

Indian Institute of Management Rohtak



PGP FINAL PLACEMENTS 2016

Ref No: SN/SMER/IIMR/2016/464

November 3, 2016

To
The Chairperson,
The Placement Office,
Indian Institute of Management Rohtak,
M. D. University Campus,
Rohtak, Haryana- 124 001.

Re: Audit of the 2016 Final Placement Report of the Post Graduate Programme (PGP)

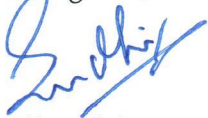
Dear Sir,

CRISIL has audited the report prepared by Indian Institute of Management, Rohtak (IIM-R), on the final placements of students in the PGP batch of 2014-16. We have validated the contents of the report prepared by IIM-R by cross-checking these with the relevant documentation. On the placement report's conformance with the Indian Placement Reporting Standards (IPRS), version 2.1, we wish to confirm the following:

1. To the best of our knowledge and belief, we have obtained all information and explanations as were necessary for the audit.
2. The validation of information presented in the report is based on communication received by IIM-R from recruiting companies and students. CRISIL has not independently sourced any information or documentation.
3. We have verified information provided in the report regarding remuneration, job function, and location, by cross-checking these with communication received from recruiters.
4. CRISIL has verified information for 117 of the 137 students through communication provided by the institute.
5. Due to IIM-R policy of one offer per student, there is no separate process for recording acceptance of offer by students and hence the same has not been verified.
6. The salary information has been categorised as far as possible under appropriate heads to indicate fixed and variable components for better representation. Where such a break-up was not available, the salary has been considered only as 'maximum earning potential'.
7. CRISIL has verified 5 of the 6 pre-placement offers.
8. CRISIL has verified 4 of 8 students opting out of the placement process through communication received from the students.

Thank you,

Best regards,



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CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363



Contents

1. Classification of the Entire Graduate Pool	4
2. Sector-wise classification	5
3. Function-wise classification	5
4. Location-wise classification.....	5
5. Salary details	6
5.1 Salary Heads – Domestic (INR)	6
5.2 Sector-wise classification of salary	7
5.3 Function-wise classification of salary	9
5.4 Location-wise classification of salary	11
6. Other details	13
7. Compliance statement.....	13



Index of Tables

Table 1: Classification of the Entire Graduate Pool	4
Table 2: Classification of Placements Based on Sector	5
Table 3: Classification of Placements Based on Function	5
Table 4: Classification of Placements Based on Location	5
Table 5: Classification of Salary Components in INR.....	6
Table 6: Sector-wise Classification of Fixed Yearly Cash Component in INR	7
Table 7: Sector-wise Classification of One-time Cash Payment in INR.....	7
Table 8: Sector-wise Classification of Total Guaranteed Cash Component in INR	7
Table 9: Sector-wise Classification of Maximum Earning Potential Component in INR	8
Table 10: Function-wise Classification of Fixed Yearly Cash Component in INR	9
Table 11: Function-wise Classification of One-time Cash Payment in INR	9
Table 12: Function-wise Classification of Total Guaranteed Cash Component in INR	9
Table 13: Function-wise Classification of Maximum Earning Potential Component in INR	10
Table 14: Location-wise Classification of Fixed Yearly Cash Component in INR.....	11
Table 15: Location-wise Classification of One-time Cash Payment in INR	11
Table 16: Location-wise Classification of Total Guaranteed Cash Component in INR.....	11
Table 17: Location-wise Classification of Maximum Earning Potential Component in INR.....	12
Table 18: Details regarding Pre-Placement Offers (PPO).....	13
Table 19: List of Deviations from Standards with reasons for the same	13

1. Classification of the Entire Graduate Pool

The graduating class is categorised into three major groups:

- Graduates seeking placement through the institute
- Graduates not seeking placement through the institute
- Graduates who did not get placed

Categories	Number
1. Sought placement through the institute	137*
2. Did not seek placement through the institute	8
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	-
2g. Not seeking placements for other reasons	-
Total who did not seek employment through the institute	8
3. Number unplaced, if any	-
Total Graduates	145

Table 1: Classification of the Entire Graduate Pool

*20 of the 137 offer letters were not available



For IIM Rohtak



For CRISIL Limited, Mumbai



2. Sector-wise classification

The table below shows sector-wise break-up of the accepted offers.

Sector	No of Offers accepted
BFSI	35
E Commerce	6
Engineering / Technology	12
Information Technology (IT)	34
Telecom	16
Others	14
Total	117

Table 2: Classification of Placements Based on Sector

3. Function-wise classification

The table below shows function-wise break-up of the accepted offers.

Function	No of Offers accepted
Business Analytics	7
Consulting	12
Marketing/ Sales	28
Others	17
Management Trainee	53
Grand Total	117

Table 3: Classification of Placements Based on Function

4. Location-wise classification

The table below shows location-wise break-up of the accepted offers.

Location	No of Offers accepted
Bangalore	13
Delhi NCR	29
Mumbai	6
Rest of India	69
Total	117

Table 4: Classification of Placements Based on Location



For CRISIL Limited, Mumbai



5. Salary details

5.1 Salary Heads – Domestic (INR)

Salary Head (INR)	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	519,000	1,417,601	937,044	914,720	103
One-time Cash Payment	75,000	400,000	200,000	201,746	33
Total Guaranteed Cash Component	595,000	1,608,300	946,548	960,663	105
Maximum Earning Potential including non-cash, long term and performance linked components)	650,000	1,815,000	1,100,000	1,121,236	113

Table 5: Classification of Salary Components in INR



For IIM Rohtak

For CRISIL Limited, Mumbai

5.2 Sector-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Others include BPO, Consulting, FMCG and Petroleum

Fixed Yearly Cash Component (INR)						
Sectors	Min	Max	Median	Mean	Data	
BFSI	595,000	1,417,601	949,579	951,740	29	
E commerce	900,000	1,216,884	971,742	1,000,642	6	
Engineering / Technology	519,000	992,400	818,754	826,649	10	
Information Technology (IT)	682,212	1,308,300	937,044	944,238	33	
Telecom	599,683	1,089,364	802,624	815,718	16	
Others	650,000	1,200,000	884,868	903,781	9	

Table 6: Sector-wise Classification of Fixed Yearly Cash Component in INR

One-time Cash Payment (INR)						
Sectors	Min	Max	Median	Mean	Data	
BFSI	100,000	400,000	136,359	170,908	10	
e Commerce	350,000	350,000	350,000	350,000	3	
Engineering / Technology	322,000	322,000	322,000	322,000	1	
Information Technology (IT)	75,000	300,000	200,000	184,722	18	
Telecom	-	-	-	-	-	
Others	251,546	251,546	251,546	251,546	1	

Table 7: Sector-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)						
Sectors	Min	Max	Median	Mean	Data	
BFSI	595,000	1,445,297	941,165	958,841	32	
e Commerce	1,043,484	1,250,000	1,146,742	1,146,742	6	
Engineering / Technology	659,680	992,400	886,880	858,849	10	
Information Technology (IT)	682,212	1,608,300	951,996	1,052,602	31	
Telecom	599,683	1,089,364	802,624	815,718	16	
Others	650,000	1,390,365	837,894	903,557	10	

Table 8: Sector-wise Classification of Total Guaranteed Cash Component in INR

Indian Institute of Management
Rohtak
Placement Office
For IIM Rohtak

For CRISIL Limited, Mumbai



Maximum Earning Potential Component (INR)						
Sectors	Min	Max	Median	Mean	Data	
BFSI	650,040	1,625,061	1,000,000	1,109,837	35	
e Commerce	1,200,000	1,250,000	1,235,800	1,228,600	6	
Engineering / Technology	7,00,000	1,200,000	1,000,000	990,208	11	
Information Technology (IT)	800,000	1,815,000	1,220,002	1,234,265	34	
Telecom	750,000	1,300,000	975,000	990,625	16	
Others	650,000	1,800,000	1,024,048	1,070,587	11	

Table 9: Sector-wise Classification of Maximum Earning Potential Component in INR



For IIM Rohtak

For CRISIL Limited, Mumbai

5.3 Function-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Others include Systems/IT, HR, Operations, Finance and roles which do not fall into the given categories.

Fixed Yearly Cash Component (INR)						
Functions	Min	Max	Median	Mean	Data	
Business Analytics	871,548	1,308,938	1,082,348	1,124,342	7	
Consulting	734,340	1,308,300	996,948	997,889	11	
Marketing/ Sales	682,212	1,417,601	996,948	951,301	27	
Others	630,000	1,417,601	924,790	985,534	16	
Management Trainee	519,000	1,250,000	690,484	807,508	42	

Table 10: Function-wise Classification of Fixed Yearly Cash Component in INR

One-time Cash Payment (INR)						
Functions	Min	Max	Median	Mean	Data	
Business Analytics	75,000	136,359	136,359	121,019	4	
Consulting	200,000	300,000	200,000	220,000	5	
Marketing/ Sales	200,000	200,000	200,000	200,000	9	
Others	75,000	400,000	300,000	244,444	9	
Management Trainee	100,000	322,000	150,000	178,924	6	

Table 11: Function-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)						
Functions	Min	Max	Median	Mean	Data	
Business Analytics	946,200	1,445,297	1,082,348	1,193,496	7	
Consulting	650,000	1,608,300	997,740	1,060,565	12	
Marketing/ Sales	682,212	1,417,601	1,047,468	1,017,967	27	
Others	630,000	1,417,601	1,129,398	1,109,676	15	
Management Trainee	595,000	1,390,365	678,932	810,411	44	

Table 12: Function-wise Classification of Total Guaranteed Cash Component in INR

Indian Institute of Management, Rohtak
Placement Office
गोपालीय प्रबंध संस्थान,
For IIM Rohtak

Sudhir
For CRISIL Limited, Mumbai



Maximum Earning Potential Component (INR)						
Functions	Min	Max	Median	Mean	Data	
Business Analytics	1,125,000	1,625,061	1,500,004	1,407,171	7	
Consulting	650,000	1,815,000	1,144,998	1,184,583	12	
Marketing/ Sales	750,000	1,500,000	1,250,000	1,176,481	27	
Others	912,000	1,800,000	1,250,000	1,292,077	16	
Management Trainee	650,040	1,626,090	912,000	984,240	51	

Table 13: Function-wise Classification of Maximum Earning Potential Component in INR



For IIM Rohtak

For CRISIL Limited, Mumbai

5.4 Location-wise classification of salary

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Rest of India includes locations Hyderabad, Kolkata, Chennai and Kurukshetra as well as offers where location data was not mentioned

Fixed Yearly Cash Component (INR)						
Location	Min	Max	Median	Mean	Data	
Bangalore	704,748	1,129,398	906,661	885,987	13	
Mumbai	650,000	805,940	659,320	693,645	4	
Delhi NCR	599,683	1,417,601	938,634	931,848	28	
Rest of India	519,000	1,308,300	990,000	928,139	58	

Table 14: Location-wise Classification of Fixed Yearly Cash Component in INR


One-time Cash Payment (INR)						
Location	Min	Max	Median	Mean	Data	
Bangalore	350,000	350,000	350,000	350,000	1	
Mumbai	-	-	-	-	-	
Delhi NCR	136,359	251,546	136,359	165,156	4	
Rest of India	75,000	400,000	200,000	201,679	28	

Table 15: Location-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)						
Location	Min	Max	Median	Mean	Data	
Bangalore	704,748	1,250,000	906,661	912,910	13	
Mumbai	630,000	805,940	650,000	680,916	5	
Delhi NCR	599,683	1,445,297	938,634	949,248	28	
Rest of India	595,000	1,608,300	1,005,564	1,000,309	59	

Table 16: Location-wise Classification of Total Guaranteed Cash Component in INR

Indian Institute of Management,
Rohtak
Placements Office
For IIM Rohtak


For CRISIL Limited, Mumbai



Maximum Earning Potential Component (INR)						
Location	Min	Max	Median	Mean	Data	
Bangalore	750,000	1,800,000	1,014,996	1,074,998	13	
Mumbai	692,040	1,050,000	814,999	844,007	6	
Delhi NCR	683,040	1,626,090	1,120,002	1,102,761	28	
Rest of India	650,000	1,815,000	1,200,000	1,163,384	66	

Table 17: Location-wise Classification of Maximum Earning Potential Component in INR



For IIM Rohtak

For CRISIL Limited, Mumbai

6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	6
2	Total Pre-Placement offers accepted	6

Table 18: Details regarding Pre-Placement Offers (PPO)

7. Compliance statement

This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.1.

The instances where the report deviates from the standards and the reasons for them are mentioned below:

Sl. No.	Deviation from the standards	Reason
1	Salary at PPP not included	No international offers

Table 19: List of Deviations from Standards with reasons for the same



For IIM Rohtak



For CRISIL Limited, Mumbai