

Ref No: SN/SMER/SIMS/2012/4253

March 14, 2012

Director, The Placement Office  
**Sahyadri Institute of Management Studies**  
Post Tathawade, Tal. Mulshi, District - Pune.

Dear Sir,

**Re: Audit of the Placement Report of the 2009-11 Masters in Business Administration (MBA) programme**

We have audited the Placement Report prepared by you for the final placements of students of the 2009-11 batch of the Masters in Business Administration (MBA), of Sahyadri Institute of Management Studies (SIMS) as per the Indian Placement Reporting Standards (IPRS)<sup>1</sup>. The Placement Report is the responsibility of SIMS. Our responsibility is to validate the information provided in the report with the relevant documentation, and comment on the Placement Report's conformance with the 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 SIMS from recruiting companies. CRISIL has not independently sourced any information or documentation.
3. SIMS maintains a registration list of students. For the 38 out of 59 students in the batch that sought placement through the Institute:
  - a. 3 students got placed in 2010 before the registration process started and hence are not included in the registration list –we have not been able to verify their placement through SIMS. Offers of these students have been included in the report.
  - b. We have been able to verify registration of 34 other students through student signatures. No such proof of registration was available for 1 student.
4. There is no separate process for students opting out of the placement process and no records of the same.
5. 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. The data verified comprises 40% of the total 20 offers made on campus -Where offer letters or other recruiter communication was not available; the report considers the record as data unavailable (12 out of 20 offers).
6. We have not been able to verify whether 6 of the 8 verified offers compiled in the report were accepted by the students.

The placement report (pages 3-11 of this audit report) is appended.

Thank you.

Best regards,



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<sup>1</sup> IPRS v 2.0 [http://www.iimahd.ernet.in/iprs/PlacementReportingStandards\\_v2.pdf](http://www.iimahd.ernet.in/iprs/PlacementReportingStandards_v2.pdf)



## **MBA FINAL PLACEMENTS 2011**

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## 1. Classification of the entire graduate pool

Categories	Number
<b>Number who sought placement through the institute</b>	<b>38</b>
<b>Did not seek placement through the institute</b>	
Continuing education	
Postponing job search	
Entrepreneurship (Starting a new business)	
Returning to / joining family business	
Seeking placement outside the campus placement process	
Other	21
<b>Total who did not seek employment through the institute</b>	<b>21</b>
<b>Number unplaced, if any</b>	<b>18</b>
<b>Total Number Placed*</b>	<b>20</b>
<b>Total number which graduated</b>	<b>59</b>

Table 1: Classification of the entire graduate pool

\*The number includes 3 students of the 2009-11 batch who were placed in 2010 before the registration process started.

## 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)	1
Engineering	1
Information Technology (IT)	1
Pharma/ Healthcare	2
Services	2
Telecom	1
Data not available	12
<b>Total</b>	<b>20</b>

Table 2: Classification of placements based on sector

*Justy Vike*  
 For Sahyadri Institute of Management Studies, Pune  
 Date: 26/3/12



*[Signature]*  
 For CRISIL Limited, Mumbai  
 Date: 14th Mar 2012



### 3. Function-wise classification

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

Function	No of Offers accepted
Marketing/ Sales	4
Operations / Supply chain	1
Systems/ IT	1
Others	2
Data not available	12
<b>Total</b>	<b>20</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
Kolkata	1
Nagpur	1
Mumbai	1
Pune	5
Data not available	12
<b>Total</b>	<b>20</b>

Table 4: Classification of placements based on location

*Pratima Vithal*

For Sahyadri Institute of Management Studies, Pune  
Date: 26/3/12



*Aditya*



For CRISIL Limited, Mumbai  
Date: 14th March, 2012

## 5. Salary details

Note: The below tables are based on offers made on campus.

### 5.1 Salary Heads – Domestic (INR)

	Salary head (INR)	Min	Max	Median	Mean	Data
A	Basic Salary	30,000	72,000	62,400	59,040	5
B	Additional Guaranteed Cash Components	38,376	113,460	83,796	81,566	5
A+B	Basic Salary and Additional Guaranteed Cash Components	92,400	182,460	146,196	140,606	5
C	One time Cash Payments	-	-	-	-	0
A+B+C	Total guaranteed cash payments	92,400	182,460	146,196	140,606	5
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	96,000	282,000	240,000	201,022	5

Table 5: Classification of salary components in INR

### 5.2 Sector-wise classification of salary

(BFSI, Engineering, IT and Telecom have been clubbed as Others to protect individual data confidentiality)

Basic Salary (INR)					
Sectors	Min	Max	Median	Mean	Data
Pharma/ Healthcare	72,000	72,000	72,000	72,000	1
Services	62,400	69,000	65,700	65,700	2
Others	30,000	61,800	45,900	45,900	2

Table 6: Sector-wise classification of base salary in INR

Additional Guaranteed Cash Components					
Sectors	Min	Max	Median	Mean	Data
Pharma/ Healthcare	109,800	109,800	109,800	109,800	1
Services	83,796	113,460	98,628	98,628	2
Others	38,376	62,400	50,388	50,388	2

Table 7: Sector-wise classification of Additional Guaranteed Cash Payments in INR

*Anthony Vixhe*  
 For Sahyadri Institute of Management Studies, Pune  
 Date: 26/3/12



*ADYET*  
 For CRISIL Limited, Mumbai  
 Date: 14th March, 2012



Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Pharma/ Healthcare	181,800	181,800	181,800	181,800	1
Services	146,196	182,460	164,328	164,328	2
Others	92,400	146,196	100,176	112,924	2

Table 8: Sector-wise classification of Total Guaranteed Cash Payments in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
Pharma/ Healthcare	252,402	252,402	252,402	252,402	1
Services	240,000	282,000	261,000	261,000	2
Others	96,000	134,707	115,354	115,354	2

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

### 5.3 Function-wise classification of salary

(Systems/IT and Operations have been clubbed with Others to protect individual data confidentiality)

Basic Salary (INR)					
Sectors	Min	Max	Median	Mean	Data
Marketing/ Sales	62,400	72,000	69,000	67,800	3
Others	30,000	61,800	45,900	45,900	2

Table 10: Function-wise classification of Basic salary in INR

Additional Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Marketing/ Sales	83,796	113,460	109,800	102,352	3
Others	38,376	62,400	50,388	50,388	2

Table 11: Function-wise classification of Additional Guaranteed Cash Components in INR

Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Marketing/ Sales	146,196	182,460	181,800	170,152	3
Others	92,400	100,176	96,288	96,288	2

Table 12: Function-wise classification of Total Guaranteed Cash Payments in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
Marketing/ Sales	240,000	282,000	252,402	258,134	3
Others	96,000	134,707	115,354	115,354	2

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

*Janitany Vike*

For Sahyadri Institute of Management Studies, Pune

Date: 26/3/12



For CRISIL Limited, Mumbai

Date: 14th March 2012



#### 5.4 Location-wise classification of salary

(Kolkata, Mumbai and Nagpur have been clubbed as Others to protect individual data confidentiality)

Basic Salary (INR)					
Sectors	Min	Max	Median	Mean	Data
Pune	30,000	62,400	61,800	51,400	3
Others	69,000	72,000	70,500	70,500	2

Table 14: Location-wise classification of Basic salary in INR

Additional Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Pune	38,376	83,796	62,400	61,524	3
Others	109,800	113,460	111,630	111,630	2

Table 15: Location-wise classification of Additional Guaranteed Cash Components in INR

Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Pune	92,400	146,196	100,176	112,924	3
Others	181,800	182,460	182,130	182,130	2

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

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
Pune	96,000	240,000	134,707	156,902	3
Others	252,402	282,000	267,201	267,201	2

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

*Antony Nibla*

For Sahyadri Institute of Management Studies Pune  
Date: 26/8/12



*Antony*

For CRISIL Limited, Mumbai  
Date: 14th March 2012



## 6. Compliance statement

This placement report has been prepared as per the Indian Placement Reporting Standards, version 2.0. (Link: [http://www.iimahd.ernet.in/iprs/PlacementReportingStandards\\_v2.pdf](http://www.iimahd.ernet.in/iprs/PlacementReportingStandards_v2.pdf))

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	One-time Cash Components not given separately in sector-wise, function-wise and location-wise tables.	This data was not available for any of the offers- Total fixed salary is therefore the same as Total Guaranteed Cash Components

Table 18: List of Deviations from Standards with reasons for the same

*Jantany Pitke*

For Sahyadri Institute of Management Studies, Pune

Date: 26/3/12



*ADYET*



For CRISIL Limited, Mumbai

Date: 14th March, 2012