- Audio-visual Sessions
- Group Activities
- Group Exercises
- Group Tasks
- Individual evaluation, analysis and feedback
- Topic feedback

➤ Group Interview

- 1 session per candidate
- Evaluation of Hard Skills and Soft Skills in a group setup
- Individual evaluation, analysis and feedback
- Absolute Benchmarking
- Relative Benchmarking

➤ Personal Interviews

- 5 sessions per candidate
- Covering the entire spectrum
- Evaluation of Hard Skills
- Evaluation of Soft Skills
- Academic facets
- Professional facets
- Extra-curricular facets
- Work facets
- General facets
- Panellists -
Corporate recruiters,
Campus recruiters,
HR managers,
Functional experts
- Interviews to be video recorded
- Evaluation, Analysis, Feedback and Playback of the interviews





Name : Kiran Rathi

School : Vikram Balika, Howrah ; Shree Jain Vidyalaya, Howrah

Business School : "TCC Management Systems"

e-mail : ca.kiranrathi@gmail.com

College : S.A. Jaipuria College (B.Com)

TCC is the best Business School in the universe. The TCC GD-PI training is a must irrespective of pursuing MBA. After 'The TCC Journey', and without doing an MBA, I am heading the Finance Department. I have been entrusted with diversified roles ranging from Marketing to Product Development. I am heading various entities and I am a torch-bearer to various start-ups. TCC is an emotion that is inseparable.

Name : Aditya Agarwal

School : Hariyana Vidya Mandir

Business School : Narsee Monjee Institute of Management Studies (NMIMS), Mumbai

e-mail : agarwaladitya297@gmail.com

College : Bhawanipur (B.Com)

The development undergone is mind boggling. Developing character, personality, communication & confidence were just a few facets of this training. Everyone provides fish but only TCC teaches the art of fishing. The training is unique, exotic and for life. The guidance, love & care received cannot be defined.



Name : Bhawna Pagaria

School : St. Thomas' Church, Howrah

Business School : Indian Institute of Management, Calcutta

e-mail : bhawiy2k@gmail.com

College : J. D. Birla (BBA)

Like the TCC CAT training, even TCC GD-PI training is world class. It is a training for life. Every aspect of the training is designed with a greater purpose which I keep experiencing & realising every day at IIM-C and in daily life. TCC made me future ready. TCC, my second home, is the fulcrum of my success.

Name : Himanshu Rathi

School : Shree Jain

Business School : Indian Institute of Management, Kozhikode

e-mail : hrathi02@gmail.com

College : Umeschandra (B.Com)

Thanks to "Crystal Clear Concepts", TCC has the potential of turning an average student into an exceptional one. The "Plan of Actions", one-to-ones and relentless push ensure that goals are set, customized and achieved flawlessly. Post TCC, I find myself altogether a different person. TCC has been a torchbearer in the lives of students and it is a pleasure being a part of this inseparable family.



Name : Shubhangee Sharma

School : Raghuraj, Shahdol ; Shiksha Niketan, Amarkantak

Business School : Faculty of Management Studies, Delhi

e-mail : shubhangeesharma8@gmail.com

College : Banga Basi (B.Com)

Because of Covid-19, we had to attend GD-PI training online. Sir, Ma'am & The TCC Team were so obsessively guiding, supporting & caring at every step that we never felt it was online. The amount of customisation & personal attention provided is highly enriching & is a surreal experience. Like for CAT, even in GD-PI the focus on overall development is so immense that one will undergo a metamorphosis.



Testimonials

Eternal Advantage



Name : Avantika Jhunjhunwala

School : Bharatiya Vidya Bhavan

Business School : Indian Institute of Management, Ahmedabad

e-mail : avantikajhunjhunwala@yahoo.in

College : St. Xavier's College (B.Com)

The best thing about TCC is that the objective of the GD-PI training is not to prepare the candidates just for the upcoming Business School interviews. A holistic approach is being followed and the training undergone will find its application throughout one's corporate life. Overall, it was a very enriching experience.

Name : Md Safdar

School : National High ; St. Thomas, Dasnagar

Business School : S.P. Jain Institute of Management and Research, Mumbai

e-mail : safdar0498@gmail.com

College : St. Xavier's College (B.Com)



Opting for TCC is one of the best decisions I have taken in my life. It transformed me to the extent that during interviews, I could analyse situations & circumstances better than most and I was equipped with multiple answers to almost every question. It was a training for life and it does not get better than this.



Name : Gunjeeta Jaju

School : St. Helen's ; Loreto

Business School : Faculty of Management Studies, Delhi

e-mail : jajugunjeeta@gmail.com

College : IEM (B. Tech)

Every single day spent at TCC has been amazing to the core. TCC is lot more than an institute for CAT & GD-PI. I feel extremely blessed & fortunate to be a part of this family. I will forever be indebted to Sir & Ma'am for the mind-boggling transformation in me & changing my perspective towards studies & life.

Name : Sanmay Bhaumik

School : St. James'

Business School : Symbiosis Institute of Business Management (SIBM), Pune

e-mail : sanmay.bhaumik@gmail.com

College : Prafulla Chandra (B.Com)



There was always a wide gap between what I think and what I am able to produce under pressure. TCC closed this gap. TCC gave me the motivation and push, helped me focus and prepared me mentally and physically for the challenges ahead. Under Sir's & Ma'am's mentorship, guidance and care I did a lot of growing up. The experience and values inculcated will last me a lifetime.



Name : Radhika Juthani

School : La Martiniere

Business School : IBS, Hyderabad

e-mail : radhikajuthani294@gmail.com

College : J. D. Birla (B.Com)

TCC is my second home. It took my hand, opened my mind and touched my heart. TCC helped me enter a Business School with 99.9 percentile in GD-PI, top MBA, get scholarship twice and convert RBI's coveted placement. Such is the TCC training that even the teachers at my college were amazed to see such professionalism in me. TCC is indeed the best thing that has ever happened to me.

Crystal Clear Concepts = Glory

Testimonials

Eternal Advantage



Name : Ridhima Lohia

School : Akshar ; La Martiniere

Business School : Indian School of Business (ISB), Hyderabad

e-mail : ridhimalohia@gmail.com

College : St. Xavier's College (BBA)

The customised GD-PI training focusing on each individual's strengths and weaknesses is rare to experience. By building a strong, positive relationship with the students, the TCC team continuously motivates the students to give their very best. The practical tools learnt will help us in our work lives, too.

Name : Krishna Gupta

School : M.C. Kejriwal Vidyapeeth

Business School : Narsee Monjee Institute of Management Studies (NMIMS), Mumbai

e-mail : guptakrishna9697@gmail.com

College : Heramba Chandra College (B.Com)

The curriculum covers the entire spectrum and the customisation made for each and every student is unmatched. The concept classes, the different types of GDs & PIs help one reach the zenith from zero. Only we can understand the metamorphosis that an individual goes through at TCC. The TCC Journey made me accountable, responsible and a better human. The training was for life.



Name : Harshita Tibrewala

School : La Martiniere

Business School : MDI, Gurugram

e-mail : tibrewalaharshita@gmail.com

College : J. D. Birla (B.Com)

The GD-PI training at TCC is beyond World-Class. Extensive classes focussed on real-life implementation of concepts. The continuous personalization along with the constant feedback ensured maximum value-addition. The programme trained every student to be business school ready in the short term and for life in the long term. Joining TCC was the best decision of my life.

Name : Punit P. Parekh

School : Bhawanipur ; Birla High

Business School : Indian Institute of Management, Bangalore

e-mail : punitpparekh@gmail.com

College : St. Xavier's College (B. Sc)

The training is certainly the best one can get. It transcends the boundaries of GD-PI and moves into domains which will stand us in good stead in a Business School and throughout life. The ability to handle uncertainties, thinking impromptu, communicate (verbally & nonverbally) with an unperturbed demeanour in the face of adversities and to optimally leverage one's strengths are the key takeaways.



Name : Shruti Sethia

School : LakshmiPat Singhania Academy

Business School : Indian Institute of Management, Kozhikode

e-mail : shruti.sethia131@gmail.com

College : Bhawanipur (B. Sc)

The TCC GD-PI training has been phenomenal to say the least. The holistic training and learning far supersedes the requirements of the immediate interviews and will find its application for years to come. It exposes us to and equips us for all kinds of stress situations. It has been the epitome of customisation. The metamorphosis that it has brought about in me is palpable and unmatched.



Testimonials

Eternal Advantage



Name : Bharati Mitruka

School : Agrasain Balika, Howrah ; Ashok Hall

Business School : XLRI, Jamshedpur

e-mail : bharatimitruka@gmail.com

College : J. D. Birla (BBA)

TCC GD-PI training shaped me not only for facing the entrance challenges of a Business School but also trained me for life. It improved my interpersonal skills, helped me break out of my shell and taught me not just what to say but how to say it. It not only helped me recognize my potential but also helped me realize my dreams that I did not think I could fulfil. TCC will always be home for me.

Name : Yash Nyati

School : Gitanjali, Hyderabad

Business School : Indian School of Business (ISB), Hyderabad

e-mail : nyati.yash@gmail.com

College : St. Xavier's College (B.Com)

The training was a life changing experience & my admission into such a top place would not have happened otherwise. The TCC GD & PI sessions were extremely potent in removing the fear of the real ones. The biggest advantage was the focus on developing the personality rather than a myopic focus on clearing interviews.



Name : Dipti Mundhra

School : Welland Gould Smith

Business School : XLRI, Jamshedpur

e-mail : dmundhra11@gmail.com

College : St. Xavier's College (BBA)

The training is undoubtedly for life. It immensely improved my personality, communication & confidence. The training got us ready for every situation and made the actual GDs & PIs a cake walk for us. The unforgettable & the best journey undoubtedly made me what I am today and I am truly thankful.

Name : Ashish Barui

School : Gyan Bharati ; Shree Jain

Business School : National Institute of Industrial Engineering (NITIE), Mumbai

e-mail : barui95@gmail.com

College : Kalyani Government (BE)

Before TCC I did not know how to speak, behave and act. TCC unearthed my potential and instead of giving me fish it taught me fishing. If anyone will undertake TCC training seriously and follow "Plan of Action", the interviewers will be mesmerised. Half of MBA happens in these two months of training. The whole TCC experience in one word is "WOW". Also, I got one more set of parents (Sir & Ma'am).



Name : Shruti Mimani

School : Mahadevi Birla World Academy

Business School : Indian Institute of Management, Indore

e-mail : shruti_mimani@yahoo.co.in

College : Shikshayatan (B. Sc)

From failing to properly draft a simple sentence, to being able to fluently deliver germane arguments, it has truly been a metamorphosis in my mannerisms & personality. The rigour & intensity imbibed in me nerves of steel, so I could tackle GDs & PIs with aplomb. TCC has made me realise a seemingly inconceivable dream.

Crystal Clear Concepts = Glory

Testimonials

Eternal Advantage



Name : Maitri Vira

School : Ballygunge Shiksha Sadan ; Mahadevi Birla Shishu Vihar

Business School : Narsee Monjee Institute of Management Studies (NMIMS), Mumbai

e-mail : viramaitri@yahoo.com

College : Shikshayatan (B.Com)

TCC helped me discover myself and made me a better human being. It has immensely helped me to improve my communication skills. The faculty members have always been easily accessible and most of the doubts are cleared even before they arise. I have never seen any other place where each and every student is given so much personal attention and everything is given so much attention to detail.

Name : Karanveer Singh Grewal

School : St. James'

Business School : Indian Institute of Management, Calcutta

e-mail : karanveer_grewal@yahoo.com

College : Jadavpur University (BA)

The training is flawless, the only reason I am in IIM-C is because of this. The level at the actual IIM interviews themselves was not this good and exhaustive. I am glad I was part of the training. Sir and Ma'am do their parts with unparalleled dedication and I was fortunate enough to learn this from them.



Name : Parul Laddha

School : Manav Mangal, Mohali ; Bhavan, Chandigarh

Business School : Indian Institute of Management, Lucknow

e-mail : parulladdha@yahoo.co.in

College : St. Xavier's College (B.Com)

TCC is indeed a training for life. It has been a life-changing experience for me and it has changed my perspective towards life. It has developed my personality and skills by notches. It has prepared me for the corporate world however challenging and demanding it may be. The entire journey at TCC has been phenomenal and enriching. TCC has been a second home and it will continue to be so forever.

Name : Varun Bajaj

School : La Martiniere

Business School : Indian Institute of Management, Bangalore

e-mail : varunbajaj0510@gmail.com

College : St. Xavier's College (B.Com)

TCC allows one to experience a Business School before going to one. It ensures a tailored approach towards each student. The GDs & PIs are a "sine qua non" part of the curriculum that equips one to not only perform but also to evaluate one's performance instilling a feedback mechanism to facilitate constant self-improvement. Words cannot capture the essence of my TCC Journey.



Name : Nikita Agarwal

School : Nirmala Convent, Siliguri

Business School : Indian Institute of Management, Ahmedabad

e-mail : agarwal.8nikita@gmail.com

College : Sikkim Manipal (B. Tech)

The TCC training is by far the best training I have undergone and I am sure the feeling is going to be the same for everyone who has traversed this journey like me. This training builds self-confidence and helps create habits like discipline, punctuality, deadlines, commitment and the never-give-up attitude. It made my life a lot simpler at IIM-A. I am always going to be grateful to TCC for training me for life.



Life at TCC

Business School & Corporate Advantage

Classroom



Genesis of Crystal Clear Concepts

Study Room & Library



Self-research & Development

Video Room



Backup

Computer Laboratory



At last the mouse bells the CAT

5000 square feet of state-of-the art infrastructure transcending new frontiers



Life at TCC

Business School & Corporate Advantage

Conference Room



Highway to the corporate echelon

Interview Room



360° Appraisal

A TCC Support Edifice



Continuous & Relentless Care and Support

Cafeteria



Stimulating & Rejuvenating

All the images used are real and any resemblance to any TCC student is purely intentional



6th Alumni Meet
Hosted by TCC-11 students



7th Alumni Meet
Hosted by TCC-12 students



8th Alumni Meet
Hosted by TCC-13 students



9th Alumni Meet
Hosted by TCC-14 students

Actions speak louder than words



10th Alumni Meet
Hosted by TCC-15 students



11th Alumni Meet
Hosted by TCC-16 students



12th Alumni Meet
Hosted by TCC-17 students



13th Alumni Meet
Hosted by TCC-18 students

Why depend on TCC students when you can be one of them ?

ACHIEVEMENTS

GD-PI Results : Monumental

- Best results in the country, by a long margin, since inception (May, 2001), i.e., for the last 20 years.
- Also, for the last staggering seventeen years (2004-05 to 2020-21),
 - IIM(s) call-conversion has been above 90 %
 - XLRI call-conversion has been above 80 %
 - Overall call-conversion (all business schools included) has been above 90 %

Career Results : Beyond Comparison

Thanks to the CAT and the GD-PI trainings,

- Till date more than 150 TCC students have got the best placement in their respective business school.
- TCC students have got the best all India placements, all business schools combined, for 4 consecutive years.
- No other institute in the entire country has been able to match this feat.

**End of a hypothetical argument.
(A real one has ceased to exist long back)**



TCC MANAGEMENT SYSTEMS

8/1A Little Russel Street Ho Chi Minh Sarani Crossing
Near Metro Plaza Above Little Russel Street Post Office Calcutta - 700 071
Phones : (033) 4000-1947 / 4001-1947 e-mail : support@tccmanagementsystems.com
www.tccmanagementsystems.com

Home of *Crystal Clear Concepts*

World-Class Education & Training for Life