

Are YOU 'Future Ready' yet ?

Get 'FUTURE READY'

at



presents

The Management Development Programme (MDP)

TCC's Legendary GD-PI-WAT Training

World-Class Education & Training for Life



Experience a premier business school before going to one or, for that matter, even without 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 an Aptitude Test followed by Group Discussion (GD), Personal Interview (PI), and Written Ability Test (WAT).

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 GD-PI-WAT 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 :

- Profound Personality Development
- Development of the requisite Aptitude, Abilities, and Attitude
- To ensure 'Overall Development' and 'Character Building'

This programme will also go a long way in helping :

- Towards business school class participation
- Towards winning competitions
- 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)**

➤ Onset Evaluation

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

➤ One-to-One Planning

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

➤ Research & Development

- Customisation of 'Research Projects' for every student
- In accordance with the background, competence, interests, and aspirations of the particular student
- Extensive Research
- Project Report Development
- Submission, Analysis, Feedback for every student

➤ 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, Group Activity, Group Exercise, Group Task
- For Personal Interviews
- For Group Interview
- For Written Ability Tests (WATs)
- For Forms, SOP, LOR, CV, Visume
- For Business School selection





Hard Skills

Theoretical 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
- Managing Glossophobia

➤ 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
- Summarising - Verbal
- Summarising - Written



➤ 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
- Future Knowledge
- Incidental Knowledge
- Handling of Frequently Asked Questions
- Handling of Tricky Questions
- Handling of Tricky Situations
- Questions to ponder on
- Strategising Interviews





- **Communication Sessions**
 - 6 sessions per student
 - 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 student
 - Sessions covering myriad topics
 - Individual evaluation, analysis, and feedback
 - Topic feedback

- **Psychometric Testing**
 - 2 sessions per student
 - 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

- 7 sessions per student
- 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 student
- Evaluation of Hard Skills and Soft Skills in a group setup
- Individual evaluation, analysis, and feedback
- Absolute Benchmarking
- Relative Benchmarking

➤ Personal Interviews

- 6 sessions per student
- 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
 - Alumni from top business schools including IIMs and XLRI
- Interviews to be video recorded
- Evaluation, Analysis, Feedback, and Playback of the interviews





Evaluation Components

Business Schools' Expectations

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

A test of topic interpretation, thought organisation, language, presentation, and written communication skills.

➤ **Extempore**

A test of alacrity, topic interpretation, thought organisation, language, presentation, ratiocination, verbal and non-verbal communication skills.

➤ **Psychometric Testing**

A test of a candidate's attitude, consistency, and emotional quotient.

➤ **Group Discussion (GD)**

A topic-based discussion amongst a number of participants evaluating knowledge, skills, and attitude. A test of initiative, innovation, group behaviour, verbal and non-verbal communication skills.

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

An activity undertaken by a group of candidates towards an objective – explicit or otherwise. A test of initiative, innovation, alacrity, and group behaviour.

➤ **Case Study / Case Discussion (CD)**

A social / political / business / abstract situation analysed by candidates in a group discussion set-up. Test of problem solving skills on the face of uncertainty, ambiguity, and information constraint.

➤ **Personal Interview (PI)**

A one-to-one or a many-to-one set-up. A panel comprising one or more members evaluate(s) the candidate's Hard and Soft skills. A test of Academic, Professional, Extracurricular, and Work-related competence. A veritable 360-degree appraisal.

➤ **Group Interview (GI)**

A one-to-many or a many-to-many set-up. A panel comprising one or more members evaluate(s) multiple candidates in tandem. A test of Hard and Soft skills in a group set-up.



A cerebral, personalised, customised, conceptualised, theoretical, and practical training will ensure surmounting the seemingly insurmountable barriers.



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-WAT 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 : Harsh Harlalka

School : Delhi Public School, Megacity

Business School : Indian Institute of Management, Kozhikode

e-mail : harshharlalka1306@gmail.com

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



The TCC MDP Journey evolved my personality beyond belief. I got support like I had never gotten, I learnt things I never thought were needed to be learnt and I experienced things that I never thought could be experienced. I am at IIM-K experiencing a 2-year version of the journey I have already experienced at TCC. My gratitude for TCC knows no bounds for preparing me for life.



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-WAT 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 and 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 motivation 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 : Bangabasi (B.Com)

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



Name : Avantika Jhunjunwala

School : Bharatiya Vidya Bhavan

Business School : Indian Institute of Management, Ahmedabad

e-mail : avantikajhunjunwala@yahoo.in

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

The best thing about TCC is that the objective of the GD-PI-WAT 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 and 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 and GD-PI-WAT. I feel extremely blessed and fortunate to be a part of this family. I will forever be indebted to Sir & Ma'am for the mind-boggling transformation in me and changing my perspective towards studies and 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.



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 (BMS)

The customised GD-PI-WAT 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 and WATs 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-WAT training at TCC is beyond World-Class. Extensive classes focussed on real-life implementation of concepts. The continuous personalisation 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 : punitparekh@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-WAT 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 and non-verbally) 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-WAT 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.



Success Stories

Training for Life



Name : Bharati Mitraka

School : Agrasain Balika, Howrah ; Ashok Hall

Business School : XLRI, Jamshedpur

e-mail : bharatimitruka@gmail.com

College : J. D. Birla (BBA)

TCC GD-PI-WAT 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 and my admission into such a top place would not have happened otherwise. The TCC GD, PI and WAT 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 (BMS)

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

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 and 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 and care received cannot be defined.



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 and personality. The rigour and intensity imbibed in me nerves of steel, so I could tackle GDs, PIs and WATs with aplomb. TCC has made me realise a seemingly inconceivable dream.

World-Class Education = Future Ready

Success Stories

Training for Life



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 & 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 and WATs 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.



One-to-One Session

Classroom



WAT



Group Discussion



Interview



360° Appraisal, Analysis, Feedback, and Playback

Playback



Introspection

Corporate Presentation



Hard & Soft Skills Development

Future Ready



Training for Life



The TCC Children are Everything

Eternal Bonding



Customised jerseys designed by The TCC Children



No words are enough to thank The TCC Children

The surreal emotions of The TCC Children displayed overwhelmingly during their respective last class.



8th Alumni Meet
Hosted by TCC-13 students



10th Alumni Meet
Hosted by TCC-15 students



11th Alumni Meet
Hosted by TCC-16 students



15th Alumni Meet
Hosted by TCC-23 students

TCC is the only institute to host Alumni Meet every year which is conceived, planned, and organised by the outgoing batch.

World-Class Education & Training for Life *resulting in* **TRANSCENDENT ACHIEVEMENTS**

GD-PI-WAT Results : Monumental

- Best results in the country, by a long margin, since inception (May, 2001), i.e., for the last 23 years.
- Also, for the last staggering twenty years (2004-05 to 2023-24),
 - 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 : Matchless

Thanks to 'The TCC Journey' (CAT and GD-PI-WAT trainings),

- Till date more than 200 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

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e-mail : support@tccmanagementsystems.com
www.tccmanagementsystems.com



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