

Proposal



Career Guidance & Placement Training Workshop

The document outlines a proposal for CareerCarve to conduct intensive placement training activities.

ABOUT CAREERCARVE

CareerCarve works in the space of mentoring B-School students. We have worked with some top B-Schools in India. Our offerings are modeled on best practices at top B-Schools in the country. We emulate rigour of placement preparation in these institutes. It is our endeavor that students make their career decisions wisely, with the backing of solid information and accurate advice.

We employ career guidance, resume building, group discussions, personal interview training and more as means to engage individually with students. We understand their experience, skills and aspirations and provide them customized suggestions to achieve their desired goals. We tap into our vast network of prominently placed panelists to make available the best possible advice and guidance to students.

We have worked with over 35,000 students and professionals since 2011.

OUR CLIENTS



And Many More...

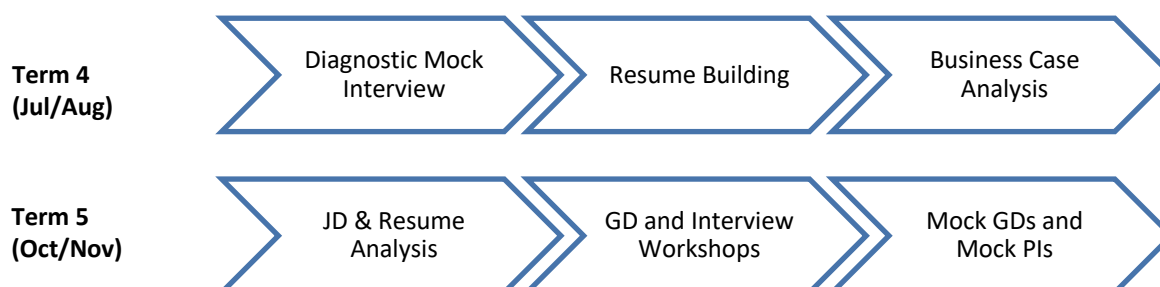
PROPOSED ENGAGEMENT

A term wise training plan is as given below for 2nd year students. The details of each of these modules is in the table that follows. This is our proposal for a complete and holistic training of the students so that they can maximize outcomes during placements. We have run all the new modules proposed here across many of our A-list clients and have found great success and utility for the students.

We strongly urge that all these activities been conducted for your students. However, we understand that each institute has its own needs and hence all these activities are highly modular. We can discuss and arrive at a set of activities that will be relevant for your students.

Note: A WhatsApp group would be created separately for PGP1 & PGP2 students for continuous engagement and constant counsel to students. Students can share any feedback, concerns, queries or any other matter on this group which would be addressed by CareerCarve appropriately.

TRAININGS FOR 2ND YEAR STUDENTS



TRAINING DESCRIPTION

Module	Activity	Process
1. Diagnostic Mock Interview - powered by industry experts	Students get a sense of their level of preparedness for final placements	<ul style="list-style-type: none"> 2019-20 JDs(15-20 nos from all areas) shared with batch Students choose a JD which in their area of interest CareerCarve will identify industry experts for interviews Mock interview conducted online (Skype/WhatsappVideo) at a convenient slot for both students and interview panel. This process will spread over 2 weeks as soon as students are back from internship Feedback shared with college and individual students Sets the tone for further activities to be conducted and builds a sense of purpose and seriousness
2. Resume Building	1st draft - create an initial version	<ul style="list-style-type: none"> Guideline ppt, resume template and sample CVs are shared to create the first draft of resume

	1X1 review – personalized feedback	<ul style="list-style-type: none"> • 2 rounds of individual review are done with every candidate in a classroom setup • First review: Improvement areas are mentioned as comments in every resume and time given to rework CV • Second review: Students get a second round of feedback (using comments) post working on comments above
	Sign Off - CareerCarve approves resume	<ul style="list-style-type: none"> • Every CV to be approved by CareerCarve before circulation. • Candidates falling short must be fixed with help from placement committee
3. Business case analysis	Develop a practical approach to look at business problems – assess readiness for internship	<ul style="list-style-type: none"> • Class divided into groups of 4-5 • Several cases shared with the batch and groups can pick up the case as per their internship area • Groups expected to create a practical solution of case based on actual facts • 4 groups get 1 hour to present followed by feedback
4. JD Analysis – powered by industry experts	Anticipating questions that could be asked in an interview	<ul style="list-style-type: none"> • Session will be conducted specialization wise – relevant JDs from previous year will be used • Expected interview questions from the above JDs with possible answers to be discussed in the class. • Students identify expected questions in an interview for JDs used in preparation roadmap and then prepare for the same • Industry experts from the respective area will be available online in the session from whom students can ask clarify JD related doubts
5. Resume Analysis	Resume Analysis - identify questions from an interviewer	<ul style="list-style-type: none"> • CVs, for various roles, will be picked from the batch and possible questions in interview basis the CV would be discussed in the class • Students identify expected questions in an interview for basis their resume and then prepare for the same • Session will be for 1 hour for each section
6. Group Discussion Workshop	Understanding GDs - what, what not to do and sample GDs	<ul style="list-style-type: none"> • A detailed session about group discussion and conduct • Type of GDs, behavioral aspect, body language, ways to approach various topics, how to analyze and present, etc would be discussed • 2-3 topic-based GDs with solution would be discussed
7. Mock GDs - powered by industry experts	Mock case GD - hands-on experience	<ul style="list-style-type: none"> • GDs will be based on various roles and feedback will be based on role • Groups of 12 will be created based on areas of interest/role • Each group will undergo a 45-minute case study based GD • Individual feedback and case solution to be shared • GDs to be conducted by industry professionals
8. Interview Preparation Workshop	1st cut - preparing for the workshop	<ul style="list-style-type: none"> • Interview workbook is shared to answer behavioral questions asked in an interview • Candidates are expected to spend quality time answering these questions
	Interview Workshop - cracking common questions asked	<ul style="list-style-type: none"> • Common interview questions discussed in groups of 25-30 • Students are encouraged to rework answers as per guidelines given in the session • Works as a precursor to personal interview

9. 1X1 Mock Interviews - powered by industry experts	Mock Interview - Pointed technical feedback	<ul style="list-style-type: none"> • 2019-20 JDs(15-20 nos from all areas) shared with batch • Students choose a JD which in their area of interest • CareerCarve will identify industry experts for interviews • 20 minutes personal interview with industry practitioners from different specialization and areas • Technical interview with focus on any 3 areas out of SIP, Work Ex, Academic Projects and JD • Candidates must record interview and feedback. No written feedback will be shared
	Pre-interview mentoring - tips and tricks just before a specific interview	<ul style="list-style-type: none"> • For any 2 actual company interviews, CareerCarve would have a telephonic discussion with candidates to improve interview preparedness. • In case of same company, a maximum of 5-10 candidates must be merged in the same call to avoid repetition

SCHEDULE & LOGISTICS

It is proposed that the above activities be covered in **multiple (upto 4 maximum) on-campus interventions of 2-3 days each**. Some of the activities can also be scheduled on weekends. CareerCarve brings year of expertise in scheduling the sessions and thus would provide support to organizing team in creating a tight schedule.

Travel and Accommodation requirements (borne by the institute)

Air/ private road travel and individual accommodation for all CareerCarve should be organized additionally by the institute. The number of people traveling & days of accommodation required would be provided in advance.

We are preparing for the uncertainties that may last due to COVID-19 and hence are working to move all our trainings to online/ virtual mode so that the process can go on without any disruptions, if required. We will work with your institute to ensure that we are available in virtual mode if need be.

COMMERCIALS

Commercials for Training Activities	
All modules for 2 nd year	The fee for all training modules is INR 5,250 per student

- Invoices will be raised in the name of Parivartana Consulting Private Limited
- Contract will be signed as a full amount and not a per student basis
- GST is additional as applicable
- The institute should promptly release payment as per the schedule below within 15 days of receipt of the invoice

PAYMENT SCHEDULE

Milestone	Payment to be released
Term 1/4 Activities	35% of Total Amount
Term 2/5 Activities	55% of Total Amount
Term 3/6 Activities	10% of Total Amount

CONTACT US

We will be glad to discuss/customize this further and engage with your institute.

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