Ratings

Ref no. SN/SMER/CBS/2017/ 729

December 15, 2017

To,
Placement Coordinator,
The Placement Office
CMS Business School,
CMS Annex, 319, 25th Main Road,
17th Cross Road, 6th Phase,
JP Nagar, Bengaluru,
Karnataka 560078

Re: Audit of the Placement Report of the Masters in Business Administration (MBA) programme, 2015-17

Dear Sir,

CRISIL have audited the Placement Report prepared by CMS Business School (Jain University), for the final placements of students in the MBA 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 CMS Business School 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. Out of 325 students in the batch, 201 students were eligible for placement from which 60 did not seek placement through institute and 3 remained unplaced. Offer letters of remaining 138 students were verified.
    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. Proof of acceptance of the offers is indicated by student signing the offer letter. Such proof was not available for 114 students.

Thank you,

Best regards,

Sudhir Nair
Director - Education Gradings
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CMS Business School
JAIN UNIVERSITY
Declared as Deemed-to-be University u/s 3 of the UGC Act,1956

Final placements of MBA (Batch 2015-17)

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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	138
2. Did not seek placement through the institute	60
2a. Company-sponsored or already employed	-
2b. Continuing education	6
2c. Postponing job search	11
2d. Entrepreneurship (Starting a new business)	19
2e. Returning to/joining family business	21
2f. Seeking placement outside the campus placement process	3
2g. Not seeking placements for other reasons	-
Total who did not seek employment through the institute	60
3. Number unplaced, if any	3
4. Students not eligible for placements	124
Total Graduates	325

Table 1: Classification of the Entire Graduate Pool

For CMS BUSINESS SCHOOL

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 sector	67
Consulting	16
Information Technology (IT)	14
Media / Entertainment	5
Others	36
Grand Total	**138**

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	Number of Offers accepted
Consulting	1
Finance	48
Human Resources	9
Marketing/Sales	76
Operations/Supply Chain	2
Sytems/IT	2
Grand Total	**138**

Table 3: Classification of Placements Based on Function

4. Location-wise classification
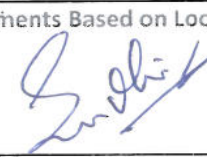
The table below shows location-wise break-up of the accepted offers.

Location	Number of Offers accepted
Bangalore	128
Delhi-NCR	3
Hyderabad	4
Mumbai	1
Pune	1
Ranchi	1
Grand Total	**138**

Table 4: Classification of Placements Based on Location

For CMS BUSINESS School

For CRISIL Limited, Mumbai

5. Salary details

5.1 Salary Heads – Domestic (INR)

Salary Head (INR)	Min	Max	Median	Mean	Data
Fixed Yearly Cash Component	191,600	1,035,406	383,939	362,400	121
One-time Cash Payment	7,000	120,000	38,204	35,000	26
Total Guaranteed Cash Component	217,600	1,035,406	392,148	371,280	121
Performance Linked Compensation	18,000	210,000	66,924	58,572	53
Other Payments	8,712	91,390	34,904	33,000	89
Maximum Earning Potential including non-cash, long term and performance linked components)	300,000	1,057,006	440,454	430,000	138

Table 5: Classification of Salary Components in INR

For CMS BUSINESS SCHOOL

For CRISIL Limited, Mumbai

5.2 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.

Others include Conglomerate, FCMG, Manufacturing, Engineering/Technology, Non-Profit and Real Estate

5.2.1 Sector-wise classification of salary - Domestic (INR)

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	230,882	1,035,406	390,476	402,073	64
Consulting	191,600	526,000	342,720	329,647	15
Information Technology (IT)	313,400	604,200	314,203	363,834	8
Media / Entertainment	293,240	390,698	390,698	358,212	3
Others	282,000	652,932	360,000	380,449	31

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

One-time Cash Payment (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	7,000	120,000	40,000	43,462	13
Consulting	26,000	30,000	28,000	28,000	4
Information Technology (IT)	24,000	27,500	24,000	24,875	4
Media / Entertainment	-	-	-	-	-
Others	16,800	50,000	50,000	43,360	5

Table 7: Sector-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	230,882	1,035,406	390,476	410,901	64
Consulting	217,600	526,000	342,720	337,114	15
Information Technology (IT)	313,400	631,700	338,203	376,271	8
Media / Entertainment	293,240	390,698	390,698	358,212	3
Others	282,000	702,932	360,000	387,442	31

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

For CMS BUSINESS SCHOOL

For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	47,500	140,000	58,572	75,472	20
Consulting	19,050	140,000	39,000	56,256	8
Information Technology (IT)	18,000	50,000	44,491	40,994	6
Media / Entertainment	24,400	29,302	29,302	27,668	3
Others	18,000	210,000	91,800	78,659	16

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

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	9,624	91,390	31,150	37,783	48
Consulting	12,000	60,400	34,203	30,702	13
Information Technology (IT)	11,905	36,600	26,152	27,641	7
Media / Entertainment	30,099	30,099	30,099	30,099	2
Others	8,712	55,564	33,468	33,689	19

Table 10: Location-wise Classification of Other Payments in INR

Maximum Earning Potential Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	300,000	1,057,006	450,000	464,487	67
Consulting	300,000	608,653	376,923	401,993	16
Information Technology (IT)	300,000	643,605	375,000	384,259	14
Media / Entertainment	300,000	450,099	336,000	370,776	5
Others	300,000	750,000	432,000	444,349	36

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

For CMS BUSINESS SCHOOL

For CRISIL Limited, Mumbai

5.3 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.

Others include Systems/IT, HR, Operations, Finance and roles which do not fall into the given categories.

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

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	428,400	428,400	428,400	428,400	1
Finance	287,400	652,932	394,800	412,999	48
Human Resources	191,600	526,000	293,240	323,162	7
Marketing/Sales	230,882	1,035,406	359,271	369,909	61
Operations/Supply Chain	361,392	387,864	374,628	374,628	2
Systems/IT	314,203	314,203	314,203	314,203	2

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

One-time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-
Finance	21,000	60,000	40,000	39,964	14
Human Resources	26,000	26,000	26,000	26,000	2
Marketing/Sales	7,000	50,000	33,400	31,633	6
Operations/Supply Chain	24,000	120,000	72,000	72,000	2
Systems/IT	24,000	24,000	24,000	24,000	2

Table 13: Function-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	428,400	428,400	428,400	428,400	1
Finance	300,000	702,932	394,800	424,655	48
Human Resources	217,600	526,000	293,240	330,591	7
Marketing/Sales	230,882	1,035,406	359,449	373,020	61
Operations/Supply Chain	411,864	481,392	446,628	446,628	2
Systems/IT	338,203	338,203	338,203	338,203	2

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

For CMS BUSINESS SCHOOL

For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	140,000	140,000	140,000	140,000	1
Finance	19,050	58,572	58,572	50,953	11
Human Resources	22,000	60,000	23,748	30,430	5
Marketing/Sales	18,000	210,000	91,800	78,700	32
Operations/Supply Chain	18,000	80,000	49,000	49,000	2
Sytems/IT	38,982	38,982	38,982	38,982	2

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

Other payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	40,253	40,253	40,253	40,253	1
Finance	9,624	91,390	33,000	42,570	32
Human Resources	22,264	60,400	51,299	43,915	5
Marketing/Sales	8,712	55,564	31,110	29,234	47
Operations/Supply Chain	26,152	38,604	32,378	32,378	2
Sytems/IT	22,815	22,815	22,815	22,815	2

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

Maximum Earning Potential Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	608,653	608,653	608,653	608,653	1
Finance	300,000	750,000	450,000	464,712	48
Human Resources	300,000	550,007	325,000	390,211	9
Marketing/Sales	300,000	1,057,006	400,000	427,630	76
Operations/Supply Chain	456,016	599,996	528,006	528,006	2
Sytems/IT	400,000	400,000	400,000	400,000	2

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

For CMS Business School

For CRISIL Limited, Mumbai

5.4 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.

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

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	191,600	1,035,406	360,000	379,921	115
Delhi-NCR	456,000	456,000	456,000	456,000	1
Hyderabad	435,424	453,408	435,425	439,920	4
Mumbai	550,000	550,000	550,000	550,000	1
Pune	-	-	-	-	-
Ranchi	-	-	-	-	-

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

One-time Cash Payment (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	7,000	120,000	28,750	37,877	22
Delhi-NCR	-	-	-	-	-
Hyderabad	40,000	40,000	40,000	40,000	4
Mumbai	-	-	-	-	-
Pune	-	-	-	-	-
Ranchi	-	-	-	-	-

Table 19: Location-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	217,600	1,035,406	360,000	387,167	115
Delhi-NCR	456,000	456,000	456,000	456,000	1
Hyderabad	475,424	493,408	475,424	479,920	4
Mumbai	550,000	550,000	550,000	550,000	1
Pune	-	-	-	-	-
Ranchi	-	-	-	-	-

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

For CMS BUSINESS SCHOOL

For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	18,000	140,000	58,572	65,562	48
Delhi-NCR	210,000	210,000	210,000	210,000	1
Hyderabad	47,500	47,500	47,500	47,500	4
Mumbai	-	-	-	-	-
Pune	-	-	-	-	-
Ranchi	-	-	-	-	-

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

Other payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	8,712	91,390	32,329	34,957	84
Delhi-NCR	-	-	-	-	-
Hyderabad	21,600	38,497	38,497	34,273	4
Mumbai	33,000	33,000	33,000	33,000	1
Pune	-	-	-	-	-
Ranchi	-	-	-	-	-

Table 22: Location-wise Classification of Other Payments in INR

Maximum Earning Potential Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	300,000	1,057,006	407,504	434,702	128
Delhi-NCR	400,000	666,000	525,000	530,333	3
Hyderabad	561,421	562,508	561,421	561,693	4
Mumbai	583,000	583,000	583,000	583,000	1
Pune	400,000	400,000	400,000	400,000	1
Ranchi	320,000	320,000	320,000	320,000	1

Table 23: Location-wise Classification of Maximum Earning Potential Component in INR

For CMS BUSINESS SCHOOL

For CRISIL Limited, Mumbai

6. Other details

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

Table 24: 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 25: List of Deviations from Standards with reasons for the same

For CMS BUSINESS SCHOOL

For CRISIL Limited, Mumbai