



BHARATIYA VIDYA BHAVAN'S

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**S.P. Jain Institute of Management & Research**

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## **PGPM FINAL PLACEMENTS 2012**

Ref No: SM/SMER/IIMA/2013/676

January 30, 2013

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

Dear Sir,

**Re: Audit of the Placement Report of the 2011-12 Post Graduate Programme in Management (PGPM)**

We have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of the students of the 2011-12 batch of the PGPM programme. The Placement Report is the responsibility of SPJIMR. Our responsibility is to validate the information provided in the report with the relevant documentation, and comment on the Placement Report's conformance with Indian Placement Reporting Standards (IPRS).

In this context, we confirm 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.
2. The validation of information presented in the report is based on communication received by SPJIMR from recruiting companies. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration and job function 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 data unavailable. We have not been able to verify the status of such students since there is no record.
  - b. The information has been categorised as best as possible under different salary heads as given in the IPRS: where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
4. CRISIL has not been able to verify through any documentation the following:
  - a. Students who are company-sponsored or already employed
  - b. Entrepreneurship (Starting a new business) students
  - c. Students seeking placement outside the campus placement processSPJIMR does not maintain a separate process of recording such cases for PGPM programme.

Thank you.

Best regards,



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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
<b>1. Sought placement through the institute</b>	<b>69</b>
<b>2. Did not seek placement through the institute</b>	
2a. Company-sponsored or already employed	6
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	4
2g. Not seeking placements for other reasons	-
<b>Total who did not seek employment through the institute</b>	<b>11</b>
<b>3. Number unplaced, if any</b>	<b>-</b>
<b>Total Graduates</b>	<b>80</b>

Table 1: Classification of the entire graduate pool

## 2. Sector-wise classification

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

Sector	No of Offers accepted
Banking, Financial Services and Insurance (BFSI)	3
Consulting	24
Consumer Goods ( FMCG)	3
Information Technology (IT)	25
Manufacturing	4
Pharma/ Healthcare	3
Others	7
<b>Total</b>	<b>69</b>

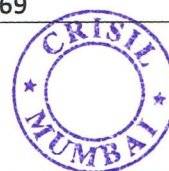
Table 2: Classification of placements based on sector



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai



### 3. Function-wise classification

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

Function	No of Offers accepted
Consulting	47
Finance	3
General Management	4
Marketing/ Sales	3
Operations / Supply Chain	8
Data not available	4
<b>Total</b>	<b>69</b>

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
<b>Domestic</b>	
Bengaluru	18
Chennai	3
Mumbai	17
NCR	8
Hyderabad	4
Pune	7
Rest of India	3
<b>International</b>	
South-east Asia	2
<b>Data not available</b>	<b>7</b>
<b>Total</b>	<b>69</b>

Table 4: Classification of placements based on location

For SPJIMR, Mumbai



For CRISIL Limited, Mumbai





## 5. Salary details

### 5.1 Salary Heads – Domestic (INR)

	Salary head (INR)	Min	Max	Median	Mean	Data
A	Basic Salary	228,000	1,100,000	455,100	432,880	59
B	Additional Guaranteed Cash Components	351,482	1,584,920	677,280	726,917	57
A+B	Fixed Yearly Cash Components	400,000	2,140,000	1,119,312	1,136,494	61
C	One-time Cash Payments	25,000	145,000	50,000	73,333	3
A+B+C	Total guaranteed cash payments	400,000	2,140,000	1,119,312	1,140,101	61
D	Maximum Earning Potential (including non-cash, long term and performance-linked components)	1,000,000	2,842,557	1,400,000	1,444,161	67

Table 5: Classification of salary components in INR

### 5.2 Salary Heads – International (USD)

	Salary head	Min	Max	Median	Mean	Data
A	Basic Salary	75,067	75,067	75,067	75,067	1
B	Additional Guaranteed Cash Components	-	-	-	-	-
A+B	Fixed Yearly Cash Components	75,067	75,067	75,067	75,067	1
C	One-time Cash Payments	11,549	11,549	11,549	11,549	1
A+B+C	Total guaranteed cash payments	86,616	86,616	86,616	86,616	1
D	Maximum Earning Potential (including non-cash, long term and performance-linked components)	90,704	92,246	91,475	91,475	2

Table 6: Classification of salary components in USD

Conversion rate to USD as per [www.bloomberg.com](http://www.bloomberg.com), mean exchange rate as on June 2012

For SPJIMR, Mumbai



For CRISIL Limited, Mumbai



### 5.3 Salary Statistics at PPP

Salary head	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	18,841	100,801	52,723	53,702	61
Non-INR salary (Total guaranteed cash component)	74,346	74,346	74,346	74,346	1
Combined INR and non-INR salary (Total guaranteed cash component)	18,841	100,801	52,884	54,035	62
INR salary (Maximum Earning Potential)	47,103	133,893	65,944	68,025	67
Non-INR salary (Maximum Earning Potential)	77,855	79,178	78,517	78,517	2
Combined INR and non-INR salary (Maximum Earning Potential)	47,103	133,893	65,945	68,329	69

Table 7: Classification of salary components in USD at PPP

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

### 5.4 Sector-wise classification of salary



Others include sectors that do not fall into the other categories such as Media/ Entertainment and Engineering/Technology.



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 Sector-wise classification of salary - Domestic (INR)

Fixed Yearly Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance	400,000	1,389,600	894,800	894,800	2
Consulting	487,843	2,140,000	1,142,400	1,214,899	19
Consumer Goods (FMCG)	849,147	1,275,560	1,180,227	1,101,645	3
Information Technology (IT)	804,000	1,981,150	1,003,476	1,053,728	25
Manufacturing	1,020,156	1,786,000	1,087,010	1,245,044	4
Pharma/ Healthcare	1,119,312	1,268,554	1,119,312	1,169,059	3
Others	800,000	1,556,217	1,279,260	1,263,595	5

Table 8: Sector-wise classification of Fixed Yearly Cash Components in INR

  
  
 For SPJIMR, Mumbai

  
  
 For CRISIL Limited, Mumbai



One-time Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance	50,000	50,000	50,000	50,000	1
Consulting	-	-	-	-	-
Consumer Goods (FMCG)	25,000	25,000	25,000	25,000	1
Information Technology (IT)	-	-	-	-	-
Manufacturing	-	-	-	-	-
Pharma/ Healthcare	-	-	-	-	-
Others	145,000	145,000	145,000	145,000	1

Table 9: Sector-wise classification of One-time Cash Payments in INR

Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Banking, Financial Services and Insurance	400,000	1,439,600	919,800	919,800	2
Consulting	487,843	2,140,000	1,142,400	1,214,899	19
Consumer Goods (FMCG)	849,147	1,300,560	1,180,227	1,109,978	3
Information Technology (IT)	804,000	1,981,150	1,003,476	1,053,728	25
Manufacturing	1,020,156	1,786,000	1,087,010	1,245,044	4
Pharma/ Healthcare	1,119,312	1,268,554	1,119,312	1,169,059	3
Others	800,000	1,556,217	1,294,980	1,292,595	5

Table 10: Sector-wise classification of Total Guaranteed Cash Payments in INP

*[Signature]*



For SPJIMR, Mumbai

*[Signature]*



For CRISIL Limited, Mumbai

## 5.5 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.*

### 5.5.1 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Consulting	487,843	2,140,000	1,126,141	1,137,806	43
Finance	1,060,545	1,389,600	1,225,073	1,225,073	2
General Management	1,148,124	1,556,217	1,532,519	1,412,287	3
Marketing/ Sales	1,180,227	1,786,000	1,483,114	1,483,114	2
Operations/Supply Chain	400,000	1,275,560	1,020,156	925,980	7
Data not available	856,021	1,343,971	1,032,715	1,066,355	4

Table 11: Function-wise classification of Fixed Yearly Cash Components in INR

One-time Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Consulting	145,000	145,000	145,000	145,000	1
Finance	50,000	50,000	50,000	50,000	1
General Management	-	-	-	-	-
Marketing/ Sales	-	-	-	-	-
Operations/Supply Chain	25,000	25,000	25,000	25,000	1
Data not available	-	-	-	-	-

Table 12: Function-wise classification of One-time Cash Payments in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai



Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Consulting	487,843	2,140,000	1,126,141	1,141,178	43
Finance	1,060,545	1,439,600	1,250,073	1,250,073	2
General Management	1,148,124	1,556,217	1,532,519	1,412,287	3
Marketing/ Sales	1,180,227	1,786,000	1,483,114	1,483,114	2
Operations/Supply Chain	400,000	1,300,560	1,020,156	929,552	7
Data not available	856,021	1,343,971	1,032,715	1,066,355	4

Table 13: Function-wise classification of Total Guaranteed Cash Payments in INR

## 5.6 Location-wise classification of salary

'Rest of India' includes locations Dewas, Nasik and Vishakapatnam.

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.

### 5.6.1 Location-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Bengaluru	822,000	1,532,519	1,047,200	1,084,807	16
Chennai	822,000	1,410,100	1,196,464	1,142,855	3
NCR	856,021	2,140,000	1,279,260	1,410,357	7
Hyderabad	1,119,312	1,407,676	1,193,933	1,228,714	4
Mumbai	400,000	1,786,000	1,080,273	1,007,025	16
Pune	804,000	1,786,600	1,059,420	1,127,999	7
Rest of India	1,037,000	1,556,217	1,296,609	1,296,609	2
Data not available	1,020,156	1,245,396	1,245,396	1,191,953	6

Table 14 Location-wise classification of Fixed Yearly Cash Components in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

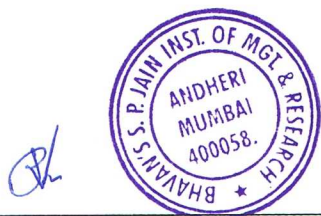


One-time Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Bengaluru	-	-	-	-	-
Chennai	-	-	-	-	-
NCR	-	-	-	-	-
Hyderabad	-	-	-	-	-
Mumbai	25,000	50,000	37,500	37,500	2
Pune	-	-	-	-	-
Rest of India	-	-	-	-	-
Data not available	145,000	145,000	145,000	145,000	1

Table 15: Location-wise classification of One-time Cash Payments in INR

Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Bengaluru	822,000	1,532,519	1,047,200	1,084,807	16
Chennai	822,000	1,410,100	1,196,464	1,142,855	3
NCR	856,021	2,140,000	1,279,260	1,410,357	7
Hyderabad	1,119,312	1,407,676	1,193,933	1,228,714	4
Mumbai	400,000	1,786,000	1,080,273	1,011,712	16
Pune	804,000	1,786,600	1,059,420	1,127,999	7
Rest of India	1,037,000	1,556,217	1,296,609	1,296,609	2
Data not available	1,020,156	1,294,980	1,245,396	1,216,120	6

Table 16: Location-wise classification of Total Guaranteed Cash Payments in INR



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

## 6. 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	Function-wise, location-wise and sector-wise data not reported for international placements	To maintain client confidentiality due to limited data

Table 17: List of Deviations from Standards with reasons for the same

  
  
For SPJIMR, Mumbai

  
  
For CRISIL Limited, Mumbai