



DEPARTMENT OF STATISTICS
FACULTY OF MATHEMATICAL SCIENCES
UNIVERSITY OF DELHI, DELHI-110007



Strategy Simplified: Guestimate & Case Study
A Guidance Session with One of Our Alumni

Date: 19th April 2025

Location: Room 19, Satyakam Bhawan, University of Delhi

Type of event: Guidance Session

Duration: 02 hrs

Number of participants from our batch: 67

Departments involved: Department of Statistics

Alumni: 'Mr. Naman Jain'

ABOUT THE SPEAKER:

Naman Jain is a seasoned analytics and data science professional with a strong foundation in statistics. Currently serving as an Associate Solution Advisor at Deloitte, he brings expertise in data-driven solutions and strategic problem-solving. His previous role as a Data Scientist at NielsenIQ further solidified his analytical capabilities, working with complex datasets and market intelligence.

With a Master's degree in Statistics from Ramjas College, Naman has a deep understanding of probability, mathematical statistics, and actuarial sciences, demonstrated by his certifications in CT3 - Probability & Mathematical Statistics and CT5 - Contingencies from the Institute and Faculty of Actuaries. His blend of technical proficiency and industry experience makes him a valuable contributor to the field of analytics and business intelligence.

INTRODUCTION:

Credence, the Placement Cell of the Department of Statistics at the University of Delhi, successfully hosted the first session of its flagship series, "Alum Connect", with our esteemed alumnus, Naman is currently working as an Associate Solution Advisor at Deloitte and is a proud alumnus of the M.Sc. Statistics batch of 2021.

The interaction was part of our ongoing effort to bridge the gap between current students and successful alumni, providing insights into career paths, placement readiness, and real-world corporate experience.

KEY TAKEAWAYS:

A major highlight of the session was the workshop on Guestimates and Case Studies, critical for students preparing for consulting, product management, and analytical roles. The alumnus explained both top-down and bottom-up estimation approaches, emphasizing structured thinking through the MECE framework (Mutually Exclusive, Collectively Exhaustive). Real-life examples like estimating the number of daily flights from Delhi Airport or Netflix's revenue in India helped students grasp the application of logical assumptions and sanity checks in solving complex business problems.

Additionally, a live case study based on a hypothetical company, BookZ, was discussed to demonstrate structured problem-solving. Students analyzed the feasibility of implementing an AI chatbot to reduce support costs and improve efficiency. The session concluded with an engaging Q&A, where the speaker answered queries on internships, domain changes, and skill development.

PARTICIPATION HIGHLIGHTS:

Throughout the conversations on guestimates and case studies, participants actively participated by posing intelligent queries, looking for clarifications, and offering their own viewpoints. Their interest led to heated discussions on practical business issues and logical estimating methods. Students avidly participated, making the workshop a highly collaborative and intellectually fascinating experience, whether they were studying daily flight predictions or assessing the impact of AI in customer assistance scenarios.

IMPACT:

The session proved to be highly informative and beneficial for the students. Some of the notable outcomes from the session are as follows:

- Clarified approaches to solve Guestimates with real-life examples.
- Emphasis on logical assumptions and structured breakdown of problems.
- The case study framework covered steps like hypothesis building, data analysis, and actionable recommendations.

CONCLUSION:

The session was organised by Credence, the Placement Cell of the Department of Statistics at the University of Delhi. It successfully achieved its goal of providing students with valuable insights into the data industry, current job market trends, and effective strategies for placement preparation.

