IIM-A Interview Transcripts

1. Engineering Transcripts

Transcript 1

Profile - 10/98.8/9.06 CAT - 99.96 **GEM** with 9 months workex

AWT - A new joinee at an MNC is not in favour of companies giving flexible work options to employees who are caregivers, and is of the belief that they might be perceived as unfocused. Give arguments against and evidence in support of his argument. (Not the exact wording and something on these lines, only one ruled side of paper provided)

PI Panel

- P1 Prof Anindya Chakrabarti
- P2 Prof Diptesh Ghosh
- P2 What have you been doing since your last work stint
- P2 Explain what is gamification (had mentioned a course I had done on this)
- P2 A discussion on any place where gamification shouldn't be used
- never seemed satisfied with my answers and were trying to trip me up throughout my explanation
- P1 Amazon is having a problem with good sellers leaving the platform...what would you suggest as solutions for this
- midway through my answer prof reframed his question in terms of what incentive the sellers have to use Amazon, and repeatedly suggested that my explanations meant this was an unsolvable problem
- P2 Where do you see Amazon and Urban Company in 5 years in terms of their goals
- Tried giving a possibility that came to mind, prof interrupted midway to say " sorry maybe I didn't frame my question right"
- P2 Since you are an electronics engineer, you must be familiar with maths. Mention a topic you like

(Mentioned combinatorics)

- P2 Explain any real life application of it
- P1 Why are computers still not able to "solve" chess
- P1 Puzzle with 4*4 grid, where you have to go to the diagonally opposite point by going either horizontally or vertically, number of ways to do so ("are you sure" after my explanation multiple times)

Asked me to take a toffee and leave



Lasted nearly 30 minutes, with a lot of grilling on my responses. Never seemed satisfied on any answer, trying to admonish me at times ("THIS is the example you can come up with?"). Almost nothing related to my "profile" or my goals at large. A very humbling experience overall:)

Transcript 2

GEM 9/9/8 Electrical Engineer 2 Yr Work-Ex in Core domain

Two Panelists: M1, F1

F1: Asked about hometown? Asked exactly where it's located. What's the specialty of region? Followed by discussion on recent changes in the mining laws in the region and impact of excessive mining in the region.

F1: Asked about how mining works? Which part of the chain is privatised and which is government supplied/under government control?

M1: Asked about my job? Told me to explain, daily routine in my job, without any technicalities.

M1: Proceeded to have discussions on Fourier transform? Practical uses of it.

M1: We had back and forth discussions regarding if Fourier transform can be used to predict future stock prices. (It can't)

M1: Started to ask about company? Told about DSP (Digital signal processing)

M1: Asked me the use? (I told music conversion) Told me to explain the entire process?

M1: Asked me to plot the sampling frequency to quality of audio signal relation.

(I answered by Nyquist frequency. He said to derive Nyquist frequency. I was stunned. He then told, "I told you to plot, but then you introduced Nyquist term, that's why I'm asking to derive. I apologised and proceeded to plot the graph".)

M1: Asked why to have Nyquist frequency? We can have trial and error based algorithm. (I answered that why should we waste computational resources if I already have predetermined formula. Seemed satisfied.)

F1: Asked about my projects in college? Asked you seem interested in your core courses and have researched in that area, why do you wish to do MBA?

(I explained about failed projects, how I made useless products. Some cross questions on those, about how the project went, what was the thinking the use case of project, how the idea came into existence .)



M1: Asked about, how product is designed in my company? Is it given by client? Is it specific to client or company designs it?

(Proceeded to explain it, cross-questions on it about the scalibility of product)

M1: "okay let's wrap this up. We forgot the question, please tell us why switch to MBA". (I answered how in college the focus is completely on technological development but in companies, the decision are made to discard features based on revenue. How customer research is done and products is finalised. I said I want to learn these side of things, so I can learn to make better products) Seemed satisfied.

Time: Around 35 mins.

AWT: Faculty in a b school have never been inside an office! They have limited practical knowledge of how to run an organisation. The students only do well because they recruit top notch students. They only teach bookish knowledge, which is not sufficient for success.

Let's do a thought experiment, a PhD. from top b school vs a CEO who is dropout and manages one of the top companies in the world. Who is better qualified or who you you prefer should teach you how a buisness works?

(State assumptions made by author and discussion/justification on if they lack evidence etc.)

Transcript 3

91/95/8.66

- 1)Tell me about yourself that is not mentioned in the form.
- 2)What role did you assume at your intern? (Said was allotted to form the value stream mapping of a product)
- 3) What is a value stream map?
- 4)Does it involve customer too? Or does it end at inventory itself?
- 5)How did it make you decide in an MBA? (Said the other factors that affect the production of the component made me interested)
- 6) What is TAKT time? Give its full form.
- 7)Why not an industrial engineering degree then? How does MBA play a role in your decision? (Told that I wanted to understand each line from the base to see how it influences a business) 8)An MBA is not going to teach you anything related to that, so why MBA truly? (Defined my stance that to understand the customer I needed to understand demands and the profit aimed at)
- 9)What factors can you control under the customer's demand? (Told and finally satisfied)

P2

- 10) What newspapers do you read?
- 11) Which years were India World champions? (Told only ODI then corrected myself)
- 12) What news do you generally read? (Said world news, football)

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- 13) What do you think is Jose Mourinho's greatest achievement? (Said Chelsea's unbeaten run)
- 14) Then what about FC Porto? (Stuttered but then said harder to maintain the top than climb to the top)
- 15) What do you think of American football? How is it compared to European football?
- 16) Where did Beckham retire?

P1

- 17) What is your favorite subject in mechanical?
- 18) Explain the three types of heat transfer?
- 19) Why does radiation not require a medium?
- 20) How does heat transfer in the form of?
- 21)How does heat originate?
- 22) Why do we have 0K? Why not -273.15k?

Take a toffee.

It was an exhaustive grilling session by P1 as he negated what I had to say in the first part but I had stood my stance. More focus on acads and HR than current affairs.

Transcript 4

18th Feb, ITC Delhi

Chemical Engineer with 16 months workex in software engineering 9/9/9

WAT: Moonlighting is it good, give points to strengthen and weaken the statement Interview Panel

P1 M mid 30s

P2 M mid 40s

- P1: So you did chemical engineering from IIT D and then you worked for one and half years then you took a gap for MBA, why did you not look for jobs and what was so great about CAT?
- P1: But how many Google employees do you think are MBA, the major techs you use are developed by Tech guys.
- P2: asked do you know of any major lakes?
- P2: have you seen it? Where is it?
- P2: ok so now here is a situation there is a big lake and on four corners there are one corner a bottling industry on one corner a sailing experience school on one corner is a big resort and on one corner is a fishing community, now from bottling industry a sweeper goes and dies in the lake, from the resort the owner's child dies and from the fishing community an elderly person dies and then from sailing school a corporate executive dies. Now if you were to give value to lives of these people how would you do that?



P1: do you like puzzles, solve one, there is a three * three grid fill it with numbers from 1 to 9 such that the sum of rows, diagonals and columns are all the same.

P1: do you follow any current affairs outside and within the country?

P1: what sources you follow for news?

P1: what kind of business is Paytm and what is the crisis?

P1: what is a fintech and how is it different from normal banks, what is the difference between Paytm and gpay should RBI be regulating these? Does Paytm offer interest rates to its customers?

P2: do you have any interests or hobbies?

P2: Tell me what's the difference between a tennis ball and dews ball what could you do with one and not with the other?

P2: how does a ball swing? And how does it spin? Can a football spin?

P1: do you know about the Congo crisis?

Ok, take your toffee.

Overall some 30-35 mins of interview, felt like a discussion no grilling as such, poker faces so not sure what happened actually.

Transcript 5

IIM A Interview Experience

Profile: 99.83% CAT, 3 years of work experience, GEM

AWT: company has told employees to refrain from after work emails and calls. Sunil does not agree that this is the best strategy. Analyse his arguments

PI:

2 Interviewers, 1 male and 1 female

P1: Sit, so you are working at Amazon, oh you were, why did you quit your job?

Me: Told my reasons, a little cross questioning on this

P1: Tell me about your Amazon work experience

Me: Told about the product we built, my role in it, how it helps customers, what was the impact. Cross questioning on this a little, dig a little deeper into the problem we were solving and our product USP.

P1: What do you know about ONDC? Is Amazon integrated into it?

Me: Told a little about what it is. Told that Amazon has not yet integrated.

P1: Why do you think amazon has not incorporated into ONDC?

Me: told about the huge customer base amazon has and the robust logistics infrastructure it has built. These are not easy to build and demand a premium. If Amazon does open this up, it could lead to margin shrinking and commoditization. It would also lead to losses for amazon prime customers, who come to amazon because of its amazing delivery speed

P2(jumped in between): Don't you think this is anti competitive? What are your views on this?

Me: told that building a huge logistics infrastructure is not easy and if any other company can do it as good as amazon, then they can get the premium price as well.

P2: do you think amazon does anything anti competitive?

Me: yes it seems so, in terms of pricing power with suppliers.

P2: that walmart also could do, what is something that only amazon is capable of

Me: it would be data. Amazon regularly brings new products which are copy of existing products like Amazon Basics. It is able to do so because of its data power.

P2: What are your co corriculars and extra corriculars?

Me: I have not added anything for national or state level in my form.

P2: what are your hobbies?

Me: i like reading the news, the Hindu in particular

P2: why The Hindu?

Me: compared it with times of india. Lower number of articles in Hindu but more depth, more researched.

P2: tell me about a recent article or editorial that you liked

Me: told about the article on devolution of money to states from centre. It picks up on centre state divide for tax funds

P2: tell us some key insights from that report

Me: 30% of tax is kept by govt, not given to states as cess and surcharge. Finance commission decides what state will get what tax share. Told according to Finance Commission, states should get 41% of remaining but they are getting around 35% only

P2: was there any other insight?

Me: it also talked about the distribution of money between states and how bihar and odisha get higher share and states like Maharashtra and Karnataka get a very little share compared to their contributions to govt tax revenue

P2: how would you fix this?

Me: First, get the centre to actually meet the finance commission commitments. Secondly, ensure that the logic for distribution formula is made public. Currently it is very opaque to know which state is getting what.

P2: What are your future plans?

Me: start my own company, coming from baniya family, had a laugh. Then she asked what my father did for his work.

P2: why do you join him?

Me: I don't like the manual nature of transport business.

P2: what kind of company you want to start?

Me: profitable one, something in tech and the internet. Preferably B2C but not fully decided.

P2: any questions for us?

Me: Asked about endowment funds in the states, like Yale MIT Sloan which has 10B in AUM. How can IIMs reach that?

P2: told that IIM A has started this now. We had a little laugh on this.



Non-Engineer Transcripts

Transcript 6

96/96/87 GNEF

BA Prog (economics and mathematics) from DU

7 months workex

2 male profs

The interview started with P1 apologising for mispronouncing my name earlier, and he asked me to sit down

P1- so Prerna, I see you have been working, can you tell me something about your work? What exactly do you do

- told, explained a little about the company (it's a reputed education services company) got interrupted by P1

P1- you have studied economics right.

- yes sir

P1- do you know about the IS LM model?

- yes sir

P1- here's a pen and paper, please draw the graph and explain it to me

- drew the graph, explained what it is

P1- why does the LM curve slope upward

- started talking about the effect of goods market and it's subsequent effect on money market (a LOT of cross questioning on this. Had to draw graphs of AD AS, explain long term effects, shifts in AD, change in Money Demand, impact on LM, motives to hold money, effects of interest rates on the economy, etc)

P1 was not satisfied with my line of reasoning, kept telling me to tell in one line why is there a direct relationship between interest rates and GDP in LM.

I felt my logic was right, but he was looking for a different answer or something, got terribly confused by constant cross questioning

P2- so you have studied mathematics also right

Me - yes sir

P2- what all topics did you cover?

Me - linear algebra, matrices, calculus, statistics

P2- okay, choose one between calculus and statistics

Me - statistics

P2- what did you study in stats?

Me - probability distributions, hypothesis testing, probability

P2- can you define probability without using words like outcome, likelihood or chance?

Me - told



P2- can you give me the technical definition now?

Me - sir without using the 3 words?

P2- technical definition will never contain words like that anyway

Me - told in terms of random variable

P2- what is a random variable?

Me - told in terms of function and mapping of Domain and Range and defined both

P2- what is an outcome?

Me - told

P2- what is an event then?

Me - (fumbled, tried defending that event and outcome are different in probability, whereas they are the same, P2 did nothing but confuse me by constantly saying contradicting statements)

Me - gave an example of a die and we getting a 5 facing upward in a last ditch effort

P2- arre, 5 nhi aa sakta kabhi die par. It is what you think a five is. It's only 5 dots that appear

Me - yes sir

P2- what is the probability of the event you just mentioned?

Me - 1/6

P2- what about a coin and you getting a head?

Me - 1/2

P2- why 1/2?

Me - sir because we can observe it by doing the experiment n times on an unbiased coin where the coin doesn't land on its edge

P2- an unbiased coin will never land on its edge

Me - yes sir

P2- why n times?

Me - started talking about expected value, theoretical probability

P2- probability is an entirely theoretical field, we know that.

P2- have you heard about CLT?

Me - told and said that it follows a normal distribution even if the samples themselves don't

P2- what do you mean by samples themselves don't?

Me - tried explaining, P2 wasn't satisfied

P2- no no, tell me in random variable terms

Me - sorry sir, not sure in rv terms

P2- try karo

Me - said something which was wrong, P2 was visibly shocked, I again said I don't know sir but I expanded a lil on the law of large numbers

P2- do you know what is the law of large numbers?

Me - stated it. Circled back to the fact of us getting a 1/2 probability in a fair coin when we conduct the experiment n times and how it may happen that we don't get a tail in 10 continuous throws also

P2- okay okay (waved his hand as if to shoo my answer away) what is the probability of getting 10 consecutive heads?

Me - 1/2 raised to 10

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P2- what about 8 heads in 10 throws

Me - again 1/2 raised to 10 (this is wrong)

P2- what if it's a biased coin, and probability is 60% of getting a tail

Me - wrote down on the paper provided, said we can solve using binomial

P2- what is it?

Me - told and wrote down formula

P2 bent over my notebook, and pointed at the permutation term and asked me what is this?

Me - I explained that we need to figure out all possible ways in which two tails can fit into the 10 throws

P2- again shooed my answer away and said okay okay

P2- what are your hobbies?

Me - (finally) mentioned about reading, and non fiction being fav genre

P2- what kind of books do you read?

Me - mentioned fav author and the most recent book I read, a little synopsis of it, got no cross questions

P1- do you follow news?

Me - yes sir

P1- what is the most recent news you read?

Me - mentioned about Nvidia stock gains

P1 - do you not follow political news?

Me - mentioned that I did. Told that I keep myself updated with Maharashtra politics

P1- arre, you have studied from Delhi, you don't follow central news or what?

Me - yes sir I do

P1- when are the elections going to be held?

Me - around May

P1- have the dates been released?

Me - no sir

P1- then how do you know that? (Looked at P2 and laughed)

Me - sir I read it in newspapers

P1- okay, tell me who is the chief election commissioner?

Me - sir I don't know

P1- any idea on how he is elected?

Me - no sir, but may I take a guess?

P1- okay, take a guess

Me - the SC has a role to play

P1- and who elects the CJI?

Me - told

P1- what is the entire process?

Me - told

P1- on what basis does the president make the decision?

Me - told years of experience, kind and quality of judgements they have passed etc

P1- but how can one person decide whether a judgement was sound or not? Don't you think that is a very subjective criterion?



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Me - agreed with him, told yes it is highly subjective

P1- so President's role is advisory?

Me - yes sir.

P1- who is the CJI?

Me - told

Transcript 7

CAT percentile: 99.84 24months work exp

AWT:

Public places, especially airports are being renamed. Traveller 1 says no one cares about airport names. Traveller 2 said focus should be on quality of air travel.

What are the assumptions made by Traveller 1 and 2? Present your counter arguments.

PI:

2 male professors

Started by asking what he word in the corridor about them is

I replied, we are the panel that's running a bit late. Another panel was done with all their interviews while we were on the 4th.

Both of them chuckled a bit.

AWT was briefly mentioned - was told that they appreciated that I didn't attempt to fill the entire sheet. Was succinct while covering all bases.

(2 people on the same panel before me had mentioned that they were asked counter questions on their AWT)

Then asked me about my current role and what I do (I work as a content writer in marketing team)

Then, was asked about impact of AI on writers

I mentioned how human element is still important and Google is working on algorithms to detect AI written content

Then the panelists asked me about false positive and false negatives in this Al

I got a bit confused so one of the panelist asked me why RTPCR was preferred over anti gen. I said, because of better accuracy. Then they asked me to extend the same logic to AI content testing.

I was now able to answer.



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Then they asked me about my comfort level with maths. I said I haven't studied maths after 10th std. The panelists looked a bit concerned and said quants is important in PGP. And they would like to give me some maths sums to solve.

Was asked what average is. Then they asked me to find average of 34/40, 70/80, and 77/90 was given a pen and paper to solve.

Once I solved, they asked me how I came to the said answer. They asked a few questions about mean, median, and mode.

Then the next question was about content analysis. If I had 500 articles written about my company and had to see if the sentiment is positive, negative, or neutral - how would I do it. Was asked to explain my thought process step by step. When I was struggling a bit, they guided me with leading questions and examples.

Lastly, they asked me about the major ports on Indian west coast, excluding JNPT. I said I can name coastal towns with ports but not the exact names (like I can say Mumbai port but not JNPT). They said that's alright. So I named 3-4. The follow up question was on the states that have the longest coastline.

Was asked if I had any followup questions for them, which I didn't.

I left the interview room pretty satisfied - had answered best to my abilities. Nothing overtly negative or positive about the whole PI experience.

Transcript 8

GNEM 93/93/89.63 2.5 years workex

F1 and M1 (both professors)

M1

Started about workex and why I quit my job Was not convinced, elaborated Asked about my boss (public figure) Asked about laws governing primary data collection Asked my opinion on whether Indian laws mimic western laws without context Asked why MBA

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F1



Asked how I see myself fit in an MBA setup Grilled on reasons for quitting job Biggest issue my city faces Spoke about metro rails in India

While I was leaving - what other calls have you, when were the interviews for those

Transcript 9

AWT: Something along the lines of how modern motivational literature says that failure is essential but it is seldom true practically, since most people do not handle failure constructively and get demotivated.

Duration: 35 Minutes

Panel: 2 Panelists: M1(Quants) and M2(Strategy)

Experience:

M1: So you are doing B.Com(H), favourite subject?

A: Financial Management

M1: What is cost of capital?

A: Explained

M1: Let's say I started a company with 100% equity and then through an IPO, I gave up 30% to the secondary market. If I don't pay any dividends, is my cost of capital zero?

A: Answered in the negative and explained.

M1: But I am not concerned about those 30%, since I still have 70%. I have majority control and I only gave away that 30% to take the huge capital influx.

A: Said if enough returns are not generated then share price will start falling.

M1: That's fine. I don't care even if the market capitalisation becomes zero. How does it affect me?

A: Tried explaining some more but couldn't get to the bottom of it.

M1: Leave it. Do you know what are derivatives? What are options?

A: Explained both



M1: Let's say I buy a call from you, with an expiration time of 5 years. What risks am I exposed to? Oh and what is my maximum loss?

A: Answered the maximum loss part, and for risks said about volatility, price, interest rate..

M1: That's fine, but these are risks I will encounter even when I buy a stock normally. What are the risks exclusive to a long call? Why should just everyone not buy a call option since loss is limited, unlike in the case of equity investing?

A: Couldn't Answer

M1: Would you buy a call option from me?

A: Answered it depends on various factors, but said generally no, because historical data suggests that mostly sellers make money in the market.

M1: (Didn't seem too convinced) Okay, would you prefer to buy an option from me or from a company, say GS or JPMC?

A: Answered company because of reputation...

M1: (cuts in) Yaar but I am also a professor at IIM-A, I am well-reputed. (Both panelists laughed here)

A: Answered from an individual vs institution point of view and about the surety of execution of contract.

M1: Okay, over to my colleague.

M2: So you had to wait for a long time outside, was it fine?

A: Yes, no problem.

M2: Okay so what if I told you to wait till evening, would you still wait?

A: Yes and explained that it is a chance to pitch my candidature to a top institution.

M2: So what if I made you wait the whole day today and then told you that the interview is tomorrow. Then?

A: Answered I would still come.

M2: What if day after, and then after that?

A: Stuck to my reasoning, but said I would enquire from the admissions team regarding the delays.

M2: Okay, tell me some personality traits that define you.

A: Answered.



M2: You answered being helpful is one of your traits, would you always help anyone at any cost?

A: Said yes, as long as it is not immoral.

Then after this there was a lot of back and forth, regarding moral compass and ethics. Felt like the panelists were trying to stress test here but I stuck with my "morality" argument.

M2: What are some of your negative personality traits?

A: Some of weaknesses are...

M2: (cuts in) No, not weakness. A negative trait, something like a dark side about yourself.

A: Answered how I used to be short-tempered in my teenage years but have improved a lot on it now.

M2: See now you are being dishonest, you earlier said you would wait for as long as I say for the interview, now you are saying you are short-tempered. I even doubt if you'll be able to handle the high-pressure b-school life. (All of this was said with a beaming smile)

A: Answered how it was prevalent in the past, have worked on it now and have sailed through many stressful situations.

M2: Okay let's move on. Do you know about contracts?

A: Said that I studied Indian Contract Act in Semester 1, but was hazy on it.

M2: Can you give me an example of a contract in the financial world where the contractor explicitly says he is not responsible for the quality of the product?

A: Thought about this and gave a vague example, but admitted did not have much knowledge about this.

Transcript 10

GNEM, 99.95%ile, 9/9/9

B.Com(H) from Hindu College DU

5 months workex in Audit at Deloitte USI



AWT: Pandemic has made Online Education the norm. Benefits include better access and parity, making masses more tech savvy, and AI,VR,etc. enhancing the learning experience. Thus, colleges should hasten the transition to online education due to it rendering traditional classroom lectures useless.(20 minutes, 250-300 words)

M2: Your name reminds me of the Arjan Vailly song (all of us had a light laugh here)

M2: So you work in Deloitte USI. How is this different from Deloitte?

A: Explained

M2: What does a day at your job look like?

A: Explained(emphasis on Valuations, since I was comfortable with that)

M2: Why do you need to test the valuation assumptions, when the 3rd party valuations company would have done their own diligence as well?

A: Explained

M2: Explain what you do in Valuations work.

A: Explained

M2: Write the formula for Cost of Equity and explain each term to me like I don't know anything about it.

A: Was explaining(cutoff by M1 while explaining Market Risk)

M1: Gave me a case with 3 companies in a portfolio having different returns, variances and weights and told me to find out the risk of the portfolio.

A: Had forgotten the formula here, so couldn't figure this out.

M1: That's fine, the formula must have slipped out of your mind. Please continue explaining the rest of the terms.

A: Explained

M2: All Big 4s provide services other than auditing as well like consulting? Is that right?

A: As long as it is not for the same client, it's fine

M2: What if its for the same client, then?

A: Explained about my company's Independence process.

M2: Over to M1



M1: Are you comfortable with Maths? How comfortable are you with Calculus?

A: Fairly comfortable

M1: How do we find maxima or minima of a function. Walk me through the process.

A: Take out the first derivative and set it to 0.

M1: Why?

A: Answered (after some help from M1)

M1: Continue

A: Explained about the second derivative approach.

M1: Why do we take out the second derivative? Explain graphically.

A: Couldn't figure this out

M1: That's fine

M2: What do you do in your free time?

A: Explained hobbies

M2: Name 5 male singers of the pre-70s era.

A: Named

M2: Different 5 singers for the pre-60s era

A: Started by naming Talat Mahmood

M1:(cutting in) Talat wasn't pre-60s

A: He was

M2: Don't remember him being a pre-60s guy.

A: Reiterated that he most certainly was

(Seemed like M1 & M2 didn't know this)

M2: Okay anyway, name 3 female singers of the pre-50s era.

A: Named

M2: Can you name some other singers apart from Lata and Asha?

A: Said wasn't aware of the pre-50s era.



M1: Have you heard about KL Saigal?

A: Yes, explained a bit about him.

M2: Okay so for lawn tennis, do you follow the sport or a player?

A: Said got into it because of Federer

M2:(cutting in) When did he play his first Wimbledon final with Nadal?

A: 2006

M2: Any other Wimbledon finals? Which one was the marathon match?

A: Answered

M2: What are the Grand Slam Counts for the Big 3?

A: Answered

M2: Federer's last grand slam and last Wimbledon?

A: Answered

M1: You follow cricket as well. In how many ways can a batsman get out?

A: 10

M1: List them out and explain each.

A: Explained pretty comprehensively

M1: What is Mankading? Whom is it named after?

A: Answered, and then some discussion with the profs regarding Mankading.

M1: Good! Please take a toffee and have a nice day.

A: Thanked and left