

**Training of Trainers**  
**Professor Santosh Rangnekar**  
**Department of Management Studies**  
**Indian Institute of Technology Roorkee**  
**Lecture – 33**

**Training Methods: Behaviour Modeling – II**

So, I have discussed with you the conceptually that what is behavior modeling and now I would like to conduct the training session that is how we can give the scripts. So I have informed them that is the what their behavior is expected they will play and then we will be discussing about that is what are the strengths and weaknesses in this behavior modeling training programs.

So before we start, I will request him that is the, each participant that is kindly introduce them and what role what behavior modeling they are supposed to demonstrate.

(Refer Slide Time: 01:00)



Chandan: Hello everyone, my name is Chandan Meghwal. I am a student of Department of Management Studies and I will behave like a Head Associate.

Sandeep Bhadana: Hello everyone, I am Sandeep Bhadana, Department of Management Studies at Roorkee and I will behave like as a Fund Manager.

Dipesh Bharambe: Hello everyone, I am Dipesh Bharambe, I am pursuing MBA from Department of Management Studies, IIT Roorkee. I will be behaving as a Associate Analyst.

Lakshya Bansal: Hello everyone, my name is Lakshya Bansal and currently I am pursuing my MBA degree from Department of Management Studies, IIT Roorkee and I will be behaving like a Chief Analyst.

Dr Shyam Narayan: Hello everybody, I am Dr Shyam Narayan. I have done PhD from the Department of Management Studies. Here I will be playing the role of a behaving like a observer.

Professor Santosh Rangnekar: Right, now I will request that is you can start with your chairs and behavior modeling, right? So please take your seats.

(Refer Slide Time: 02:02)



Lakshya Bansal: Hi Dipesh, so how was your Sunday?

Dipesh Bharambe: Hello sir. It was good sir. Aap ka weekend kaisa tha?

Lakshya: Badhiya. Tum sunao aur yeh report banai?

Dipesh: Ha sir in process hain, bas thoda sa bacha hain.

Lakshya: Process mein hain? Par yeh toh tumhe aaj deni hain.

Dipesh: No sir, it will be completed in 30 minutes.

Lakshya: No, it is not accepted. It was Sunday there before tomorrow. What you have done, yesterday?

Dipesh: No sir, I assure you that it will be completed by 30 minutes.

Lakshya: But I have to check your reports because we have to make those reports. We have to submit it to our Head Finalist and our Fund Manager so how can I suggest that it is okay or not?

Dipesh: Don't worry sir, before going to meeting you can check it also and it will be completed.

Lakshya: Okay, so you have half an hour so to do it and after that I will check it for 2 hours and then we will report it to our Fund Manager and our Head Analyst.

Dipesh: Okay, sir.

Lakshya: And would you like to give me the trends, how is it going on?

Dipesh: Yes sir, so in past 1 month we have seen that in automobile industry almost 10 to 15 percent percentage has gone it is going down. So, market is looking bearish in automobile so and it is continuously going downtime from past 1 year. So, automobile industries are not.

Lakshya: So do you think that you have done full analysis because as of I know that Maruti and Tatas are investing in electrical. So have you checked their analysis? What is about their trend because I think in 2030, as the news is saying 2030, we have been in electrical firms and in India only Maruti and Tata has been offering those electrical companies. So, have you analysis those company's trends or not?

Dipesh: Yes sir, in Tata Motors right now it is going in downtrend, but if we see for coming 3 to 4 years there will be a sign of reversal and in Maruti also after 5 to 6 years it is expected that reversal pattern might happen.

Lakshya: Okay and what about IT sector? Because IT sector I am thinking is booming because ML and AI those companies who has preferring ML and AI are being boom in their nature. So, have you analysis of that also?

Dipesh: Yes sir, TCS has been the biggest gainer in past 1 month. Going by RSI indicator and moving averages it is expected that it is going to grow continuously in upcoming months and talking about Infosys also. Infosys is going to cross its resistance level and it is going to be bullish market.

Lakshya: Okay, no problem. Just give me a pen. Just a minute. You are saying that automobiles have been down by 10 to 15 percent?

Dipesh: Yes, sir.

Lakshya: So, as far as I know 20 percents of shares are in this. According to 10 to 15 percent, 2 percents are going down now. So in future also I am thinking that it is going down.

Dipesh: Yes.

Lakshya: So, it will be helpful that if we take out our shares from the automobiles and invest in either in Tata and Motors and also in other IT sectors and pharmacy sector.

Dipesh: Yes.

Lakshya: So, okay so I think you have done a good work, but this is not accepted because this is only for me. I have to analysis all these for me and I have to show it to the Head Analyst and Finance Manager. So, do it till now. I am going for lunch. Till that time I come, I need my report to be made.

Dipesh: Okay.

Lakshya: After that, we will sit together for the analysis of that part and then we will be there with Fund Manager.

Dipesh: Okay.

Lakshya: Okay.

(Refer Slide Time: 6:00)



Chandan: Hello Mr. Bansal. Let us come for the meeting. We have to discuss all the investments we have made in the last month and all the investments we are going to made for the next month. Hello Mr. Bhadana, please come for the meeting. We have to discuss all the investment we have made in the last previous month and the all the investment we are going to made for the next month. Hello Mr. Bansal, how you are doing today?

Bansal: Good work, sir.

Chandan: How is your daughter?

Bansal: Well fine sir.

Chandan: Okay.

Bansal: She is recovering from the fever.

Chandan: Okay okay, that is great that is great. Hello Mr. Bharambe, how are you doing today?

Bharambe: I am good, sir. How are you?

Chandan: I am also good. How is your everything going on?

Bharambe: Everything is good.

Chandan: How is your weekend?

Bharambe: It was good sir.

Chandan: Okay okay that is great. Hello Mr. Bhadana, how are you doing today?

Bhadana: Hello sir, how are you?

Chandan: I am do doing great. How are you?

Bhadana: I am good. I am also good.

Chandan: Okay, how was your weekend?

Bhadana: It was good.

Bhadana: How are you Mr. Bansal?

Bansal: Fine, sir.

Bhadana: Are you okay?

Bharambe: Okay, sir.

Chandan: Let discuss about the meeting. The investment we have done in the last previous month. So please brief me about what we have done in the last month.

Bansal: Yeah so, actually we have made a report. And I am going to present it towards you. So actually the percentage share let us say 100 percent we have. So in this we have send it to the automobiles and IT sector and pharmacy sector, most of the investment.

Chandan: Okay.

Bansal: And now we are find that IT sector has been growing up and similarly our shares also has grown up by 10 percent, but automobiles as we are seeing that it is decreasing day by day as we have heard the news also that oil fuel and all these price have increased so automobiles is going down.

Bhadana: OPEC one right, OPEC one?

Bansal: Yeah yeah, OPEC.

Chandan: So Mr. Bhadana, the how much percentage we have invested in the automobiles?

Bhadana: Yeah, I was coming to that point actually. You guys were the analyst, right? So, I have specifically told you client want a short-term investment in automobiles. So, you suggested that automobile sector will be booming so invest in that and you bought on the highest price and sold on the lowest price so it was a loss for us so.

Bansal: Yeah, but actually that is because of the oil price. Now we have seen in the short term that oil price is again going up because of oil price came down, but now again oil price has been going up so automobiles is being lagging behind. So what we have done at that time, we have not at all invested in the automobiles. We have two parts has been invested in the IT sector also.

Bhadana: Okay

Bansal: So actually automobiles say some automobiles parts has been decreased, but by 1 percent and 2 percent, but other than the IT sector has been increased by 10 percent. So overall profit is 8 percent, 7 percent we are having.

Chandan: Okay in.

Bansal: But now what we are keeping? We are taking out from the automobile sector and we are investigating Tata and Motors only few percent shares because of their electricity vehicles which we are thinking as analyst and as the world is taking on that they taking in electricity cars.

Bhadana: So as far as my knowledge the decrease in the automobile sector was not only because of the oil prices. There were other factors also contributing, right?

Bansal: Insurance and all those factors.

Bhadana: Insurance, yeah exactly exactly, yeah.

Bansal: That is why I said that it has been decreasing day by day and I hope we have that it will decrease again because oil price and because of that insurance and all these things are taking place and election time is again here so we are not taking a risk.

Bhadana: Yeah yeah, he had he had raised a important point Mr Chandan.

Chandan: In which ratio we have invested in all these 3 factor fund?

Bansal: Actually only 20 percent we have invested in automobiles and 50 percent in IT sector.

Chandan: Okay.

Bansal: And 30 percent in pharmacy sector.

Chandan: And in which industry we are facing the loss?

Bansal: In the.

Chandan: In the automobile sector only and what about what about the IT sector and the pharmacy?

Bansal: Pharmacy is medium actually.

Chandan: Okay.

Bansal: Actually not growing up much, firstly not growing down because as there is no research takes place in India as the grade rate so it is growing at a positive. If 30 percent we have invested we are getting 30 to 33 percent in only on pharmacy.

Chandan: Okay.

Bansal: So it is in balance. 20 percent is decreasing but now it is decreasing at 2 percent 3 percent.

Bhadana: Talking about majorly pharmacy in which particular pharmacy have invested have you heard news of Sun Pharma?

Bansal: Yes Sun Pharma we have yes.

Bhadana: Recently they have lost 13 percent invest so.

Bansal: But we have only invested 2 to 3. Actually Glandmax we have invested.

Bhadana: Glandmax okay yeah yeah.

Bansal: They have made a huge impact in 2000 and 2005.

Bhadana: I guess their their revenue should be around 200 times.

Bansal: So that is why I said that because of that we are having a balance here in pharmacy.

Chandan: Okay.

Bansal: IT we all know that it is booming day by day and again it will boom.

Bhadana: Let us keep a eye on Torrent Pharma also.

Bharambe: Okay.

Bhadana: It will help us to invest more.

Bharambe: Also talking about the Sun Pharma.

Bhadana: Okay.

Bharambe: It is it is showing bullish pattern.

Bhadana: Okay.

Bharambe: And which stochastic oscillator and moving averages I saw yesterday. So in, if we talk about long term so Sun Pharma is looking good technically.

Chandan: Okay.

Bhadana: Okay but right now we are focusing our client has required a short term investment so the timing.

Chandan: Okay, and like we are making a loss in the automobile sector so make sure we will all the money out of from there and we should invest all that money and that to Sun Pharma.

Bansal: Actually we are thinking of banking sector.

Chandan: Banking sector? Okay what is the pattern in the banking sector?

Bharambe: Sir, Bajaj Finserv is looking very good.

Chandan: Okay.

Bharambe: Like in past 1 month it has increased up to 10 to 15 percent so Bajaj Finserv and ICICI bank is looking good.

Chandan: Okay.

Bhadana: Yeah .

Bharambe: If we talk about Yes Bank, Yes Bank is not looking very good.

Chandan: Okay.

Bharambe: It is it is looking bearish. So I think Bajaj Finserv is very good script to invest.

Chandan: Yes so, Mr. Bhadana what do your point? How much we should invest in Bajaj Finserv?

Bhadana: Bajaj Finserv as per the analyst if he suggest something I think we should trust him.

Chandan: Okay

Bhadana: So let us move but obviously keep all the factors, do not open one particular factor. The one factor which is contributing towards the scenario like as chief has just said.

Bharambe: Okay.

Bhadana: It is a political year and it is a very volatile year so what are the strategies for this particular year?

Bansal: And also I will focus on that. Our major percent that we are not investing in ABC company.

Chandan: Okay.

Bansal: Share price is increasing day by day, but when I found their balance sheets and all these things I found their liquidity and solvency rate is very bad.

Chandan: Okay.

Bansal: And also they have made on the credit sales only basically.

Chandan: Okay please please.

Bansal: I will take care of that answer actually balance sheets of ABC company.

Bhadana: We have invested in it or not?

Bansal: No, we have not invested because there.

Bhadana: Then we are safe?

Bansal: Yeah.

Bhadana: Thank God

Bansal: Because their share price is increasing if you are just only siad the share price you will say that we have to invest it is booming.

Bhadana: Definitely, definitely.

Bansal: But after 1 year their share price will be like the company will be going down only because there was the credit sales, so we have to focus on that.

Bhadana: But I have given Fundamental Analyst also. They will guide you accordingly, okay?

Bansal: So take the fundamental. We have a meeting with them so they found these things from there

Chandan: Okay, so what we what is the total result? Are we in the profit or the loss in this investment?

Bansal: We are in the profit actually because our main is IT sector. But now we are thinking because IT sector everyone is investing it.

Bhadana: Okay.

Bansal: So we have to find new base because.

Bhadana: New technologies.

Bansal: Because like bitcoins is like.

Bhadana: This one is interesting, no?

Chandan: Yeah this one is interesting

Bansal: Like the bitcoins is there, nah? When it is in boom then everyone is saying we have to invest in bitcoin bitcoin bitcoin suddenly everyone

Bhadana: Bitcoin bubble is over?

Bansal: Yeah so as I thinking IT sector is similarly like this only.

Bhadana: Okay.

Chandan: So we can make short term investment on the base of technical analysis in the sector which have high volatility and for the long term investment we should not go for that. Okay it should be clear. So.

Bhadana: What are the political here?

Bansal: Political.

Bhadana: Because politically we are volatile here.

Bansal: You know.

Bhadana: So keep safe yourself.

Bansal: 2 companies 2 governments are there.

Bhadana: Yeah.

Bansal: If one comes rise will be, if another comes there will be huge fall so need to take care of it.

Bhadana: So for a long term keep your horses ready, okay?

Bansal: It is your duty.

Bhadana: Yeah.

Bharambe: Yes.

Chandan: We will go for the long term after the government form, before that let us go for the short term investment only and look in the volatility only.

Bhadana: Sir what I was suggesting.

Chandan: Yeah

Bhadana: That day before we were talking in the canteen you were saying something about investment, the other technologies so write down.

Chandan: So there I think there are 4 mineral technologies about to reach the blockchain. We it is a bitcoin. Bitcoin just a part of a blockchain. It is type of a blockchain technologies so there are many coins many similar technologies like the blockchain. We can invest in ethereum also. It is one of the good technology and for the we can invest in the AI also and for the Machine Learning also.

We have to look all look into all the technologies. They are booming because of the decentralized nature of the blockchain technology I think it is going to be a very huge market for the coming year. So, let us make a step by step investment into the technologies into these kind of technology and please make sure we have all fundamental research in these technologies after that we can.

Bansal: After that only we will invest otherwise it will be like.

Bhadana: Mostly rely on technical line okay? Basic kind.

Bansal: Otherwise like ML and AI everyone is doing

Bhadana: Yeah.

Bansal: But if we found their balance sheets and all these things we found that it is only a news that is rumoring everywhere.

Chandan: Yeah.

Bansal: and balance sheet is all over

Chandan: And according

Bhadana: Market is all about sentiments.

Bansal: Sentiments.

Bhadana: Do not play with the sentiments.

Chandan: And as government is not supporting the blockchain technology and the bitcoin technology so just let us have a just keep eye on them and make sure we follow all the rules and regulation of the government and we should not we should not disobey any rules.

Bhadana: Yeah very private big private investors, giant investors which are investing these technologies so I think we should move forward towards it.

Bansal: But we have to check because our industry different from them. If they lose it then they will suffer.

Bhadana: Definitely definitely.

Bansal: But we cannot do it. Our customers are very loyal to us.

Bhadana: Then we have to diversify my friend, we have to diversify.

Bansal: Yeah.

Chandan: So it is about all the previous investment we have made. So let us talk about the investment we are going to made in the next month. So our aim is we should get at least 10 to 15 percent return on all the investment we are going to made this year this month and our goal is we should be in the profit no matter what goes in the market.

Bhadana: See, target the mid-June.

Bansal: Yes.

Bhadana: I mean obviously result will be out.

Bansal: Result out after by June.

Bhadana: Result will be out during the May or June so target mid-June. You will get profit. Capture this volatility, my friend you will get a bonus. Keep my words.

Bansal: But now we have to under check on your holidays only because a single day of changing see that polls are changing is making our share price goes and up, so you have to wake up in the .

Bhadana: 24/7.

Bansal: Holidays also

Bharambe: Yes.

Bansal: And nights also because anytime any poll came share price will hit.

Bhadana: Definitely.

Bansal: And at that moment we have to pick so.

Bhadana: We have to capture the opportunity.

Bansal: You can call me at any time I will be available for you at any time because after all.

Bhadana: What do you want more he is helping you yaar.

Bansal: After all 3 months is there mostly for our investment. If these 3 years we wake up then its final for 5 years.

Bhadana: Definitely.

Bansal: This is 5 years plan we are making for these 3 months.

Bhadana: But you will get extra 20 to 30 percent.

Chandan: And make sure as most of the things are getting automated so make sure we have a less human work and more auto automatic work and more technical work.

Bhadana: Bohot Badhiya.

Chandan: Yeah and so for this aim that I just told you what will be the 5 industry we should invest in?

Bhadana: Yeah yeah keep industries back on the track.

Bansal: First is I think the IT is there.

Bhadana: IT but you said that.

Bansal: IT is bubble, but you said for short term.

Bhadana: Short term? Short term we can manage. We can manage short term right?

Bharambe: Yeah.

Bansal: Till June IT is growing.

Bhadana: Okay.

Bansal: We are thinking more than long term we are saying that IT can be going down but short term IT is there.

Bhadana: We will consider that.

Bhadana: Yeah and also banking sector.

Bhadana: Mid caps or large caps?

Bansal: Huh?

Bhadana: Mid caps or large caps?

Chandan: Mid caps. We should have mid caps and make sure all the all the traders with the more the experience of 20 years should go for the this volatility trading because this is very highly risky, okay? This is your job please do it.

Bharambe: Yes, sir.

Chandan: So what will be the 5 industry? The first one will be IT and the next one?

Bansal: Next one is banking sector.

Bhadana: Banking?

Chandan: Okay.

Bansal: Banking is also moving up.

Chandan: Okay.

Bansal: Because all these sector and another is pharmacy. Pharmacy we can check for balance for movement of our balance.

Chandan: Okay.

Bhadana: Pharmacy is a very volatile.

Bansal: But now for.

Bhadana: Do not play on one invest on one particular company.

Bansal: It will it will not effect on that no?

Bharambe: We can diversify.

Bhadana: Diversify. That is exactly I am saying. Diversify on pharmacy also

Bansal: That is we are doing, but he is asking for sector nah so that is why I am telling our sector only.

Chandan: Yeah.

Bhadana: No no, I am saying that diversify in pharmacy also.

Bansal: Thank you sir for your con.

Bharambe: Technically looking another industry FMCP industry also.

Bhadana: FMCP yes.

Bhadana: Yes it is expected that it will continue its uptrend and even looking at candlestick patterns it is showing that it will be going up.

Bansal: Just I was reading IT and FMCP are going to boom this year.

Chandan: This is the very great job you have done. How do you went out of the box to do that. Please if you have you created any report on this?

Bharambe: Yes, sir my monthly report is ready I will show you.

Chandan: Okay.

Bharambe: And for what stock we will invest in next month.

Chandan: Okay

Bharambe: I will be showing it you by this week.

Chandan: Okay okay that is very great. Please share that report with me. I will make sure that CEO knows that you have done these kinds of stuffs.

Bansal: Please look Mr. Chandan.

Chandan: Sure sure I will look.

Bhadana: And another thing for a long term we has making it in automobiles that those who are working on that AI technology, automobiles AI technology.

Chandan: Okay.

Bhadana: And those who are working on electricity and other than fuel diesel and fuel because.

Chandan: Okay.

Bansal: We all know oil and fuel rise will be there. So for automobiles we are taking for the high long term investment.

Bhadana: Long term horizon is also decreasing before matlab 10 before a decade we target long term horizon as 10 to 15 years and now long term 7 to 8 years so think in that perspective also.

Bansal: But if this government came then we are thinking that they will.

Bhadana: No, my friend do not depend upon the government.

Bansal: No no it is not any only government as we know pollution is so much increasing if any of the government will come.

Bhadana: Yes yes that is a innovative idea that is a innovative idea.

Bansal: They will transfer it either to the solar energy, wind energy or they will may come to electricity or we all know that this CNG all this diesel and petrol will be going down not for 2 years 3 years but in 7 years we are seeing that all this cars has been going to be out from the market.

Bhadana: Market.

Bansal: And electricity cars and solar cars will be there in the place.

Bhadana: Okay.

Chandan: Okay.

Bansal: We are investing in those who are working on this technology.

Chandan: If you are very sure about this and you have made all the fundamental analysis that these things are going down so make sure there our traders should short them, short them. We should sell at the high and buy from the low.

Bhadana: Buy from the low.

Chandan: We have just care about the profit and we are the profit making company, we are the finance company so we need profit. It does not matter market is going up or going down.

Bhadana: Capture both the opportunities and you will be in profit.

Chandan: So, have you I think you have done all the fundamental and technical analysis on these four industries.

Bhadana: Fifth industry?

Chandan: Fifth one please.

Bharambe: Fifth industry is.

Bhadana: How is the telecom industry?

Bharambe: Telecom industry sir Bharti Infratel is doing very good technically, like its RSI is now continuously rising from past few days and also EMA 50 and EMA 100 it has the stock has crossed its line so it is expected.

Bhadana: I just read that Jio and Airtel have price war again so this is going to impact it?

Bansal: Actually 5G is coming so 5G I think Jio is not having so much of impact Airtel is doing work on it.

Bhadana: Okay.

Bansal: So we are just investing on Airtel using 5G only because once 5G will come Airtel will again boom, yeah Jio will take again place in 5G in that, but for now we are working like Airtel is doing on that might be Jio will start from today only and they will get 5G so there is a some risk but we have to take this risk because till now we know first comes Airtel 4G and then everything so.

Bhadana: We have to take risk.

Chandan: And.

Bansal: Yes right so we are taking Airtel as some person in the.

Bhadana: In the calculative only.

Bansal: Yeah.

Chandan: And one more thing as he is a technical analyst so he does not care about all the fundamental things we are talking about, so this is not related so make sure he completes his team.

Bhadana: According with the other fundamental team.

Bansal: Yeah I am making it control because I am meeting and sitting with my another fundamental team.

Chandan: So Mr.

Bansal: So they are they also comes to know what is in the stock market.

Bhadana: Okay okay.

Chandan: So Mr. Bhadana how much amount we should invest in all?

Bhadana: Actually I just want to talk to you about our client requirements.

Chandan: Okay.

Bhadana: The short one we have just said that short investment.

Bansal: So should we take him?

Chandan: We should. I think he is doing really great we should take him.

Bhadana: Yeah that is great one, good one. Good job.

Bharambe: Thank you sir.

Chandan: So?

Bhadana: So client requirement are something I already told you about short investment right? But you want to focus on long term investments. IT is a must you said. So keep the IT factor aside, banking how is the banking will be in the future?

Bansal: Banking good blockchain as he we are coming.

Bhadana: So is there a future of blockchain means particularly blockchain and other random technologies in the banking sector?

Bansal: No actually we are seeing we are seeing that fraud calls and all these fraud credit cards is going on so blockchain is going to.

Bhadana: See I cannot disclose a particular amount frankly Mr. Chandan, but that particular investor will invest hugely long term.

Chandan: Okay.

Bhadana: So it will basically give a growth to the company.

Chandan: So if that investor want invest huge amount in this, so make sure we diversify that one.

Bhadana: Exactly, diversify the risk my friend.

Chandan: Please diversify the risk and yeah you were talking about the blockchain so I think blockchain is the back part of all the front end thing which are going on. Like if you talk about the machine learning, blockchain will help in decentralize machine learning. There will be many companies which will be contributing towards this machine learning by sharing their data at the same time securing their data. I went through 2 or 3 meetings about the blockchain so I learnt this thing from them you can also join them. It is very good.

Bhadana: Chalo chalo, let us wrap up this thing and I have a meeting to attend so let us do. It was nice meeting nice job done nice job done.

Bharambe: Thank you.

Bansal: Okay good day sir.

Bhadana: Thank you.

Bansal: It was nice meeting.

Chandan: Thank you.

Bharambe: Thank you sir.

Chandan: It was nice talking to you. Thank you.

Bhadana: Thank you Chandan, see you in the evening.

Chandan: Thank you sir.

Shyam Narayan: So, out of this discussion what I observed the Head Analyst, the Fund Manager, Chief Analyst they are very knowledgeable people. They have in-depth knowledge of their respective area and the expectations of their investors they are very keen in saving the returns for the investors and this in-depth knowledge and very thorough working will definitely bring very good returns to the investors and the and the company shall in turn definitely rise.

Bharambe: Thank you, sir.

Shyam Narayan: So in the interaction I observed that Mr. Chandan is well versed. He is very considerate about the members of the team even for their female members and for their well-being. He is professionally very strong and he ensures that the company interests are also taken care of well so that main focus of the company the returns and the profits for the company are also taken care of.

Then coming to Mr. Sandeep who is Fund Manager. Fund Manager is very keen about the funds of the investors. He always tries to see that there is diversification investments so that the investors always keep getting benefits returns and lot of funds are available for the investors and that is why he always tells to diversify the investment pattern.

And coming back to Chief Analyst Mr. Lakshya, he is very thorough and he interacts very well with Associate Dipesh and and shows that whatever is required to be done by Mr. Dipesh the Associate is done and he motivates Dipesh, Lakshya motivates Dipesh to keep analyzing very thoroughly so that nothing is left unattended. Everything is caught and given due attention so that way every member has his played his behavior in a very thorough and professional way. So, this team is definitely this time to rise high, so thank you.

Lakshya: Thank you, Sir.

Bhadana: As I had played a behaviour of a Fund Manager, I always try to diversify, to think of things from a point of view of a investor. How the investor particularly sees the market and if a investor particularly comes to me, he basically invest in the market and he obviously wants to get a profit so I always try to get a from a picture of a investor and do justice to the Fund Manager role.

Chandan: As I am behaving like a Head Analyst so my job was to be calm and be composed and make sure we should go in the right direction and we should not go out of the topic and at the same time I have to take care of my colleagues they are my friends so I have to make sure that they are doing really well in their life also. Thank you.

Bansal: So as I am playing the role of Financial Analyst, so what am my role is to have the technical details also from my team and also to give it to our Chief Analyst, Head Analyst and our Fund Manager so that they can have the full control on what is going on in their company and its not that all technical will be in front of him because they are most concerned about the fundamental skills. So I have just taken care of these skills and I have done my role according to this only. Thank you.

Bharambe: As I behaved as an Associate Analyst my job was to do like I have to be thorough with my knowledge technical as I was Technical Analyst, so I should know all the technical analysis properly and I have to be a good listener whatever my boss or my sir is telling I have to do that properly and as I at a junior level if 100 percent is expected from me I should be willing to show that I should do more than that. So that is it. Thank you.

Chandan: Thank you everyone.

Bhadana: Thank you.

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Professor Santosh Rangnekar: Yes, so you must have observed that is the how wonderfully this team has demonstrated their behavior and they have played the different role like the leader's role, the team member's role how they have interacted with each other, what was their body language and how communication has taken place the observer also played, and you can invite the one of the senior trainee and then ask him that he can be the observer, so then what is the purpose?

Purpose is to go for the active learning process and during active learning process everyone that is those who can be involved that they should be asked to interact. They should be asked that is the, what problem do they face during this particular behaviour modeling. Now, he has played a very good role of the Analyst and then he has talked about that is how the different companies, the names of the companies just for the role purpose that have been taken to make it giving it the more realistic approach, other otherwise you can make the the other names of these companies also A B C D and all that can be. Roles can be you can add in your training program you can add more training programs, you can also make that is the more interact. You can make there more physical activities also if in the classroom there is a possibility those type of the techniques here you can use.

And wonderfully job has been done by him that is how the team member has to play and then he has shown that interest that he is the yes sometimes he was helping the leaders saying that yes he has done a good job. He has also communicated and interacted with the team members very well and then he, like this they were working and discussing a particular problem and that behaviour they have demonstrated.

Now, important is we have to also ask the trainees that is while playing this particular behaviour what is their experience right from getting the script to the behaviour modeling. In this particular training program what is your lesson of learning or what problems you have faced and then how what are your comments please.

Chandan: As we have received the script day before this demonstration, so at the time I thought that this is going to be very easy and we are going to be do it as a professional does, but when this comes to the particular demonstration, when we were doing I realized that I need to make sure that we are going in the right direction, we should not go to the left or right of the direction

because the because the I have to make sure the clients we have so all the things we have done goes in the interest of the those client only and my team should be stay intact and stay friendly and at the same time we should discuss all the professional world also. Thank you.

Professor Santosh Rangnekar: That is very nice. So any any problem have you faced while playing this?

Chandan: Yes.

Professor Santosh Rangnekar: Now you all see that you can give this in the study material. The script has to be given in the study material 1 day before or in the, so it means that, that is the role playing and behaviour modeling can be in the second half because in the first half we at least you have to interact and let them understand the concept, second half they can demonstrate with the preparation. So that preparation planning which I have discussed in my teaching model that is to be kept in mind. Yes?

Chandan: Yes, so as I playing like a Head Analyst so my job- I have to get in the into that role to be stay calm not to get very much aggressive, not to get anger or not to show ego and at the same time I have to be friendly with them. So these are the some issues I have faced and I thought that I have to take care of them.

Professor Santosh Rangnekar: Very good very nice.

Chandan: Thank you.

Professor Santosh Rangnekar: Okay so what is about you?

Bhadana: From the beginning of getting the script to this role, this Behaviour Analysis I had faced a issue regarding that I was not, basically I am a very reserved person so in this particularly I have to behave very friendly and encourage others to motivate to particular person and also I had played role of a Fund Manager. I have keep the knowledge of investment purposes how that particular investor had asked me that if that particular investor is in a loss, how to basically handle that particular investor and how to handle my team, how to communicate with them that particular industry is in going in a loss and we are in a loss and how to come back from them so these are all the difficulties that I had faced and overcome. Thank you.

Professor Santosh Rangnekar: I will come back to you later sir later on so first you.

Bharambe: So as I was behaving an like an Associate Analyst so I was the junior most in this 4 member behaviour modeling so I have to be a good listener. I have to be confident so I had to be technically sound like I behaved properly. I was talking about various industries, various talks so I had to be I had to sound confident because if I am not sounding confident then I would not justify my role and I have to be a good listener because all are my seniors so on paper deciding that my behaviour will be a good listener and confident and actually behaving like that so it is a bit difficult so like so.

Professor Santosh Rangnekar: So therefore, because he was the junior most so naturally his role was very critical because he was in the presence of his seniors so that he has to talk about. So what about you?

Bansal: So I would tell you about myself as I am playing the role of Chief Analyst, so my role is work with my juniors also and to report it to my boss also. So my understanding is to have a fundamental analysis also and a technical analysis, so I have to work very hard on this so that if I am not able to understand what is technically sound, so I am not able to go deep into and not able to make the good investment plans for them for the company.

And also I have to find how to motivate my team members so that they can do their work on the time, if it is like that you have to do it I do not know it is your responsibility only if you do not do it you will get fire, then I know that in the future he will be leaving my company and no one is coming to my company. So being a as a professional I have to work like he is my friend only and I am giving him the lessons. All these has been taught by Sir only.

Professor Santosh Rangnekar: Okay that is fine nice yes. So sir how about the role of a observer, what do you think?

Shyam Narayan: My behaviour was that of an observer. I was keeping silent all the while and trying to understand what these people are discussing, what they are talking, what they are saying. I was simply observing how they are behaving, so that I could conclude at the end about their behaviour and make my observations and comments. So what I observed that all these 4

team members were well thorough with their expected behaviors and I am sure behavior modeling was a great success under the leadership of Dr. Rangnekar.

Professor Santosh Rangnekar: Congratulations to all of you. So thank you thank you all of you, thank you.