



BHARATIYA VIDYA BHAVAN'S

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

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**PGDM FINAL PLACEMENTS 2012**

Ref No: SM/SMER/IIMA/2013/675

January 17, 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 2010-12 Post Graduate Diploma in Management (PGDM)**

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 2010-12 batch of the PGDM 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:

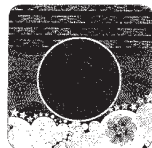
1. For the purpose of the audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Placement Report complies with the Indian Placement Reporting Standards.
2. The validation of information presented in the report is 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. The number of students opting out of the placement process has been established through written communication from the students who have opted out.

Thank you.

Best regards,



Sachin Nigam  
Senior Director, SME Ratings  
Tel: +91 22 3342 3415  
Email: sachin.nigam@crisil.com



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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>175</b>
<b>2. Did not seek placement through the institute</b>	
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	1
2g. Not seeking placements for other reasons	-
<b>Total who did not seek employment through the institute</b>	<b>1</b>
<b>3. Number unplaced, if any</b>	<b>-</b>
<b>Total Graduates</b>	<b>176</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)	37
Consulting	19
Consumer Goods ( FMCG)	42
Conglomerate	13
Engineering / Technology	7
Information Technology (IT)	22
Manufacturing	8
Pharmaceutical / Healthcare	6
Telecom	6
Others	11
<b>Total</b>	<b>171</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	31
Finance	29
Human Resources	8
Marketing/ Sales	21
Operations / Supply chain	10
Systems/ IT	2
Data not available	70
<b>Total</b>	<b>171</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	16
Mumbai	61
NCR	14
Hyderabad	5
Rest of India	6
<b>International</b>	
South-east Asia	4
Data not available	65
<b>Total</b>	<b>171</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	180,000	873,950	450,000	475,487	146
B	Additional Guaranteed Cash Components	156,000	1,066,800	630,800	615,779	144
A+B	Fixed Yearly Cash Components	536,496	1,786,800	1,070,600	1,085,588	147
C	One time Cash Payments	30,000	510,000	150,000	191,711	74
A+B+C	Total guaranteed cash payments	536,496	2,296,800	1,132,736	1,175,973	147
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	593,754	2,329,000	1,400,000	1,395,017	167

Table 5: Classification of salary components in INR

### 5.2 Salary Heads – International (USD)

	Salary head	Min	Max	Median	Mean	Data
A	Basic Salary	24,546	28,322	28,322	27,378	4
B	Additional Guaranteed Cash Components	1,888	1,888	1,888	1,888	4
A+B	Fixed Yearly Cash Components	26,434	30,210	30,210	29,266	4
C	One time Cash Payments	629	629	629	629	4
A+B+C	Total guaranteed cash payments	27,063	30,840	30,840	29,896	4
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	27,063	30,840	30,840	29,896	4

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

*QL*

For SPJIMR, Mumbai



*Saigal*

For CRISIL Limited, Mumbai



### 5.3 Salary Statistics at PPP

Salary head	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	25,271	108,187	53,355	55,392	147
Non-INR salary (Total guaranteed cash component)	39,815	45,370	45,370	43,981	4
Combined INR and non-INR salary (Total guaranteed cash component)	25,271	108,187	53,267	55,090	151
INR salary (Maximum Earning Potential)	27,968	65,944	65,944	65,710	167
Non-INR salary (Maximum Earning Potential)	39,815	45,370	45,370	43,981	4
Combined INR and non-INR salary (Maximum Earning Potential)	27,968	109,703	65,944	65,201	171

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 which do not fall into the given categories.

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	536,496	1,400,000	915,800	974,401	29
Consulting	968,261	1,786,800	1,146,188	1,287,782	14
Consumer goods (FMCG)	690,000	1,350,000	1,165,800	1,165,623	41
Conglomerate	1,003,500	1,223,921	1,052,560	1,075,486	13
Engineering / Technology	755,232	965,148	857,148	855,406	7
Information Technology (IT)	917,793	1,221,432	1,077,732	1,092,404	18
Manufacturing	790,559	1,116,973	951,838	964,294	8
Pharmaceutical / Healthcare	794,285	1,082,252	1,040,000	986,396	6
Telecom	1,000,284	1,184,400	1,092,342	1,092,342	4
Others	942,000	1,400,000	1,082,736	1,124,250	7

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	75,000	300,000	300,000	216,667	9
Consulting	30,000	510,000	430,000	315,964	11
Consumer goods (FMCG)	75,000	300,000	224,002	204,654	26
Conglomerate	150,000	150,000	150,000	150,000	4
Engineering / Technology	-	-	-	-	-
Information Technology (IT)	75,000	215,000	75,000	99,231	13
Manufacturing	100,000	100,000	100,000	100,000	1
Pharmaceutical / Healthcare	100,000	250,000	175,000	175,000	4
Telecom	100,000	150,000	125,000	125,000	4
Others	50,000	200,000	125,000	125,000	2

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	536,496	1,532,695	955,322	1,034,746	29
Consulting	968,261	2,296,800	1,262,146	1,500,325	14
Consumer goods (FMCG)	840,000	1,650,000	1,235,400	1,295,404	41
Conglomerate	1,003,500	1,280,924	1,052,560	1,121,640	13
Engineering / Technology	755,232	965,148	857,148	855,406	7
Information Technology (IT)	917,793	1,321,432	1,156,314	1,164,071	18
Manufacturing	890,559	1,116,973	951,838	976,794	8
Pharmaceutical / Healthcare	894,285	1,290,000	1,082,252	1,103,062	6
Telecom	1,000,284	1,334,400	1,167,342	1,167,342	4
Others	942,000	140,000	1,200,000	1,159,964	7

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

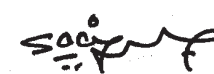
#### 5.4.2 Sector-wise classification of salary – International (USD)

Fixed Yearly Cash Components (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	26,434	30,210	30,210	29,266	4

Table 11: Sector-wise classification of Fixed Yearly Cash Components in USD

  
For SPJIMR, Mumbai



  
For CRISIL Limited, Mumbai



One-time Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	629	629	629	629	4

Table 12: Sector-wise classification of One-time Cash Payments in USD

Total Guaranteed Cash Components (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	27,063	30,840	30,840	29,896	4

Table 13: Sector-wise classification of Total Guaranteed Cash Payments in USD

## 5.5 Function-wise classification of salary

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

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	917,793	1,786,800	1,077,732	1,159,133	25
Finance	536,496	1,232,695	915,800	944,341	25
Human resources	962,276	1,786,800	1,039,256	1,116,469	8
Marketing/ Sales	857,148	1,400,000	1,070,600	1,070,321	19
Operations/Supply chain	857,148	1,310,000	1,235,400	1,167,955	10
Systems/IT	1,052,560	1,052,560	1,052,560	1,052,560	2
Data not available	580,000	1,600,000	1,118,148	1,102,449	58

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

*[Signature]*

For SPJIMR, Mumbai



*[Signature]*

For CRISIL Limited, Mumbai



One-time Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Consulting	30,000	510,000	77,800	170,029	21
Finance	75,000	300,000	100,000	170,000	5
Human resources	150,000	510,000	150,000	270,000	3
Marketing/ Sales	50,000	300,000	200,002	164,376	8
Operations/Supply chain	250,000	250,000	250,000	250,000	2
Systems/IT	-	-	-	-	-
Data not available	75,000	470,000	200,000	204,029	35

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

Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Consulting	917,793	2,296,800	1,152,732	1,273,957	25
Finance	536,496	1,532,695	955,322	978,341	25
Human resources	962,276	2,296,800	1,039,256	1,217,719	8
Marketing/ Sales	857,148	1,400,000	1,132,736	1,139,532	19
Operations/Supply chain	857,148	1,310,000	1,235,400	1,217,955	10
Systems/IT	1,052,560	1,052,560	1,052,560	1,052,560	2
Data not available	580,000	2,070,000	1,192,543	1,222,121	58

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

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

Fixed Yearly Cash Components (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	26,434	30,210	30,210	29,266	4

Table 17: Function-wise classification of Fixed Yearly Cash Components in USD



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai



One-time Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	629	629	629	629	4

Table 18: Function-wise classification of One-time Cash Payments in USD

Total Guaranteed Cash Components (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	27,063	30,840	30,840	29,896	4

Table 19: Function-wise classification of Total Guaranteed Cash Payments in USD

## 5.6 Location-wise classification of salary

'Rest of India' includes locations such as Kolkata and Chennai.

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	580,000	1,786,800	1,063,860	1,127,747	16
NCR	817,284	1,308,836	1,075,879	1,101,294	12
Hyderabad	1,219,056	1,410,648	1,314,852	1,314,852	2
Mumbai	536,496	1,400,000	1,027,436	1,012,886	57
Rest of India	941,400	1,290,800	1,082,252	1,076,238	6
Data not available	755,232	1,786,800	1,126,395	1,138,894	54

Table 20 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	75,000	510,000	215,000	300,001	7
NCR	250,000	250,000	250,000	250,000	5
Hyderabad	200,000	200,000	200,000	200,000	3
Mumbai	30,000	500,000	150,000	170,552	21
Rest of India	-	-	-	-	-
Data not available	50,000	510,000	100,000	175,132	38

Table 21: Location-wise classification of One-time Cash Payments in INR

Total Guaranteed Cash Components (INR)					
Sectors	Min	Max	Median	Mean	Data
Bengaluru	580,000	2,296,800	1,171,300	1,258,997	16
NCR	817,284	1,511,996	1,256,461	1,205,460	12
Hyderabad	1,419,056	1,610,648	1,514,852	1,514,852	2
Mumbai	536,496	1,650,000	1,039,256	1,066,950	57
Rest of India	941,400	1,290,800	1,082,252	1,076,238	6
Data not available	755,232	2,296,800	1,224,600	1,258,431	54

Table 22: Location-wise classification of Total Guaranteed Cash Payments in INR

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

Fixed Yearly Cash Components (USD)					
Sectors	Min	Max	Median	Mean	Data
South-east Asia	26,434	30,210	30,210	29,266	4

Table 23: Location-wise classification of Fixed Yearly Cash Components in USD

One-time Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
South-east Asia	629	629	629	629	4

Table 24: Location-wise classification of One-time Cash Payments in USD

Total Guaranteed Cash Components (USD)					
Sectors	Min	Max	Median	Mean	Data
South-east Asia	27,063	30,840	30,840	29,896	4

Table 25: Location-wise classification of Total Guaranteed Cash Payments in USD

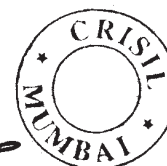
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For SPJIMR, Mumbai



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For CRISIL Limited, Mumbai



6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	54
	1a. Through internships	54
	1b. Others	-
2	Total Pre-Placement offers accepted	51
	2a. Through internships	51
	2b. Others	-

Table 26: Details regarding pre-placement offers (PPO)

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	-	-

Table 27: List of Deviations from Standards with reasons for the same



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai

