

Ref No: RS/SMER/VJIM/2018/CH 927
May 24, 2018

To,
The Chairperson
The Placement Office
Vignana Jyothi Institute of Management,
Vignana Jyothi Nagar,
Bachupally, Kukatpally,
Hyderabad, Telangana - 500 090

Re: Audit of the Placement Report of the Post Graduate Diploma in Management (PGDM) Programme, 2015-17

Dear Sir,

CRISIL have audited the Placement Report prepared by Vignana Jyothi Institute of Management (VJIM), for the final placements of students in the PGDM batch of 2015-17. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. CRISIL 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 VJIM from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. CRISIL 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. Data was not available for 9 students who sought placements through the institute. We have not been able to verify the status of the 9 students in the absence of required data.
 - b. The information has been categorized 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 only 13 students out of 146 could 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,



T. Raj Sekhar
Director - Education Gradings
Email: rajsekhar.t@crisil.com



FINAL PLACEMENTS OF PGDM (BATCH 2015-2017)

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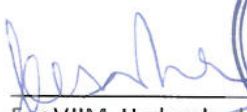
1. Classification of the Entire Graduate Pool

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	155
2. Did not seek placement through the institute	7
2a. Company-sponsored or already employed	0
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	0
2e. Returning to/joining family business	0
2f. Seeking placement outside the campus placement process	0
2g. Not seeking placements for other reasons	0
Total who did not seek employment through the institute	7
3. Number unplaced, if any	7
Total Graduates	162

Table 1: Classification of the Entire Graduate Pool


For VJIM, Hyderabad




For CRISIL Limited, Mumbai



2. Sector-wise classification

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

Sector	Number of Offers accepted
BFSI	31
Consulting	18
Education and Training	9
Financial Services	39
FMCG	3
Information Technology	26
Manufacturing	4
Others	10
Conglomerate	6
Total	146

Table 2: Classification of Placements Based on Sector


For VJIM, Hyderabad




For CRISIL Limited, Mumbai



3. Function-wise classification

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

Function	Number of Offers accepted
Analytics	3
Consulting	22
Finance	7
Human Resource	7
Management Trainee	73
Sales and Marketing	34
Total	146


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	Number of Offers accepted
Bangalore	3
Begumpet	1
Guntur	3
Hyderabad	108
Kolkata	1
Mumbai	13
Vishakhapatnam	4
-	13
Total	146

Table 4: Classification of Placements Based on Location


For VJIM, Hyderabad




For CRISIL Limited, Mumbai



5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Mean	Median	Data
A	Fixed Yearly Cash Component	189,915	511,584	336,200	344,152	146
B	One-time Cash Payment	40,000	120,000	40,000	55,000	24
A+B=C	Total Guaranteed Cash Component	189,915	527,307	350,000	353,255	146
D	Performance Linked Compensation	26,896	500,000	50,000	91,107	80
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	200,000	750,000	400,000	420,989	146

Table 5: Classification of Salary Components in INR


For VJIM, Hyderabad




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	200,000	400,000	336,200	336,285	31
Consulting	303,900	453,408	453,408	445,102	18
Education and Training	300,000	426,000	331,320	353,897	9
Financial Services	210,000	511,584	300,000	326,546	39
FMCG	480,000	480,000	480,000	480,000	3
Information Technology	189,915	350,833	240,000	274,422	26
Manufacturing	300,000	411,360	400,000	356,320	4
Others	216,000	400,000	325,000	297,795	10
Conglomerate	270,000	427,307	386,807	340,154	6

Table 6 :Sector-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
Consulting	40,000	40,000	40,000	40,000	17
Financial Services	120,000	120,000	120,000	120,000	2
Others	50,000	50,000	50,000	50,000	1
Conglomerate	50,000	100,000	100,000	87,500	4

Table 7: Sector-wise Classification of Onetime Cash Payments in INR



 For VJIM, Hyderabad



 For CRISIL Limited, Mumbai

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	200,000	400,000	336,200	336,285	31
Consulting	303,900	493,408	493,408	482,880	18
Education and Training	300,000	426,000	331,320	353,897	9
Financial Services	210,000	520,000	300,000	335,435	39
FMCG	480,000	480,000	480,000	480,000	3
Information Technology	189,915	350,833	240,000	274,422	26
Manufacturing	300,000	411,360	400,000	356,320	4
Others	216,000	400,000	350,000	303,350	10
Conglomerate	270,000	527,307	486,807	398,487	6

Table 8: Sector-wise Classification of Total Guaranteed Cash Component in INR

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	26,896	100,000	54,000	49,609	22
Consulting	24,500	47,500	47,500	46,222	18
Education and Training	30,300	250,000	250,000	162,120	5
Financial Services	27,500	500,000	90,000	171,725	20
FMCG	35,448	35,448	35,448	35,448	3
Information Technology	38,982	110,000	74,491	69,418	7
Manufacturing	70,000	100,000	107,800	85,000	2
Others	75,600	140,000	150,000	97,067	3

Table 9: Sector-wise Classification of Performance Linked Compensation in INR



 For VJIM, Hyderabad





 For CRISIL Limited, Mumbai

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	16,800	92,712	21,956	35,740	25
Consulting	21,600	26,651	21,600	21,881	18
Education and Training	20,371	34,000	34,000	27,186	4
Financial Services	19,454	62,412	38,604	36,119	6
FMCG	43,448	43,448	43,448	43,448	3
Information Technology	10,185	38,484	11,885	17,225	7
Manufacturing	18,757	46,344	46,344	32,551	2
Others	17,692	45,120	45,120	35,977	4
Conglomerate	103,694	103,694	103,694	103,694	1

Table 10: Sector-wise Other Payments in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	300,252	439,476	412,156	406,765	31
Consulting	355,051	562,508	562,508	550,983	18
Education and Training	413,311	550,000	460,000	485,232	9
Financial Services	300,000	750,000	350,009	487,332	39
FMCG	558,896	558,896	558,896	558,896	3
Information Technology	200,000	400,000	300,084	297,749	26
Manufacturing	300,000	500,117	500,000	415,095	4
Others	269,196	557,692	350,000	347,698	10
Conglomerate	270,000	550,001	538,645	415,769	6

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

 For VJIM, Hyderabad




 For CRISIL Limited, Mumbai

5.5 Function-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.

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

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	295,000	303,900	301,950	299,633	3
Consulting	250,000	453,408	453,408	407,179	22
Finance	210,000	475,546	364,536	328,945	7
Human Resource	216,000	350,000	350,000	292,571	7
Management Trainee	189,915	511,584	336,200	331,252	73
Sales and Marketing	216,000	427,307	276,000	321,641	34

Table 12: Function-wise Classification of Fixed Yearly Cash Component in INR


One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	40,000	40,000	40,000	40,000	17
Finance	120,000	120,000	120,000	120,000	1
Management Trainee	50,000	120,000	120,000	85,000	2
Sales and Marketing	50,000	100,000	100,000	87,500	4

Table 13: Function-wise Classification of Overtime Cash Payments in INR

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	295,000	303,900	301,950	299,633	3
Consulting	250,000	493,408	493,408	438,088	22
Finance	210,000	520,000	368,536	346,088	7
Human Resource	216,000	350,000	350,000	292,571	7
Management Trainee	189,915	511,584	336,200	333,752	73
Sales and Marketing	216,000	527,307	276,000	336,224	34

Table 14: Function-wise Classification of Total Guaranteed Cash Component in INR


 For VJIM, Hyderabad




 For CRISIL Limited, Mumbai



Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	24,500	27,500	27,500	26,000	2
Consulting	47,500	500,000	47,500	150,341	22
Finance	42,000	80,000	67,500	59,000	3
Human Resource	110,000	110,000	1,10,000	110,000	3
Management Trainee	27,120	250,000	54,000	70,230	43
Sales and Marketing	26,896	75,600	50,150	47,942	7

Table 15: Function-wise Classification of Performance Linked Compensation in INR

Other Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	26,651	26,651	26,651	26,651	1
Consulting	21,600	21,600	21,600	21,600	17
Finance	19,454	20,937	20,937	20,196	2
Management Trainee	10,185	92,712	21,956	34,078	40
Sales and Marketing	18,757	103,694	34,368	38,123	10

Table 16: Function-wise Classification of Other Payments in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Analytics	300,000	355,051	338,776	325,850	3
Consulting	562,508	750,000	562,508	605,120	22
Finance	240,000	600,000	465,000	441,430	7
Human Resource	326,000	350,000	350,000	339,714	7
Management Trainee	200,000	673,996	400,000	401,149	73
Sales and Marketing	269,196	550,001	300,000	364,503	34

Table 17: Function-wise Classification of Maximum Earning Potential Cash Component in INR


 For VJIM, Hyderabad




 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 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
Bangalore	224,076	400,000	312,038	282,717	3
Begumpet	300,000	300,000	300,000	300,000	1
Guntur	361,392	362,640	362,016	362,016	3
Hyderabad	189,915	511,584	350,000	340,396	108
Kolkata	411,360	411,360	411,360	411,360	1
Mumbai	336,200	336,200	336,200	336,200	13
Vishakhapatnam	270,000	346,307	270,000	308,154	4
Data Not Available	360,000	360,000	400,000	360,000	13

Table 18: Location-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Guntur	120,000	120,000	120,000	120,000	1
Hyderabad	40,000	120,000	40,000	50,000	22
Vishakhapatnam	100,000	100,000	100,000	100,000	1

Table 19: Location-wise Classification of Onetime Cash Payments in INR


 For VJIM, Hyderabad




 For CRISIL Limited, Mumbai





Total Guaranteed Cash Components (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	224,076	400,000	312,038	282,717	3
Begumpet	300,000	300,000	300,000	300,000	1
Guntur	362,640	481,392	422,016	422,016	3
Hyderabad	189,915	527,307	350,000	350,872	108
Kolkata	411,360	411,360	411,360	411,360	1
Mumbai	336,200	336,200	336,200	336,200	13
Vishakhapatnam	270,000	446,307	270,000	358,154	4
Data Not Available	360,000	360,000	400,000	360,000	13

Table 20: Location-wise Classification of Total Guaranteed Cash Component in INR

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	140,000	140,000	140,000	140,000	1
Guntur	30,300	80,000	80,000	55,150	2
Hyderabad	24,500	500,000	47,500	98,977	59
Kolkata	70,000	70,000	70,000	70,000	1
Mumbai	54,000	54,000	54,000	54,000	13
Data Not Available	90,000	90,000	90,000	90,000	4

Table 21: Location-wise Classification of Performance Linked Compensation in INR



 For VJIM, Hyderabad



 For CRISIL Limited, Mumbai

Other Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	17,692	45,120	45,120	35,977	3
Guntur	20,371	38,604	38,604	29,488	2
Hyderabad	10,185	92,712	21,600	31,952	50
Kolkata	18,757	18,757	18,757	18,757	1
Mumbai	21,956	21,956	21,956	21,956	13
Vishakhapatnam	103,694	103,694	103,694	103,694	1

Table 21: Location-wise Classification of Other Payments in INR

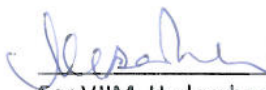

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	269,196	557,692	413,444	365,361	3
Begumpet	300,000	300,000	300,000	300,000	1
Guntur	413,311	599,996	506,653	506,654	3
Hyderabad	200,000	750,000	400,000	427,589	108
Kolkata	500,117	500,117	500,117	500,117	1
Mumbai	412,156	412,156	412,156	412,156	13
Vishakhapatnam	270,000	550,001	270,000	410,001	4
Data Not Available	450,000	450,000	400,000	450,000	13

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

6. Other details

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	1
2	Total Pre-Season Placement offers accepted	1

Table 23: Details regarding Pre- Season Placement Offers


 For VJIM, Hyderabad
 


 For CRISIL Limited, Mumbai
 