

Statistics with Dr Sanjay Fuloria



(Student managers and faculty members with Dr Sanjay Fuloria)

Institute of Management Technology, Nagpur recently had the privilege of hosting an interactive session for the student managers with Dr Sanjay Fuloria, who is working as the General Manager at Cognizant Technology Solutions (CTS). He is currently handling Research as a service (RaaS) projects and Primary Research in CTS. He has also been a faculty for Business Intelligence, Business modelling and simulation and Quants at a Business school. Apart from publishing more than ten research papers on various subjects, he has also published various research articles in International journals approved by SCOPUS. He has even held workshops and MDPs for corporates from Cap Gemini, AC Nielsen, UBS and Wipro. Here is an excerpt from his interview:

Q 1. Would you like to tell us more about the ‘Thought Leadership’ paper that you wrote?

Ans. The idea behind the Thought Leadership paper is basically marketing. These are the marketing collaterals for a company. Generally, different verticals approach us. We have a solution, write a story around that solution so that people can understand the problem that we are trying to answer and the steps that we are going to take to get to that solution. So it is built around the solution that Cognizant Technology Solutions has developed.

Q 2. Which industry do you believe is undergoing a major transformation due to data analytics?

Ans. The first is the banks. They are the leaders when it comes to transformations due to data analytics. Then, there is Health care sector. As far as I believe, these are the two sectors that are undergoing a major transformation with the help of data analytics.

Q 3. There is a sudden advent of business intelligence in management curriculum recently. Since you have launched the same in one of the Business schools as well, how important is business intelligence as a subject for student managers according to you? Also, how is it related to statistics?

Ans. Business intelligence is not something new. It is just a new name since statistics has been there from the 1950s and 1960s. It is just the old wine in a new bottle. A lot of this was used in the world wars as well. Statistics is the base on which business intelligence, big data and business analytics lie. Unless you have the basic knowledge of statistics, it would be very difficult for you to understand the concepts and techniques behind all these subjects. From the managers' point of view, statistics cannot be ignored in our day to day lives. Either you produce statistics or you consume it. So there is no getting away from this subject when you want to take your career and business forward.

Q 4. Can you enlighten us about the Good and Bad Credit Risk predictions since you took a project on the same for a bank?

Ans. I would like to relate it to the 2008 crisis. Banks gave loans to people who have no income and no jobs called Ninja loans. Still, they felt that the money would come back somehow which, I believe, is foolish since it was very evident that they would not be able to repay the amount. As a bank, you should consider various factors such as the income of the person, projected income, the quality of the job, the stability of the job etc. before disbursing loans. So those things have to be considered before granting someone a loan.

Q 5. How was your experience at Institute of Management Technology, Nagpur?

Ans. It was a very good experience. This is the second time that I am coming to this institution. I had come here to deliver a statistics lecture in 2013 as well. The students were very good. I interacted with a few students from both the batches as well. It was great and I look forward to coming back again.