



BHARATIYA VIDYA BHAVAN'S

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

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**PGDM FINAL PLACEMENTS 2015**

Ref No: SN/SMER/SPJIMR/2016/73

January 11, 2016

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

**Re: Audit of the Placement Report of the Post Graduate Diploma in Management (PGDM) Programme, 2013-15**

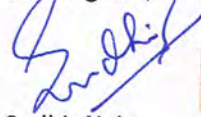
Dear Sir,

We have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of students in the PGDM batch of 2013-15. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. We have obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirements of Indian Placement Reporting Standards (IPRS) Version 2.1.
2. The validation of information presented in the report is based on communication received by SPJIMR from the recruiting companies. 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 communication received from recruiters. Information regarding compensation received from individual students has not been used.
  - a. Where offer letters or other recruiter communications were not available, the report indicates it as "Data not available". Data was not available for two students who sought placements through the institute. We have not been able to verify the status of the two students in the absence of required data.
  - b. The information has been categorised as best as possible under various salary heads according to IPRS Version 2.1; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
  - c. The acceptance of offer for eight students could not be verified.
4. The number of students opting out of the placement process has been established through written communication from the students.

Thank you,

Best regards,



Sudhir Nair  
Director - Education Gradings  
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CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

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## 1. Classification of the Entire Graduate Pool

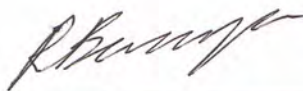
The graduating class is categorised into three major groups:

- 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>228*</b>
<b>2. Did not seek placement through the institute</b>	
2a. Company-sponsored or already employed	1
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	2
2g. Not seeking placements for other reasons	-
<b>Total who did not seek employment through the institute</b>	<b>4</b>
<b>3. Number unplaced, if any</b>	<b>-</b>
<b>Total Graduates</b>	<b>232</b>

Table 1: Classification of the Entire Graduate Pool

\*2 of the 228 offer letters were not available



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai



## 2. Sector-wise classification

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

Sector	No of Offers accepted
BFSI sector	26
Conglomerate	12
Consulting	31
Consumer goods (FMCG)	30
Information Technology (IT)	32
Manufacturing	9
Online services	53
Pharmaceutical / Healthcare	8
Real Estate	1
Retail	13
Telecom	10
<b>International:</b>	
Consulting	1
<b>Total</b>	<b>226</b>

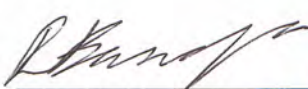
Table 2: Classification of Placements Based on Sector

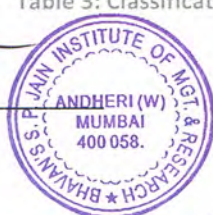
## 3. Function-wise classification

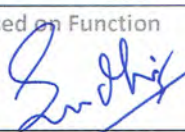
The table below shows function-wise break-up of the accepted offers.

Function	No of Offers accepted
Consulting	41
Finance	15
General Management	6
Marketing/Sales	32
Operations/Supply Chain	22
Product/Category Management	13
Systems/IT	14
Others	8
Data not available	74
<b>International:</b>	
Consulting	1
<b>Total</b>	<b>226</b>

Table 3: Classification of Placements Based on Function

  
 For SPJIMR, Mumbai



  
 For CRISIL Limited, Mumbai



#### 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	56
Chennai	12
Hyderabad	10
Mumbai	60
National Capital Region	33
Rest of India	6
Data not available	48
<b>International</b>	
Middle East	1
<b>Total</b>	<b>226</b>

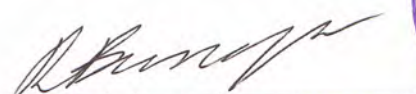
Table 4: Classification of Placements Based on Location

#### 5. Salary details


##### 5.1 Salary Heads – Domestic (INR)

Salary Head (INR)	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	834,600	1,800,000	1,261,400	1,273,699	190
One-time Cash Payment	50,000	800,000	200,000	220,692	146
Total Guaranteed Cash Component	834,600	2,339,000	1,368,400	1,409,862	190
Maximum Earning Potential including non-cash, long term and performance linked components)	1,000,000	2,678,910	1,505,102	1,664,009	224

Table 5: Classification of Salary Components in INR

  
For SPJIMR, Mumbai



  
For CRISIL Limited, Mumbai



### 5.2 Salary Heads – International (USD)

Salary Head (USD)	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	35,943	35,943	35,943	35,943	1
One-time Cash Payment	-	-	-	-	-
Total Guaranteed Cash Component	35,943	35,943	35,943	35,943	1
Maximum Earning Potential (including non-cash, long term and performance linked components)	35,943	35,943	35,943	35,943	1

Table 6 : Classification of Salary Components in USD

Conversion rate to USD as per [www.imf.org](http://www.imf.org), mean Exchange rate as on June 2015

### 5.3 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	34,789	97,499	57,040	58,769	190
Non-INR salary (Total guaranteed cash component)	48,889	48,889	48,889	48,889	1
Combined INR and non-INR salary (Total guaranteed cash component)	34,789	97,499	56,690	58,717	191
INR salary (Maximum Earning Potential)	41,684	111,668	62,739	69,363	224
Non-INR salary (Maximum Earning Potential)	48,889	48,889	48,889	48,889	1
Combined INR and non-INR salary (Maximum Earning Potential)	41,684	111,668	62,549	69,272	225

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 SPJIMR, Mumbai



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	943,796	1,473,624	1,174,080	1,255,297	23
Conglomerate	1,165,991	1,387,895	1,261,400	1,269,374	12
Consulting	1,074,096	1,800,000	1,389,096	1,435,359	29
Consumer goods (FMCG)	1,136,400	1,723,412	1,421,000	1,432,665	30
Information Technology (IT)	904,865	1,452,774	1,094,868	1,088,275	32
Manufacturing	834,600	1,479,000	1,401,000	1,312,854	9
Online services	995,479	1,478,400	1,078,400	1,201,728	31
Pharmaceutical / Healthcare	967,890	1,321,586	1,243,044	1,229,740	8
Real Estate	1,389,720	1,389,720	1,389,720	1,389,720	1
Retail	1,035,300	1,692,047	1,091,245	1,182,054	6
Telecom	1,207,914	1,415,692	1,207,914	1,231,000	9

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

One-time Cash Payment (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	200,000	550,000	200,000	316,667	3
Conglomerate	125,000	300,000	125,000	185,000	10
Consulting	100,000	550,000	300,000	365,000	22
Consumer goods (FMCG)	100,000	350,000	275,000	227,713	26
Information Technology (IT)	50,000	200,000	200,000	169,231	13
Manufacturing	100,000	300,000	150,000	156,250	8
Online services	100,000	800,000	200,000	189,796	49
Pharmaceutical / Healthcare	210,263	300,000	210,263	240,175	3
Real Estate	200,000	200,000	200,000	200,000	1
Retail	300,000	300,000	300,000	300,000	1
Telecom	100,000	350,000	100,000	150,000	10

Table 9: Sector-wise Classification of One-time Cash Payment in INR

For SPJIMR, Mumbai



For CRISIL Limited, Mumbai



Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	943,796	1,913,000	1,174,080	1,296,602	23
Conglomerate	1,386,400	1,578,269	1,387,148	1,423,541	12
Consulting	1,074,096	2,339,000	1,689,096	1,691,566	29
Consumer goods (FMCG)	1,242,007	1,913,116	1,771,000	1,630,016	30
Information Technology (IT)	910,080	1,652,774	1,112,004	1,157,025	32
Manufacturing	834,600	1,660,088	1,551,000	1,451,743	9
Online services	995,479	1,678,400	1,178,400	1,327,535	31
Pharmaceutical / Healthcare	967,890	1,505,760	1,321,586	1,319,806	8
Real Estate	1,589,720	1,589,720	1,589,720	1,589,720	1
Retail	1,035,300	1,992,047	1,091,245	1,232,054	6
Telecom	1,307,914	1,765,692	1,307,914	1,358,778	9

Table 10: Sector-wise Classification of Total Guaranteed Cash Component in INR

Maximum Earning Potential Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	1,000,000	2,000,000	1,386,812	1,400,116	26
Conglomerate	1,450,000	2,100,100	1,568,750	1,663,975	12
Consulting	1,150,000	2,678,910	1,910,885	1,883,283	31
Consumer goods (FMCG)	1,400,000	2,518,379	1,993,092	1,943,428	30
Information Technology (IT)	1,000,000	1,899,652	1,400,000	1,383,464	32
Manufacturing	1,200,226	2,313,609	2,202,675	1,998,444	9
Online services	1,200,000	2,502,000	1,400,000	1,668,727	52
Pharmaceutical / Healthcare	1,083,190	1,942,338	1,500,000	1,545,641	8
Real Estate	1,900,036	1,900,036	1,900,036	1,900,036	1
Retail	1,450,016	2,107,957	1,500,000	1,529,763	13
Telecom	1,550,000	2,050,000	1,550,000	1,650,000	10

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

For SPJIMR, 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
Consulting	35,943	35,943	35,943	35,943	1

Table 12: Sector-wise Classification of Fixed Yearly Cash Component in USD

One-time Cash Payment (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-

Table 13: Sector-wise Classification of One-time Cash Payment in USD

Total Guaranteed Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	35,943	35,943	35,943	35,943	1

Table 14: Sector-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	35,943	35,943	35,943	35,943	1

Table 15: Sector-wise Classification of Maximum Earning Potential Component in USD

For SPJIMR, Mumbai



For CRISIL Limited, Mumbai



## 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.

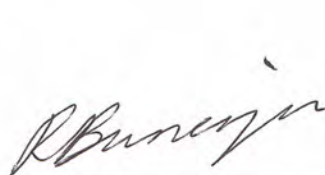
### 5.5.1 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	904,865	1,800,000	1,200,000	1,234,732	39
Finance	939,816	1,363,000	1,086,008	1,090,491	12
General Management	1,473,624	1,473,624	1,473,624	1,473,624	6
Marketing/Sales	929,054	1,561,540	1,260,000	1,278,074	29
Operations/Supply Chain	967,890	1,789,000	1,411,000	1,387,977	18
Product/Category Management	1,328,400	1,478,400	1,378,400	1,407,463	8
Systems/IT	1,121,402	1,421,000	1,261,400	1,265,467	9
Others	943,796	1,736,000	1,723,412	1,499,859	5
Data not Available	834,600	1,693,112	1,232,554	1,245,697	64

Table 16: Function-wise Classification of Fixed Yearly Cash Component in INR

One-time Cash Payment (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	50,000	510,000	300,000	267,778	27
Finance	100,000	550,000	100,000	191,667	6
General Management	-	-	-	-	-
Marketing/Sales	100,000	350,000	200,000	205,000	20
Operations/Supply Chain	100,000	550,000	200,000	255,263	19
Product/Category Management	200,000	200,000	200,000	200,000	13
Systems/IT	125,000	800,000	162,500	275,000	12
Others	100,000	550,000	200,000	300,000	7
Data not Available	100,000	350,000	100,000	164,073	42

Table 17: Function-wise Classification of One-time Cash Payment in INR



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai

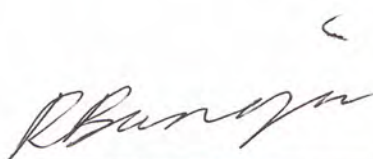


Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	910,080	2,310,000	1,265,000	1,404,732	39
Finance	939,816	1,913,000	1,086,008	1,169,658	12
General Management	1,473,624	1,473,624	1,473,624	1,473,624	6
Marketing/Sales	929,054	1,861,540	1,360,000	1,398,764	29
Operations/Supply Chain	967,890	2,339,000	1,614,700	1,612,977	18
Product/Category Management	1,528,400	1,678,400	1,578,400	1,607,463	8
Systems/IT	1,121,402	1,771,000	1,386,400	1,387,689	9
Others	943,796	2,286,000	1,823,412	1,799,859	5
Data not Available	834,600	1,913,116	1,321,586	1,347,901	64

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

Maximum Earning Potential Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,000,000	2,310,000	1,400,000	1,599,202	41
Finance	1,000,000	2,000,000	1,300,000	1,390,133	15
General Management	1,473,624	1,473,624	1,473,624	1,473,624	6
Marketing/Sales	1,000,000	2,260,000	1,777,719	1,721,341	32
Operations/Supply Chain	1,083,190	2,678,910	1,802,066	1,860,249	22
Product/Category Management	1,800,000	2,350,000	2,232,500	2,094,808	13
Systems/IT	1,350,000	2,502,000	1,450,000	1,623,661	14
Others	1,000,000	2,615,840	1,711,696	1,823,458	8
Data not Available	1,200,226	2,518,379	1,500,000	1,601,606	73

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



For SPJIMR, Mumbai





For CRISIL Limited, Mumbai



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

Fixed Yearly Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Consulting	35,943	35,943	35,943	35,943	1

Table 20: Function-wise Classification of Fixed Yearly Cash Component in USD

One-time Cash Payment (USD)					
Functions	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-

Table 21: Function-wise Classification of One-time Cash Payment in USD

Total Guaranteed Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Consulting	35,943	35,943	35,943	35,943	1

Table 22: Function-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential Component (USD)					
Functions	Min	Max	Median	Mean	Data
Consulting	35,943	35,943	35,943	35,943	1

Table 23: Function-wise Classification of Maximum Earning Potential Component in USD



For SPJIMR, Mumbai




For CRISIL Limited, Mumbai



## 5.6 Location-wise classification of salary

'Rest of India' includes locations such as Haryana, Kolkata and Pune.

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
Bengaluru	904,865	1,800,000	1,078,400	1,212,016	43
Chennai	1,112,004	1,223,100	1,206,972	1,166,556	9
Hyderabad	1,389,096	1,484,844	1,436,970	1,436,970	4
Mumbai	943,796	1,736,000	1,260,000	1,286,992	57
National Capital Region	929,054	1,736,000	1,328,400	1,313,556	33
Rest of India	929,054	1,473,624	1,324,648	1,230,611	6
Data not Available	834,600	1,693,112	1,297,439	1,303,936	38

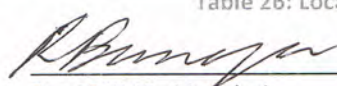
Table 24: Location-wise Classification of Fixed Yearly Cash Component in INR

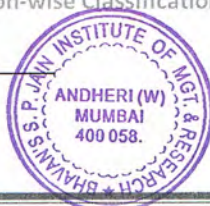
One-time Cash Payment (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	100,000	550,000	200,000	209,712	52
Chennai	200,000	800,000	200,000	400,000	3
Hyderabad	200,000	800,000	300,000	310,000	10
Mumbai	100,000	550,000	175,000	212,500	32
National Capital Region	50,000	550,000	200,000	223,529	17
Rest of India	125,000	125,000	125,000	125,000	1
Data not Available	75,000	350,000	200,000	202,937	31

Table 25: Location-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	929,054	2,339,000	1,178,400	1,402,830	43
Chennai	1,112,004	1,223,100	1,206,972	1,166,556	9
Hyderabad	1,689,096	1,784,844	1,736,970	1,736,970	4
Mumbai	943,796	2,286,000	1,321,586	1,402,782	57
National Capital Region	979,054	2,286,000	1,473,624	1,428,708	33
Rest of India	929,054	1,473,624	1,387,148	1,251,444	6
Data not Available	834,600	1,861,540	1,510,590	1,460,280	38

Table 26: Location-wise Classification of Total Guaranteed Cash Component in INR

  
For SPJIMR, Mumbai



  
For CRISIL Limited, Mumbai



Maximum Earning Potential Component (INR)					
Location	Min	Max	Median	Mean	Data
Bengaluru	1,000,000	2,678,910	1,400,000	1,592,172	56
Chennai	1,400,000	2,502,000	1,450,000	1,541,833	12
Hyderabad	1,400,000	2,502,000	1,902,947	1,786,054	10
Mumbai	1,000,000	2,615,840	1,550,000	1,633,451	60
National Capital Region	1,050,000	2,615,840	1,500,540	1,765,303	33
Rest of India	1,000,000	2,100,100	1,461,812	1,520,637	6
Data not Available	1,065,004	2,260,000	1,787,500	1,741,021	47

Table 27: Location-wise Classification of Maximum Earning Potential Component in INR

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

Fixed Yearly Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
Middle East	35,943	35,943	35,943	35,943	1

Table 28: Location-wise Classification of Fixed Yearly Cash Component in USD

One-time Cash Payment (USD)					
Location	Min	Max	Median	Mean	Data
Middle East	-	-	-	-	-

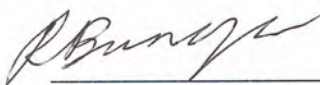
Table 29: Location-wise Classification of One-time Cash Payment in USD

Total Guaranteed Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
Middle East	35,943	35,943	35,943	35,943	1

Table 30: Location-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential Component (USD)					
Location	Min	Max	Median	Mean	Data
Middle East	35,943	35,943	35,943	35,943	1

Table 31: Location-wise Classification of Maximum Earning Potential Component in USD



For SPJIMR, Mumbai





For CRISIL Limited, Mumbai



6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	92
2	Total Pre-Placement offers accepted	91

Table 32: Details regarding Pre-Placement Offers (PPO)

7. Compliance statement

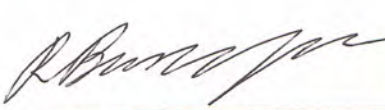
This placement report has been prepared as per the Indian Placement Reporting Standards, Version 2.1\*.

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 33: List of Deviations from Standards with reasons for the same

\* <http://www.iimahd.ernet.in/iprs/gallery/IPRSRevision2.1.pdf>

  
 For SPJIMR, Mumbai



  
 For CRISIL Limited, Mumbai

