



BHARATTIYA VIDYA BHAVAN'S

S.P. Jain Institute of Management & Research

PGDM FINAL PLACEMENTS 2014

Ref No: SN/SMER/SPJIMR/2015/53

January 19, 2015

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, 2012-14

Dear Sir,

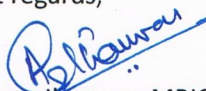
We have audited the Placement Report prepared by SP Jain Institute of Management and Research (SPJIMR), Mumbai, for the final placements of students in the PGDM batch of 2012-14. The Placement Report is the responsibility of SPJIMR. CRISIL's responsibility is to validate the information provided in the report with the relevant documentation, and comment on the Placement Report's conformance with the Indian Placement Reporting Standards (IPRS) version 2.1.

In this context, CRISIL confirms 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 version 2.1.
2. The validation of information presented in the report is based on communication received by SPJIMR 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 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 not available". Data was not available for four students who sought placements through the institute. 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 according to the 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 one student 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,



Anurag Jhanwar, MRICS

Director, Education Gradings

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1. Classification of the Entire Graduate Pool

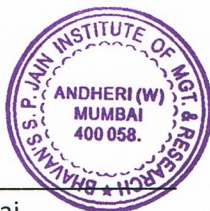
The graduating class is categorised into three major groups:

- 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	221*
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	1
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	3
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	3
Total who did not seek employment through the institute	7
3. Number unplaced, if any	-
Total Graduates	228

Table 1: Classification of the Entire Graduate Pool

* 4 students could not be verified



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	34
Conglomerate	11
Consulting	35
Consumer Goods (FMCG/CD)	39
Engineering/Technology	4
Information Technology (IT)	28
Manufacturing	4
Online Services	31
Pharmaceutical / Healthcare	10
Telecom	7
Others	6
International:	
Consulting	8
Total	217

Table 2: Classification of Placements Based on Sector

3. Function-wise classification

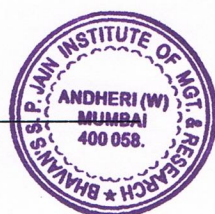
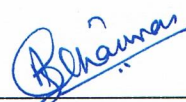
The table below shows function-wise break-up of the accepted offers.

Function	No of Offers accepted
Business Analyst	3
Consulting	44
Finance	32
Marketing/Sales	38
Operations/Supply Chain	16
Strategy	3
Systems/IT	13
Others	11
Data not available	49
International:	
Consulting	8
Total	217

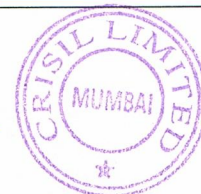
Table 3: Classification of Placements Based on Function



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
Domestic	
Bengaluru	23
Chennai	5
Hyderabad	12
Kolkata	2
Mumbai	56
NCR	38
Pune	9
International	
South-east Asia	8
Data not available	64
Total	217

Table 4: Classification of Placements Based on Location

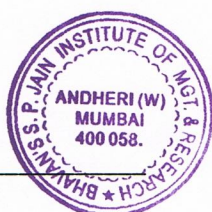
5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A+B	Fixed Yearly Cash Component	4,00,000	18,00,000	11,48,004	11,59,845	183
C	One-time Cash Payment	15,000	5,50,000	2,00,000	1,94,140	110
A+B+C	Total Guaranteed Cash Component	4,00,000	23,10,000	12,85,240	12,65,222	184
D	Maximum Earning Potential (including non-cash, long term, and performance-linked components)	8,83,518	23,84,029	14,23,548	14,65,834	203

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
A+B	Fixed Yearly Cash Component	31,177	33,011	33,011	32,324	8
C	One-time Cash Payment	-	-	-	-	-
A+B+C	Total Guaranteed Cash Component	31,177	33,011	33,011	32,324	8
D	Maximum Earning Potential (including non-cash, long term, and performance-linked components)	31,177	33,011	33,011	32,324	8

Table 6 : Classification of Salary Components in USD

Conversion rate to USD as per www.bloomberg.com, with mean exchange rate as on October 2014

5.3 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	16,674	96,290	53,574	52,740	184
Non-INR salary (Total guaranteed cash component)	47,442	50,233	50,233	49,186	8
Combined INR and non-INR salary (Total guaranteed cash component)	16,674	96,290	52,105	52,591	192
INR salary (Maximum Earning Potential)	36,829	99,376	59,339	61,102	203
Non-INR salary (Maximum Earning Potential)	47,442	50,233	50,233	49,186	8
Combined INR and non-INR salary (Maximum Earning Potential)	36,829	99,376	59,103	60,650	211

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

Others include sectors which do not fall into the given categories such as energy, logistics, and media and entertainment.

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers that 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	4,00,000	14,50,000	10,34,118	11,44,085	32
Conglomerate	11,13,994	12,62,931	11,92,366	11,82,354	10
Consulting	8,39,637	18,00,000	12,77,690	12,52,801	28
Consumer Goods (FMCG/CD)	8,89,749	15,69,000	13,50,533	13,07,844	36
Engineering/Technology	8,27,340	11,45,620	9,52,500	9,69,490	4
Information Technology (IT)	6,95,160	13,20,704	9,00,000	9,72,418	28
Manufacturing	13,31,000	13,40,000	13,35,500	13,35,500	4
Online Services	8,69,557	13,82,788	11,00,000	11,05,966	21
Pharmaceutical / Healthcare	7,65,834	13,22,400	11,50,000	10,90,481	9
Telecom	8,39,006	14,15,692	10,83,635	11,43,561	7
Others	8,57,472	13,21,104	9,92,928	10,41,108	4

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	15,000	5,50,000	1,75,000	2,41,429	7
Conglomerate	1,00,000	3,00,000	2,50,000	2,27,273	11
Consulting	75,000	5,10,000	2,50,000	2,04,201	24
Consumer Goods (FMCG/CD)	75,000	5,48,000	1,50,000	1,81,863	32
Engineering/Technology	2,00,000	2,00,000	2,00,000	2,00,000	1
Information Technology (IT)	50,000	3,00,000	1,00,000	1,55,385	13
Manufacturing	1,00,000	1,00,000	1,00,000	1,00,000	4
Online Services	2,00,000	2,00,000	2,00,000	2,00,000	10
Pharmaceutical / Healthcare	25,000	3,00,000	2,00,000	1,87,500	6
Telecom	3,50,000	3,50,000	3,50,000	3,50,000	2
Others	-	-	-	-	-

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

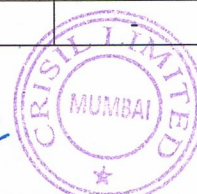
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For SPJIMR, Mumbai



Abhinav

For CRISIL Limited, Mumbai



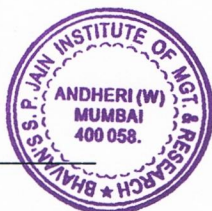
Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	4,00,000	19,13,000	11,14,352	11,96,428	32
Conglomerate	12,85,212	14,49,520	14,22,459	14,02,354	10
Consulting	8,39,637	23,10,000	13,42,120	14,18,903	28
Consumer Goods (FMCG/CD)	9,64,749	20,88,248	14,60,000	14,77,316	37
Engineering/Technology	8,27,340	11,51,852	10,49,384	10,19,490	4
Information Technology (IT)	6,95,160	14,30,924	9,58,263	10,44,561	28
Manufacturing	14,31,000	14,40,000	14,35,500	14,35,500	4
Online Services	8,69,557	13,82,788	11,00,000	11,05,966	21
Pharmaceutical / Healthcare	8,65,834	14,97,660	12,50,000	12,15,481	9
Telecom	8,39,006	17,65,692	10,83,635	12,43,561	7
Others	8,57,472	13,21,104	9,92,928	10,41,108	4

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

Maximum Earning Potential Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	9,00,000	20,00,000	12,20,006	13,04,341	34
Conglomerate	14,25,000	17,25,000	15,10,000	15,60,000	10
Consulting	10,00,000	23,10,000	17,38,075	15,90,780	33
Consumer Goods (FMCG/CD)	11,75,001	23,84,029	17,48,122	17,45,185	37
Engineering/Technology	10,00,003	15,71,842	12,75,004	12,80,463	4
Information Technology (IT)	8,83,518	16,80,000	11,70,000	12,65,785	28
Manufacturing	20,56,542	20,65,542	20,61,042	20,61,042	4
Online Services	10,50,000	18,50,000	12,10,000	13,17,313	30
Pharmaceutical / Healthcare	10,00,006	18,00,220	14,62,962	13,90,866	10
Telecom	11,50,000	20,50,000	13,00,000	14,92,857	7
Others	11,23,000	14,90,005	13,12,514	13,10,510	6

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

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For SPJIMR, Mumbai

Bhawan



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	31,177	33,011	33,011	32,324	8

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	31,177	33,011	33,011	32,324	8

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

Maximum Earning Potential Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Consulting	31,177	33,011	33,011	32,324	8

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

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For SPJIMR, Mumbai



Alhama

For CRISIL Limited, Mumbai



5.5 Function-wise classification of salary

Others include roles which do not fall into the given categories such as human resources.

Note: The mean and the median figures for one-time cash payments in the following sections are calculated only from those offers that 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
Business Analyst	6,95,160	7,86,600	7,40,880	7,40,880	2
Consulting	8,39,637	18,00,000	10,92,120	11,43,277	37
Finance	8,49,089	14,23,548	11,00,000	11,41,017	28
Marketing/Sales	4,00,000	15,69,000	11,00,000	11,72,016	35
Operations/Supply Chain	10,83,635	14,61,000	11,22,810	12,09,401	14
Strategy	8,27,340	9,53,148	8,90,244	8,90,244	2
Systems/IT	9,44,180	13,82,788	11,99,520	11,66,443	9
Others	9,00,000	14,33,487	10,26,732	10,99,663	11
Data not available	7,65,834	15,40,248	11,86,477	12,04,295	45

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

One-time Cash Payment (INR)					
Functions	Min	Max	Median	Mean	Data
Business Analyst	2,00,000	2,00,000	2,00,000	2,00,000	1
Consulting	50,000	5,10,000	2,50,000	1,93,575	31
Finance	60,000	5,50,000	2,00,000	2,17,727	11
Marketing/Sales	1,00,000	3,50,400	2,00,000	2,04,188	17
Operations/Supply Chain	1,00,000	3,00,000	2,00,000	1,80,000	5
Strategy	15,000	15,000	15,000	15,000	1
Systems/IT	2,00,000	2,50,000	2,25,000	2,25,000	8
Others	2,00,000	3,00,000	2,50,000	2,50,000	2
Data not available	25,000	5,48,000	1,50,000	1,78,629	34

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

For SPJIMR, Mumbai



For CRISIL Limited, Mumbai



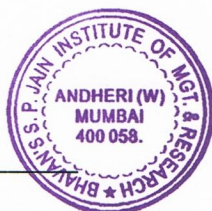
Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Business Analyst	6,95,160	7,86,600	7,40,880	7,40,880	2
Consulting	8,39,637	23,10,000	12,85,240	12,98,705	37
Finance	8,49,089	19,13,000	11,43,600	12,19,410	28
Marketing/Sales	4,00,000	18,89,000	11,00,000	12,59,765	35
Operations/Supply Chain	10,83,635	15,61,000	11,22,810	12,45,116	14
Strategy	8,27,340	9,53,148	8,90,244	8,90,244	2
Systems/IT	9,44,180	14,49,520	13,82,788	12,77,554	9
Others	9,00,000	16,33,487	10,26,732	11,45,117	11
Data not available	8,39,006	20,88,248	13,36,477	13,41,855	46

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

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Business Analyst	8,83,518	14,00,000	10,79,410	11,20,976	3
Consulting	10,00,000	23,10,000	13,50,000	14,55,495	42
Finance	9,00,000	20,00,000	13,75,000	13,14,179	32
Marketing/Sales	10,00,000	20,65,542	14,00,007	15,04,262	37
Operations/Supply Chain	11,00,000	18,28,082	14,00,000	14,24,466	15
Strategy	10,00,003	12,15,000	11,50,000	11,21,668	3
Systems/IT	11,50,000	16,29,382	14,80,000	14,36,106	13
Others	11,00,000	19,50,000	12,15,012	13,80,559	11
Data not available	10,00,006	23,84,029	16,50,013	16,33,440	47

Table 19: Function-wise Classification of Maximum Earning Potential Cash 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	31,177	33,011	33,011	32,324	8

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

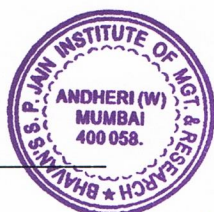
Total Guaranteed Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Consulting	31,177	33,011	33,011	32,324	8

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

Maximum Earning Potential Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Consulting	31,177	33,011	33,011	32,324	8

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

For SPJIMR, Mumbai



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 that contain such payments and are given in order to indicate the industry benchmark.

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

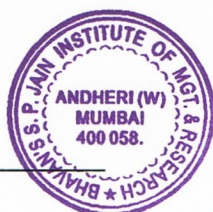
Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	8,44,176	14,23,548	9,52,090	10,50,125	18
Chennai	6,95,160	11,06,971	10,64,652	9,82,859	4
Hyderabad	9,00,000	13,79,520	10,91,856	11,03,832	8
Kolkata	9,32,760	9,32,760	9,32,760	9,32,760	1
Mumbai	4,00,000	15,40,248	11,30,924	11,75,395	51
National Capital Region	8,39,006	14,33,487	11,86,477	11,88,662	35
Pune	7,86,600	13,35,437	9,53,148	10,45,462	9
Data not available	7,65,834	18,00,000	11,50,000	12,05,214	57

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

One-time Cash Payment (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	50,000	5,50,000	2,00,000	2,18,000	15
Chennai	2,00,000	2,00,000	2,00,000	2,00,000	1
Hyderabad	2,00,000	2,50,000	2,25,000	2,25,000	8
Kolkata	15,000	15,000	15,000	15,000	1
Mumbai	95,834	5,48,000	1,00,000	1,67,451	24
National Capital Region	25,000	3,00,000	1,50,000	1,68,269	26
Pune	50,000	3,00,000	1,75,000	1,75,000	2
Data not available	75,000	5,10,000	2,00,000	2,22,018	33

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

For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	8,44,176	19,13,000	9,77,138	11,76,236	18
Chennai	6,95,160	11,06,971	10,64,652	9,82,859	4
Hyderabad	9,00,000	16,29,520	12,16,856	12,28,832	8
Kolkata	9,32,760	9,32,760	9,32,760	9,32,760	1
Mumbai	4,00,000	20,88,248	13,42,120	12,54,195	51
National Capital Region	8,39,006	16,33,487	13,36,477	13,06,519	35
Pune	7,86,600	13,35,437	10,58,370	10,84,350	9
Data not available	8,39,637	23,10,000	12,50,000	13,35,904	58

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

Maximum Earning Potential Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	10,00,000	20,00,000	13,50,000	13,82,323	23
Chennai	8,83,518	15,00,000	13,54,503	12,73,131	4
Hyderabad	11,70,000	18,48,084	14,00,000	14,45,192	12
Kolkata	12,00,000	12,15,000	12,07,500	12,07,500	2
Mumbai	9,00,000	23,84,029	14,23,548	14,72,370	55
National Capital Region	10,50,000	19,50,000	15,44,963	15,49,891	36
Pune	10,00,003	20,20,722	13,50,000	14,58,707	9
Data not available	9,52,000	23,10,000	14,16,944	14,68,003	62

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

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For SPJIMR, Mumbai



Bhambhani

For CRISIL Limited, Mumbai



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

Fixed Yearly Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
South-east Asia	31,177	33,011	33,011	32,324	8

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

One-time Cash Payment (USD)					
Location	Min	Max	Median	Mean	Data
South-east Asia	-	-	-	-	-

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

Total Guaranteed Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
South-east Asia	31,177	33,011	33,011	32,324	8

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

Maximum Earning Potential Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
South-east Asia	31,177	33,011	33,011	32,324	8

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

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For SPJIMR, Mumbai



Abhinava

For CRISIL Limited, Mumbai



6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	83
2	Total Pre-Placement offers accepted	76
3	Pre-Placements Interviews awarded but not converted to PPO	3

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	Under international location-wise data, 5 students location data not verified but considered in calculations	Data considered since offers were verified with international currency for the location.

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

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For SPJIMR, Mumbai



For CRISIL Limited, Mumbai