

# INLEAD

**Postgraduate Programs in**  
**Event Management and Public Relations (EMPR)**  
**Healthcare Administration (HEAD)**  
**Infrastructure Management (INFM)**  
**International Hotel Management (INHM)**  
**Corporate Marketing (CM)**

## **FINAL PLACEMENTS 2012-2013**

**For students who joined INLEAD between July 2011 and July 2012**

*Note: INFM was formerly known as Corporate Administration & Facility Management [CAFM]; INHM was formerly known as Hospitality Operations Management [HOM,] while CM has now been discontinued.*

Ref. No.: SM/SMER/INLEAD/2013/27130  
October 23, 2013

Vice-President,  
INLEAD - Indian Institute of Learning & Advanced Development,  
81P, Sector-34, NH-8, Gurgaon, Haryana -122001

**Re: Audit of the joint Placement Report for the Event Management and Public Relations (EMPR), Healthcare Administration (HEAD), infrastructure Management (INFM), international Hotel Management (INHM), and Corporate Marketing (CM) postgraduate programmes at INLEAD. The audit covers the batch of students that joined INLEAD between July 2011 and July 2012 and participated in the placement drive from 2012 to 2013.**

Dear Madam,

We have audited the joint placement report prepared by you for the placements of students of the above-mentioned postgraduate programmes offered by INLEAD, Gurgaon. The placement report is the responsibility of INLEAD. Our responsibility is to validate the information provided in the report with relevant documentation. In this context, we confirm the following:

1. CRISIL has verified the placement data for the entire list of graduated students presented by INLEAD. Based on the records provided and the information provided in the attached report, 100 per cent of the students who sought placements from INLEAD have secured placements. This excludes eight students who opted out of the placement process.
2. The number of students opting out of the placement process has been established through written communication from the personal email IDs of the students. As INLEAD does not have official email IDs for students, CRISIL could not verify the personal email IDs of these students.
3. Of the eight students who opted out, one was transferred to a later batch and hence was not part of the placement cycle for the audit period.
4. The combined student batch size and change in the names of the CAFM and HOM programmes are based on the undertaking received by CRISIL from INLEAD and has not been verified independently by CRISIL.
5. For the purpose of the audit, we have obtained all the information and explanations that, to the best of our knowledge and belief, were necessary. The validation of information presented in the report is based on communication received by INLEAD from recruiting companies. CRISIL has not independently sourced any information or documentation.
6. We have verified the information with respect to remuneration and job function presented in the report with the help of communication received from recruiters. Where location was not available, CRISIL has relied on the location provided by the institute. The salary information has been categorised 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'.
7. In sections where information regarding placement data was not available, the report considers the record as 'Not Available'.
8. Placement offers made to students before the second quarter of the INHM programme and before the third quarter of the remaining programmes have been considered as pre-season placement offers.

Thank you,  
Best regards,

  
Anurag Jhanwar

Director, Education Grading

Tel: 022- 3342 3424, Email: [Anurag.jhanwar@crisil.com](mailto:Anurag.jhanwar@crisil.com)



*Notes: INFM was formerly known as Corporate Administration & Facility Management [CAFM]; INHM was formerly known as Hospitality Operations Management [HOM,] while CM has now been discontinued.*

*CRISIL could not verify (through any documentation) that all placement offers were made through the campus placement process and that all students accepted these offers.*

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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>135</b>
<b>2. Did not seek placement through the institute</b>	
2a. Company-sponsored or already employed	
2b. Continuing education	1
2c. Postponing job search	
2d. Entrepreneurship (Starting a new business)	
2e. Returning to/joining family business	
2f. Seeking placement outside the campus placement process	7
2g. Not seeking placements for other reasons	
<b>Total who did not seek employment through the institute</b>	<b>8</b>
<b>3. Number unplaced, if any</b>	
<b>Total Graduates</b>	<b>143</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
Event Management	63
Facility Management	15
Hospitality	18
Healthcare/Pharmaceuticals	11
Real Estate Services	18
Others	10
<b>Total</b>	<b>135</b>

Table 2: Classification of Placements Based on Sector

For INLEAD,



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
Marketing/ Sales	52
Operations	64
Others	8
Data not available	11
<b>Total</b>	<b>135</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>	
National Capital Region	119
Rest of India*	5
<b>International</b>	
Asia	9
Europe	2
<b>Total</b>	<b>135</b>

Table 4: Classification of Placements Based on Location

\*Rest of India includes Mumbai, Bengaluru, Nasik, Chandigarh and Hyderabad.



For INLEAD, Gurgaon



For CRISIL Limited, Mumbai

## 5. Salary details

### 5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	138,000	326,640	206,640	215,549	46
C	One-time Cash Payment	-	-	-	-	-
A+B+C	Total Guaranteed Cash Component	138,000	326,640	206,640	217,358	51
D	Maximum Earning Potential (including non-cash, long term, and performance-linked components)	102,000	480,000	234,000	231,744	124

Table 5: Classification of Salary Components in INR

### 5.2 Salary Heads – International (USD)

	Salary Head (USD)	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	-	-	-	-	-
C	One-time Cash Payment	-	-	-	-	-
A+B+C	Total Guaranteed Cash Component	4,799	4,799	4,799	4,799	1
D	Maximum Earning Potential (including non-cash, long term, and performance-linked components)	3,183	20,438	4,456	7,094	11

Table 6 : Classification of Salary Components in USD

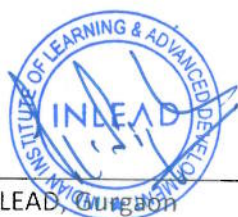
Conversion rate to USD as per [www.bloomberg.com](http://www.bloomberg.com), mean exchange rate as on September 2013

### 5.3 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	6,161	14,582	9,225	9,703	51
Non-INR salary (Total guaranteed cash component)	4,799	4,799	4,799	4,799	1
Combined INR and non-INR salary (Total guaranteed cash component)	5,248	14,582	9,225	9,618	52
INR salary (Maximum Earning Potential)	4,554	21,429	10,446	10,346	124
Non-INR salary (Maximum Earning Potential)	3,183	20,438	4,456	7,094	11
Combined INR and non-INR salary (Maximum Earning Potential)	3,750	21,429	10,446	10,116	135

Table 7: Classification of Salary Components in USD at PPP

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



For INLEAD, Guwahati



For CRISIL Limited, Mumbai

## 5.4 Sector-wise classification of salary

Others include sectors that do not fall into the given categories such as Media/Entertainment, Real Estate, and Manufacturing.

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

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Event Management	144,000	312,000	180,000	188,704	15
Facility Management	188,676	278,760	229,090	227,253	8
Hospitality	138,000	244,908	180,570	186,012	4
Pharmaceuticals/Healthcare	166,389	222,102	217,092	201,861	3
Real Estate Services	194,640	326,640	230,640	234,847	11
Others	190,800	323,900	304,011	266,744	5

Table 8: Sector-wise Classification of Fixed Yearly Cash Component in INR


Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Event Management	144,000	312,000	180,000	198,268	17
Facility Management	188,676	278,760	229,090	227,253	8
Hospitality	138,000	244,908	180,570	186,012	4
Pharmaceuticals/Healthcare	166,389	240,000	213,546	205,931	6
Real Estate Services	194,640	326,640	230,640	234,847	11
Others	190,800	323,900	304,011	266,744	5

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

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
Event Management	120,000	480,000	234,000	226,426	63
Facility Management	102,000	278,760	232,920	214,517	15
Hospitality	144,000	275,004	192,000	199,236	7
Pharmaceuticals/Healthcare	150,000	320,000	240,000	227,283	11
Real Estate Services	186,000	354,940	240,000	248,130	18
Others	199,800	350,000	300,000	289,254	10

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

For INLEAD,  Mumbai

For CRISIL Limited, Mumbai 



#### 5.4.2 Sector-wise classification of salary – International (USD)

Fixed Yearly Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Hospitality	-	-	-	-	-

Table 11: Sector-wise Classification of Fixed Yearly Cash Component in USD

Total Guaranteed Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Hospitality	4,799	4,799	4,799	4,799	1

Table 12: Sector-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential (USD)					
Sectors	Min	Max	Median	Mean	Data
Hospitality	3,183	20,438	4,456	7,094	11

Table 13: Sector-wise Classification of Maximum Earning Potential in USD

#### 5.5 Function-wise classification of salary

Others include roles that do not fall into the given categories.

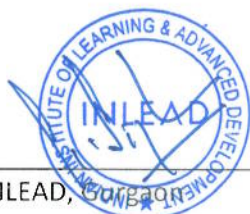
##### 5.5.1 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Marketing/Sales	144,000	323,900	180,000	197,264	17
Operations	166,389	326,640	206,640	220,629	25
Others	300,000	304,011	304,011	302,674	3
Data not available	138,000	138,000	138,000	138,000	1

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

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Marketing/Sales	144,000	323,900	190,800	204,921	19
Operations	166,389	326,640	206,646	221,374	26
Others	300,000	304,011	304,011	302,674	3
Data not available	138,000	210,000	180,000	176,000	3

Table 15: Function-wise Classification of Total Guaranteed Cash Component in INR



For INLEAD,



For CRISIL Limited, Mumbai

Maximum Earning Potential (INR)					
Functions	Min	Max	Median	Mean	Data
Marketing/Sales	144,000	386,436	240,000	241,868	52
Operations	120,000	354,940	216,012	217,844	57
Others	102,000	480,000	180,000	254,000	7
Data not available	102,000	320,000	270,000	245,500	8

Table 16: Function-wise Classification of Maximum Earning Potential in INR

#### 5.5.2 Function-wise classification of salary – International (USD)

Fixed Yearly Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Operations	-	-	-	-	-
Others+Data not available*	-	-	-	-	-

Table 17: Function-wise Classification of Fixed Yearly Cash Component in USD

Total Guaranteed Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Operations	4,799	4,799	4,799	4,799	1
Others+Data not available*	-	-	-	-	-

Table 18: Function-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential (USD)					
Functions	Min	Max	Median	Mean	Data
Operations	3,183	20,438	4,799	8,953	7
Others+Data not available*	3,267	5,228	3,431	3,839	4

Table 19: Function-wise Classification of Maximum Earning Potential in USD

*\*Others and Data not available have been clubbed together to maintain confidentiality of individual level data*



For INLEAD, Gurgaon



For CRISIL Limited, Mumbai

## 5.6 Location-wise classification of salary

'Rest of India' includes Mumbai, Bengaluru, Nasik, Chandigarh, and Hyderabad.

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

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
National Capital Region	138,000	326,640	206,640	214,933	44
Rest of India	205,140	253,040	229,090	229,090	2

Table 20: Location-wise Classification of Fixed Yearly Cash Component in INR

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
National Capital Region	138,000	326,640	206,640	216,879	49
Rest of India	205,140	253,040	229,090	229,090	2

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

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
National Capital Region	102,000	480,000	234,000	231,187	119
Rest of India	222,000	266,000	240,000	244,984	5

Table 22: Location-wise Classification of Maximum Earning Potential in INR

### 5.6.2 Location-wise classification of salary – International (USD)

Fixed Yearly Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
International -All	-	-	-	-	-

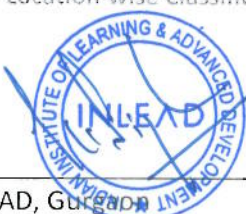
Table 23: Location-wise Classification of Fixed Yearly Cash Component in USD


Total Guaranteed Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
International -All	4,799	4,799	4,799	4,799	1

Table 24: Location-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential (USD)					
Location	Min	Max	Median	Mean	Data
International -All	3,183	20,438	4,456	7,094	11

Table 25: Location-wise Classification of Maximum Earning Potential in USD

  
 For INLEAD, Gurugram

  
 For CRISIL Limited, Mumbai

6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Season Placement offers accepted	39

Table 26: Details regarding Pre-Season Placement Offers



For INLEAD, Gurgaon



For CRISIL Limited, Mumbai