BHARATIYA VIDYA BHAVAN'S

S.P. Jain Institute of Management & Research

PGDM FINAL PLACEMENTS 2013

Ref No: SN/EG/SPJIMR/2014/05

April 03, 2014

Chairperson,
The Placement Office
SP Jain Institute of Management and Research
Munshi Nagar, Andheri (W)
Mumbai 400 058

Re: Audit of the Placement Report of the 2011-13 Post Graduate Diploma in Management (PGDM) programme

We have audited the Placement Report prepared by you for the final placements of students of the 2011-13 batch of the Post Graduate Diploma in Management (PGDM) programme of SP Jain Institute of Management and Research (SPJIMR), Mumbai. The Placement Report is the responsibility of SPJIMR. CRISIL's responsibility is to validate the information provided in the report with the relevant documentation, and comment on the Placement Report's conformance with the Indian Placement Reporting Standards (IPRS) version 2.1.

In this context, CRISIL confirms the following:
1. For the purpose of the audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards version 2.1.
2. The validation of information presented in the report is based on communication received by SPJIMR from recruiting companies and students. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration, job function and location presented in the report with communication received from recruiters. Information regarding compensation received from individual students has not been used.
    a. Where offer letters or other recruiter communication was not available, the report considers the record as "To Be Decided". We have not been able to verify the status of such students since there is no record.
    b. The information has been categorized as best as possible under different salary heads as given in the IPRS version 2.1: where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
    c. Data was not available for two students who sought placements through the institute.
    d. 20 out of the 57 pre-placement offers awarded and accepted have been verified.
4. The number of students opting out of the placement process has been established through written communication but has not been signed by the students.

Thank you,

Best regards,

Anurag Jhanwar, MRICS
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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	**174***
2. Did not seek placement through the institute	-
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	1
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	1
2g. Not seeking placements for other reasons	1
Total who did not seek employment through the institute	**2**
3. Number unplaced, if any	-
Total Graduates	**176****

Table 1: Classification of the Entire Graduate Pool

Data not available for two students

**One student did not graduate at the time of audit*

For SPJIMR, Mumbai

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 sector	25
Conglomerate	11
Consulting	34
Consumer goods (FMCG/CD)	36
Energy	7
IT/ITeS	24
Manufacturing	11
Pharmaceutical / Healthcare	9
Telecom	7
Others	6
International:	
Engineering / Technology	2
Total	**172**

Table 2: Classification of Placements Based on Sector

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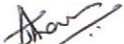
The table below shows function-wise break-up of the accepted offers.

Function	No of Offers accepted
Consulting	33
Finance	25
Marketing / Sales	23
Operation/ Supply Chain	13
System / IT	8
Others	8
To Be Decided	60
International:	
To Be Decided	2
Total	**172**

Table 3: Classification of Placements Based on Function

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

4. Location-wise classification

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

Location	No of Offers accepted
Domestic	
Bengaluru	19
Hyderabad	8
Mumbai	49
NCR	18
Rest of India	8
International	
Asia	2
To Be Decided	68
Total	**172**

Table 4: Classification of Placements Based on Location

5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	349,200	1,800,000	1,142,266	1,102,770	147
C	One-time Cash Payment	25,000	914,286	175,000	192,697	90
A+B+C	Total Guaranteed Cash Component	349,200	1,950,000	1,235,124	1,209,353	147
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	349,200[1]	2,310,000	1,412,500	1,432,855	168

Table 5: Classification of Salary Components in INR

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

[1] Figure mentioned in offer letter as Base Salary but has been considered for Maximum Earning Potential due to non-availability of further salary heads

5.2 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	15,589	87,054	55,139	53,989	147
Non-INR salary (Total guaranteed cash component)	39,778	39,778	39,778	39,778	2
Combined INR and non-INR salary (Total guaranteed cash component)	15,589	87,054	54,670	53,798	149
INR salary (Maximum Earning Potential)	15,589	103,125	63,058	63,967	168
Non-INR salary (Maximum Earning Potential)	47,296	47,296	47,296	47,296	2
Combined INR and non-INR salary (Maximum Earning Potential)	15,589	103,125	62,500	63,771	170

Table 6: Classification of Salary Components in USD at PPP

PPP data as per http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699

5.3 Sector-wise Classification of Salary

Others includes Engineering / Technology and Online Services.

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.
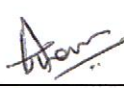
5.3.1 Sector-wise classification of salary - Domestic (INR)

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	536,496	1,250,000	906,920	937,444	24
Conglomerate	1,079,320	1,142,266	1,110,540	1,110,185	7
Consulting	577,500	1,800,000	1,123,202	1,149,687	26
Consumer goods (FMCG/CD)	876,919	1,567,063	1,277,300	1,291,344	36
Energy	349,200	1,321,104	349,200	765,730	7
IT/ITeS	716,040	1,386,739	1,040,686	1,016,229	18
Manufacturing	914,280	1,522,699	985,400	1,108,045	11
Pharmaceutical / Healthcare	772,053	1,195,568	1,106,620	1,043,692	8
Telecom	1,083,636	1,165,864	1,165,864	1,130,623	7
Others	923,088	1,300,000	1,129,244	1,117,444	3

Table 7: Sector-wise Classification of Fixed Yearly Cash Component in INR

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

One-time Cash Payment (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	100,000	300,000	237,500	220,833	6
Conglomerate	100,000	300,000	150,000	150,000	10
Consulting	50,000	200,000	150,000	142,118	17
Consumer goods (FMCG/CD)	50,000	360,400	300,000	254,907	28
Energy	150,000	150,000	150,000	150,000	3
IT/ITeS	30,000	100,000	55,000	62,500	8
Manufacturing	100,000	914,286	100,000	282,857	5
Pharmaceutical / Healthcare	25,000	300,000	200,000	185,714	7
Telecom	200,000	200,000	200,000	200,000	4
Others	250,000	250,000	250,000	250,000	2

Table 8: Sector-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	536,496	1,532,695	906,920	986,402	24
Conglomerate	1,142,266	1,260,540	1,260,540	1,224,471	7
Consulting	577,500	1,950,000	1,206,792	1,232,994	26
Consumer goods (FMCG/CD)	951,919	1,771,000	1,464,390	1,489,606	36
Energy	349,200	1,471,104	349,200	830,016	7
IT/ITeS	716,040	1,486,739	1,058,156	1,041,229	18
Manufacturing	914,280	1,828,566	1,345,000	1,236,617	11
Pharmaceutical / Healthcare	972,053	1,466,040	1,127,792	1,203,067	8
Telecom	1,083,636	1,365,864	1,365,864	1,244,909	7
Others	923,088	1,300,000	1,129,244	1,117,444	3

Table 9: Sector-wise Classification of Total Guaranteed Cash Component in INR

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Maximum Earning Potential Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	593,754	1,569,414	1,028,000	1,111,681	25
Conglomerate	1,300,000	1,620,223	1,552,500	1,491,022	10
Consulting	1,050,000	2,310,000	1,378,004	1,514,231	34
Consumer goods (FMCG/CD)	1,249,996	2,171,220	1,732,764	1,770,942	36
Energy	349,200	1,640,005	349,200	902,402	7
IT/ITeS	900,000	1,570,000	1,218,923	1,227,475	24
Manufacturing	1,103,563	2,017,849	1,709,542	1,507,949	11
Pharmaceutical / Healthcare	1,100,000	1,773,240	1,425,000	1,413,438	9
Telecom	1,299,996	1,600,000	1,600,000	1,471,427	7
Others	1,100,003	1,950,000	1,450,000	1,479,001	5

Table 10: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

5.4 Function-wise classification of salary

Others includes Business Analyst, General Management and Human Resources

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.

5.4.1 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	577,500	1,281,384	1,049,365	1,047,320	24
Finance	536,496	1,277,300	982,100	984,365	22
Marketing / Sales	900,000	1,504,500	1,245,000	1,218,005	21
Operation/ Supply Chain	923,088	1,522,699	1,321,104	1,278,840	12
System / IT	1,006,946	1,300,000	1,110,540	1,124,851	6
Others	772,053	1,421,000	953,775	1,002,487	6
To Be Decided	349,200	1,800,000	1,165,864	1,100,486	56

Table 11: Function-wise Classification of Fixed Yearly Cash Component in INR

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

One-time Cash Payment (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	30,000	200,000	104,000	125,375	16
Finance	100,000	360,400	212,500	204,425	8
Marketing / Sales	50,000	360,400	100,000	195,133	12
Operation/ Supply Chain	50,000	300,000	200,000	207,143	7
System / IT	60,000	150,000	150,000	137,143	7
Others	100,000	350,000	200,000	212,500	4
To Be Decided	25,000	914,286	200,000	224,991	36

Table 12: Function-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	577,500	1,481,384	1,129,158	1,122,570	24
Finance	536,496	1,637,700	1,017,818	1,031,429	22
Marketing / Sales	900,000	1,637,700	1,345,000	1,327,129	21
Operation/ Supply Chain	923,088	1,722,699	1,463,020	1,395,506	12
System / IT	1,066,946	1,300,000	1,260,540	1,234,851	6
Others	800,000	1,771,000	1,057,160	1,144,154	6
To Be Decided	349,200	1,950,000	1,356,516	1,236,642	56

Table 13: Function-wise Classification of Total Guaranteed Cash Component in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,050,000	1,713,004	1,265,108	1,306,392	33
Finance	593,754	2,000,000	1,250,000	1,217,925	25
Marketing / Sales	1,000,000	2,010,503	1,570,000	1,560,786	23
Operation/ Supply Chain	1,100,003	2,002,699	1,728,082	1,675,916	13
System / IT	1,185,000	1,595,000	1,545,000	1,481,250	8
Others	920,000	2,000,032	1,100,000	1,235,032	8
To Be Decided	349,200	2,310,000	1,600,000	1,512,850	58

Table 14: Function-wise Classification of Maximum Earning Potential Cash Component in INR

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

5.5 Location-wise classification of salary

'Rest of India' includes Chennai and Pune.

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.

5.5.1 Location-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	716,040	1,800,000	1,133,315	1,172,586	17
Hyderabad	799,570	1,185,588	900,000	974,149	5
Mumbai	349,200	1,421,000	1,066,501	997,832	44
National Capital Region	577,500	1,418,779	1,162,825	1,078,712	14
Rest of India	923,088	1,255,754	1,255,754	1,167,604	8
To Be Decided	772,053	1,567,063	1,165,864	1,168,730	59

Table 15: Location-wise Classification of Fixed Yearly Cash Component in INR

One-time Cash Payment (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	60,000	250,000	150,000	157,727	11
Hyderabad	200,000	200,000	200,000	200,000	2
Mumbai	30,000	360,400	150,000	181,870	23
National Capital Region	25,000	300,000	137,500	130,000	10
Rest of India	-	-	-	-	-
To Be Decided	50,000	914,286	200,000	221,016	44

Table 16: Location-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	716,040	1,950,000	1,208,303	1,245,233	17
Hyderabad	799,570	1,385,588	900,000	1,054,149	5
Mumbai	349,200	1,771,000	1,083,636	1,087,218	44
National Capital Region	577,500	1,486,600	1,198,684	1,169,783	14
Rest of India	923,088	1,255,754	1,255,754	1,167,604	8
To Be Decided	914,280	1,828,566	1,365,864	1,318,301	59

Table 17: Location-wise Classification of Total Guaranteed Cash Component in INR

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Maximum Earning Potential Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	900,000	2,310,000	1,450,000	1,519,627	19
Hyderabad	920,000	1,603,008	1,099,000	1,214,565	8
Mumbai	349,200	2,171,220	1,282,845	1,323,254	49
National Capital Region	1,000,000	1,800,000	1,425,000	1,401,911	17
Rest of India	1,100,003	2,009,600	2,009,600	1,756,000	8
To Be Decided	900,000	2,039,463	1,569,414	1,483,735	67

Table 18: Location-wise Classification of Maximum Earning Potential Cash Component in INR

6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	57*
2	Total Pre-Placement offers accepted	57*

Table 19: Details regarding Pre-Placement Offers (PPO)

*20 Pre-Placement offers have been verified

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 heads, sector-wise, function-wise and location-wise data not reported for international placements	To maintain client confidentiality due to limited data

Table 20: List of Deviations from Standards with reasons for the same

For SPJIMR, Mumbai

For CRISIL Limited, Mumbai