

Ref no. RS/SMER/CMSB/2019/CH /14446
February 14, 2019

To
The Chairperson,
The Placement Office,
CMS Business School- JAIN (Deemed to be University),
No. 17, Seshadri Road, Gandhi Nagar,
Bangalore- 560 009, Karnataka

Re: Audit of the Placement Report of the Masters in Business Administration (MBA) programme, 2016-18

Dear Sir,

CRISIL have audited the Placement Report prepared by CMS Business School (Jain University), for the final placements of students in the MBA batch of 2016-18. We have validated the contents of the report prepared by CMS Business School by cross-checking these with the relevant documentation. On the placement report's conformance with the Indian Placement Reporting Standards (IPRS), version 2.2, we wish to confirm the following:

1. For the purpose of the audit, we have obtained all information and explanations, which to the best of our knowledge and belief were necessary.
2. The validation of information presented in the report is based on communication received by CMS Business School from the 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 the help of communication received from recruiters.
4. CRISIL has verified information for 227 out of 314 students through communication provided by the institute.
5. The salary information has been categorized as far as possible under different salary heads to indicate fixed and variable salary components for the purpose of better representation where a break-up was not available, the salary has been considered only as 'maximum earning potential'.
6. Proof of acceptance of the offers is indicated by student signing the offer letter. Such proof was available for 220 students out of 227 offer letters verified.

Thank you,

Best Regards,



T. Raj Sekhar
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CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

CMS Business School-JAIN (Deemed to be University)



JAIN
DEEMED-TO-BE UNIVERSITY

**CMS BUSINESS
SCHOOL**

Final Placements

Master of Business Administration (MBA)

(Batch 2016-2018)

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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 (A)	251
2. Did not seek placement through the institute (B)	63
2a. Company-sponsored or already employed	-
2b. Continuing education	2
2c. Postponing job search	42
2d. Entrepreneurship (Starting a new business)	4
2e. Returning to/joining family business	12
2f. Seeking placement outside the campus placement process	3
2g. Not seeking placements for other reasons	-
3. Number unplaced, if any	17
Total Graduates (A + B)	272*

Table 1: Classification of the Entire Graduate Pool

**Out of total batch, offer letters of only 227 were available for verification*




For CMS Business School




For CRISIL Limited, Mumbai

2. Sector-wise classification

The table below shows sector-wise break-up of the accepted offers. Others includes sectors such as education and professional recruitment services.

Sector	Number of offers accepted
BFSI sector	83
Information Technology (IT)	53
Manufacturing	21
Others	49
Conglomerate	5
Media / Entertainment	2
Beverages	8
Logistics and Supply chain	6
Total	227

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	Number of offers accepted
Finance	49
Human Resources	18
Marketing/Sales	114
Operations/Supply Chain	12
Management Trainee	34
Total	227

Table 3: Classification of Placements Based on Function




For CMS Business School




For CRISIL Limited, Mumbai

4. Location-wise classification

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

Location	Number of offers accepted
Bangalore	167
Cochin	1
Hyderabad	12
Mysore	1
Salem	2
Mumbai	4
Delhi/NCR	4
Pune	7
Chennai	4
Data Not Available	25
Total	227

Table 4: Classification of Placements Based on Location

5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Mean	Median	Data
A	Fixed Yearly Cash Component	317,583	1,035,406	444,666	423,108	201
B	One-time Cash Payment	50,000	125,000	82,885	60,000	26
A+B=C	Total Guaranteed Cash Component	317,583	1,035,406	455,387	428,000	201
D	Performance Linked Compensation	42,749	600,000	142,952	110,000	123
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	405,600	1,200,000	572,374	528,000	227

Table 5: Classification of Salary Components in INR




For CMS Business School




For CRISIL Limited, Mumbai

5.4 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.

5.4.1 Sector-wise classification of salary - Domestic (INR)

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	361,392	550,000	453,408	440,792	83
Information Technology (IT)	328,440	652,932	428,000	482,254	45
Manufacturing	439,887	462,120	462,120	452,014	11
Others	317,583	1,035,406	372,000	422,339	43
Conglomerate	517,000	517,000	517,000	517,000	3
Media / Entertainment	410,520	410,520	410,520	410,520	2
Beverages	353,400	397,500	397,500	391,988	8
Logistics and Supply chain	408,335	408,335	408,335	408,335	6



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

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	50,000	125,000	122,500	107,500	14
Information Technology (IT)	50,000	50,000	50,000	50,000	7
Manufacturing	60,000	60,000	60,000	60,000	5

Table 7: Sector-wise Classification of Onetime Cash Payments in INR

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	385,600	578,408	455,600	458,925	83
Information Technology (IT)	328,440	702,932	428,000	490,032	45
Manufacturing	462,120	499,887	462,120	479,287	11
Others	317,583	1,035,406	372,000	422,339	43
Conglomerate	517,000	517,000	517,000	517,000	3
Media / Entertainment	410,520	410,520	410,520	410,520	2
Beverages	353,400	397,500	397,500	391,988	8
Logistics and Supply chain	408,335	408,335	408,335	408,335	6

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



 For CMS Business School



 For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	47,500	449,048	77,500	129,908	46
Information Technology (IT)	100,000	400,000	140,000	200,000	23
Manufacturing	42,749	42,749	42,749	42,749	5
Others	100,000	600,000	150,000	149,250	40
Media / Entertainment	131,808	131,808	131,108	131,808	2
Beverages	80,000	80,000	80,000	80,000	7



Table 9: Sector-wise Classification of Performance Linked Compensation in INR

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	14,400	44,400	25,200	29,817	69
Information Technology (IT)	19,200	49,169	36,892	36,019	35
Manufacturing	36,312	42,363	36,312	39,062	11
Others	21,600	35,695	23,840	26,012	38
Conglomerate	33,000	33,000	33,000	33,000	3
Media / Entertainment	31,680	31,680	31,680	31,680	2
Beverages	32,508	57,600	32,508	35,645	8
Logistics and Supply chain	46,203	46,203	46,203	46,203	6

Table 10: Sector-wise Other Payments in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	450,000	839,524	511,807	555,710	83
Information Technology (IT)	405,600	969,000	699,169	656,869	53
Manufacturing	429,996	584,999	498,432	486,455	21
Others	450,000	1,200,000	528,000	572,837	49
Conglomerate	550,000	600,000	550,000	570,000	5
Media / Entertainment	574,008	574,008	574,008	574,008	2
Beverages	411,000	510,008	510,008	497,632	8
Logistics and Supply chain	454,538	454,538	454,538	454,538	6

Table 11: Sector-wise Classification of Maximum Earning Potential Cash Component in INR



 For CMS Business School



 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 Component (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	390,476	652,932	428,400	464,719	49
Human Resources	417,582	650,000	418,400	495,418	18
Marketing/Sales	317,583	1,035,406	428,000	435,958	108
Operations/Supply Chain	361,392	484,640	471,010	432,615	10
Management trainee	353,400	564,305	383,200	392,472	16



Table 12: Function-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	50,000	125,000	87,500	87,500	14
Human Resources			-		
Marketing/Sales	50,000	60,000	60,000	56,250	8
Operations/Supply Chain	120,000	120,000	120,000	120,000	4
Management trainee			-		

Table 13: Function-wise Classification of Onetime Cash Payments in INR

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	390,476	702,932	428,400	489,719	49
Human Resources	417,582	650,000	418,400	495,418	18
Marketing/Sales	317,583	1,035,406	428,000	440,124	108
Operations/Supply Chain	471,010	484,640	481,392	480,615	10
Management trainee	353,400	564,305	383,200	392,472	16

Table 14: Function-wise Classification of Total Guaranteed Cash Component in INR

For CMS Business School




For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	47,500	449,048	50,000	163,180	21
Human Resources	110,000	300,000	110,000	173,333	12
Marketing/Sales	42,749	400,000	140,000	136,588	71
Operations/Supply Chain	80,000	80,000	80,000	80,000	4
Management trainee	75,000	600,000	120,000	137,241	15

Table 15: Function-wise Classification of Performance Linked Compensation in INR

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	21,600	47,068	33,000	32,540	35
Human Resources	21,600	49,169	32,423	33,195	18
Marketing/Sales	19,200	44,400	32,508	31,873	93
Operations/Supply Chain	33,120	40,797	38,604	36,849	10
Management trainee	14,400	57,600	24,000	24,491	16

Table 16: Function-wise Classification of Other Payments in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	450,000	839,524	583,000	582,896	49
Human Resources	550,000	750,005	699,169	644,169	18
Marketing/Sales	405,600	1,057,006	528,000	567,020	114
Operations/Supply Chain	511,807	600,000	558,878	557,887	12
Management trainee	411,000	1,200,000	499,992	542,263	34

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



 For CMS Business School



 For CRISIL Limited, Mumbai

5.6 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.

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

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	317,583	1,035,406	428,000	454,522	156
Cochin	439,887	439,887	439,887	439,887	1
Hyderabad	439,887	517,000	453,408	464,774	10
Mysore	439,887	439,887	439,887	439,887	1
Salem	439,887	439,887	439,887	439,887	2
Mumbai	399,995	517,000	458,498	458,498	2
Delhi/NCR	410,520	455,600	410,520	433,060	4
Data Not Available	324,160	484,640	324,160	374,400	20
Pune	385,600	385,600	385,600	385,600	5

Table 18: Location-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50,000	120,000	50,000	70,000	14
Cochin	60,000	60,000	60,000	60,000	1
Hyderabad	60,000	60,000	125,000	116,875	8
Mysore	60,000	60,000	60,000	60,000	1
Salem	60,000	60,000	60,000	60,000	2

Table 19: Location-wise Classification of Onetime Cash Payments in INR




For CMS Business School




For CRISIL Limited, Mumbai

Total Guaranteed Cash Components (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	317,583	1,035,406	428,000	460,804	156
Cochin	499,887	499,887	499,887	499,887	1
Hyderabad	499,887	578,408	578,408	558,274	10
Mysore	499,887	499,887	499,887	499,887	1
Salem	499,887	499,887	499,887	499,887	2
Mumbai	399,995	517,000	458,498	458,498	2
Delhi/NCR	410,520	455,600	410,520	433,060	4
Data Not Available	324,160	484,640	324,160	374,400	20
Pune	385,600	385,600	385,600	385,600	5


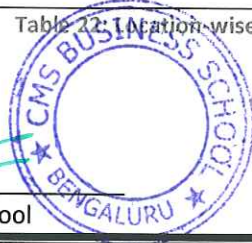
Table 20: Location-wise Classification of Total Guaranteed Cash Component in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50,000	600,000	110,000	133,831	65
Cochin	42,749	42,749	42,749	42,749	1
Hyderabad	42,749	47,500	47,500	46,906	8
Mysore	42,749	42,749	42,749	42,749	1
Salem	42,749	42,749	42,749	42,749	2
Mumbai	127,500	127,500	127,500	127,500	1
Delhi/NCR	100,000	131,808	131,808	131,808	2
Data Not Available	120,000	180,000	180,000	174,750	10
Pune	75,000	75,000	75,000	75,000	4

Table 21: Location-wise Classification of Total Guaranteed Cash Component in INR

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	19,200	57,600	32,508	33,336	127
Cochin	42,363	42,363	42,363	42,363	1
Hyderabad	21,600	42,363	21,600	25,956	10
Mysore	42,363	42,363	42,363	42,363	1
Salem	42,363	42,363	42,363	42,363	2
Mumbai	25,002	33,000	29,001	29,001	2
Delhi/NCR	31,680	44,400	31,680	38,040	4
Data Not Available	23,840	33,120	23,840	25,802	20
Pune	14,400	14,400	14,400	14,400	5

Table 22: Location-wise Classification of Other Payments in INR



 For CMS Business School



 For CRISIL Limited, Mumbai

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	405,600	1,200,000	528,000	586,433	167
Cochin	584,999	584,999	584,999	584,999	1
Hyderabad	429,996	647,508	647,508	589,796	12
Mysore	584,999	584,999	584,999	584,999	1
Salem	584,999	584,999	584,999	584,999	2
Mumbai	550,000	600,000	579,249	575,624	4
Delhi/NCR	574,008	600,000	574,008	587,004	4
Data Not Available	499,992	552,500	528,000	518,860	25
Pune	429,996	475,000	475,000	462,142	7
Chennai	429,996	429,996	429,996	429,996	4

Table 23: Location-wise Classification of Maximum Earning Potential in INR

6. Other details

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	-
2	Total Pre-Season Placement offers accepted	-

Table 24: Details regarding Pre- Season Placement Offers



For CMS Business School




For CRISIL Limited, Mumbai

