

INLEAD

**Postgraduate and Master of Business Administration
Programs in**

Event Management and Public Relations (EMPR)

Healthcare Administration (HEAD)

Infrastructure Management (INFM)

International Hotel Management (INHM)

International Business Management (INBM)

FINAL PLACEMENTS 2015-2016

For students who joined INLEAD in 2014-15

Ref No: SN/SMER/INLEAD/2017/589

May 2 2017

General Manager,
INLEAD - Indian Institute of Learning & Advanced Development,
81P, Sector-34, NH-8, Gurgaon, Haryana -122001

Re: Audit of the joint Placement Report for the Event Management and Public Relations (EMPR), Healthcare Administration (HEAD), Infrastructure Management (INFM), International Hotel Management (INHM) and International Business Management (INBM) postgraduate programmes at INLEAD. The audit covers the batch of students that joined in 2014 and 2015 and participated in the placement drive from 2015 to 2016.

Dear Sir,

CRISIL have audited the Placement Report prepared by INLEAD, Gurgaon, for the final placements of students who participated in the placement drive from 2015 to 2016. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

1. CRISIL has 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. Based on the records provided and the information provided in the attached report, 100 percent students who sought placements (165 out of 172) from INLEAD have secured placements, this excludes 7 students who opted out of the placement process
2. The validation of information presented in the report is based on communication received by INLEAD from the recruiting companies. CRISIL has not independently sourced any information or documentation.
3. The number of students opting out of the placement process has been established through written communication from the students.
4. CRISIL has verified the information with respect to remuneration and job function presented in the report with the help of communication received from recruiters. The salary information has been categorised as far as possible under different salary heads to indicate fixed and variable salary components for the purpose of better representation; where a break-up was not available, the salary has been considered only as 'maximum earning potential'.
5. Placement offers made to students before the third quarter of the PGDM programme and MBA programmes have been considered as pre-season placement offers.

Thank you,

Best regards,




Satish Ramchandani
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
1. Sought placement through the institute	165
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	7
Total who did not seek employment through the institute	7
3. Number unplaced, if any	0
Total Graduates	172

Table 1: Classification of the Entire Graduate Pool

Navdeep Dhillon


For INLEAD, Gurgaon



For CRISIL Limited, Mumbai

2. Sector-wise classification

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

Others include sectors which do not fall into the given categories such as IT, Manufacturing and Consulting.

Sector	Number of Offers accepted
Media / Entertainment	11
Others	28
Healthcare	52
Real Estate	10
Event Management	16
Hospitality	3
International:	
Media / Entertainment	1
Others	16
Healthcare	1
Real Estate	3
Event Management	1
Hospitality	23
Total	165

Table 2: Classification of Placements Based on Sector




For INLEAD, Gurgaon




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
Finance	9
Human Resources	1
Marketing/Sales	32
Operations/Supply Chain	20
Management Trainee	57
Systems/IT	1
International:	
Human Resources	1
Marketing/Sales	5
Operations/Supply Chain	4
Management Trainee	35
Total	165

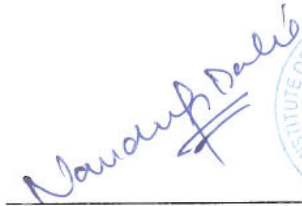

Table 3: Classification of Placements Based on Function

4. Location-wise classification



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

Location	Number of Offers accepted
Domestic	
Bangalore	2
Baroda	1
Bhiwani	1
Chennai	2
Delhi NCR	108
Hyderabad	3
Kolkata	1
Mumbai	2
International	
Middle East	18
United Kingdom	6
United States of America	21
Total	165

Table 4: Classification of Placements Based on Location

For INLEAD, Gurgaon

For CRISIL Limited, Mumbai

5. Salary details

5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A	Fixed Yearly Cash Component	120,000	1,350,000	264,000	286,940	120
B	One-time Cash Payment	-	-	-	-	-
C=A+B	Total Guaranteed Cash Component	120,000	1,350,000	264,000	287,190	120
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	120,000	1,450,000	264,000	294,101	120

Table 5: Classification of Salary Components in INR

5.2 Salary Heads – International (USD)

	Salary Head (USD)	Min	Max	Median	Mean	Data
A	Fixed Yearly Cash Component	2,754	64,490	13,541	13,078	45
B	One-time Cash Payment	-	-	-	-	-
C=A+B	Total Guaranteed Cash Component	2,754	64,490	13,541	13,078	45
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	2,754	64,490	13,541	13,171	45

Table 6 : Classification of Salary Components in USD

Conversion rate to USD is as per exchange rate on March 31, 2017

5.3 Salary Statistics at PPP (USD)

Salary Head (USD)	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	5,002	56,273	11,004	11,971	120
Non-INR salary (Total guaranteed cash component)	3,529	76,050	14,068	13,699	45
Combined INR and non-INR salary (Total guaranteed cash component)	3,529	76,050	11,004	12,442	165
INR salary (Maximum Earning Potential)	5,002	60,441	11,004	12,259	120
Non-INR salary (Maximum Earning Potential)	3,529	76,050	14,068	13,733	45
Combined INR and non-INR salary (Maximum Earning Potential)	3,529	76,050	11,273	12,661	165

Table 7: Classification of Salary Components in USD at PPP

PPP data as per <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>

Navdeep Dalvi



For INLEAD, Gurgaon



For CRISIL Limited, Mumbai

5.4 Sector-wise classification of salary

Others include sectors which do not fall into the given categories such as IT, Manufacturing and Consulting.

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
Media / Entertainment	120,000	1,350,000	240,000	325,416	11
Others	160,000	540,000	243,000	271,820	28
Healthcare	120,000	480,000	300,000	296,870	52
Real Estate	208,691	360,000	276,599	280,046	10
Event Management	180,000	500,000	240,000	264,657	16
Hospitality	170,000	300,000	300,000	256,667	3

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

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Media / Entertainment	120,000	1,350,000	240,000	325,416	11
Others	160,000	540,000	243,000	272,891	28
Healthcare	120,000	480,000	300,000	296,870	52
Real Estate	208,691	360,000	276,599	280,046	10
Event Management	180,000	500,000	240,000	264,657	16
Hospitality	170,000	300,000	300,000	256,667	3

Table 9: Sector-wise Classification of Total Guaranteed Cash Component in INR

Maximum Earning Potential Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
Media / Entertainment	120,000	1,450,000	240,000	334,507	11
Others	181,200	540,000	248,000	280,657	28
Healthcare	120,000	529,375	300,000	303,662	52
Real Estate	223,092	360,000	291,000	286,742	10
Event Management	180,000	500,000	240,000	269,757	16
Hospitality	180,200	300,000	300,000	260,067	3

Table 10: Sector-wise Classification of Maximum Earning Potential Cash Component in INR

Narayan D. Dalvi

 For INLEAD, Gurgaon


 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
Media / Entertainment	9,072	9,072	9,072	9,072	1
Others	3,936	17,856	9,720	9,920	15
Healthcare	16,640	16,640	16,640	16,640	1
Real Estate	2,754	64,490	5,670	24,304	3
Event Management	3,240	19,136	14,976	13,730	23
Hospitality	9,072	16,200	12,636	12,636	2


Table 11: Sector-wise Classification of Fixed Yearly Cash Component in USD

Total Guaranteed Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Media / Entertainment	9,072	9,072	9,072	9,072	1
Others	3,936	17,856	9,720	9,920	15
Healthcare	16,640	16,640	16,640	16,640	1
Real Estate	2,754	64,490	5,670	24,304	3
Event Management	3,240	19,136	14,976	13,730	23
Hospitality	9,072	16,200	12,636	12,636	2

Table 12: Sector-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential Cash Component (USD)					
Sectors	Min	Max	Median	Mean	Data
Media / Entertainment	9,072	9,072	9,072	9,072	1
Others	3,936	17,856	9,720	9,920	15
Healthcare	16,640	16,640	16,640	16,640	1
Real Estate	2,754	64,490	5,670	24,304	3
Event Management	3,240	19,136	14,976	13,730	23
Hospitality	9,072	20,400	14,736	14,736	2

Table 13: Sector-wise Classification of Maximum Earning Potential Cash Component in USD

Anand Datta


For INLEAD, Gurgaon




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
Finance	213,600	300,000	240,000	245,137	9
Human Resources	192,000	192,000	192,000	192,000	1
Marketing/Sales	180,000	540,000	264,000	291,186	32
Operations/Supply Chain	160,000	480,000	240,000	269,937	20
Management Trainee	120,000	475,200	278,400	280,138	57
Systems/IT	1,350,000	1,350,000	1,350,000	1,350,000	1

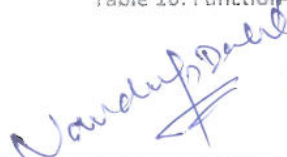

Table 14: Function-wise Classification of Fixed Yearly Cash Component in INR



Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	213,600	300,000	240,000	245,137	9
Human Resources	192,000	192,000	192,000	192,000	1
Marketing/Sales	180,000	540,000	264,000	291,186	32
Operations/Supply Chain	160,000	480,000	240,000	269,937	20
Management Trainee	120,000	475,200	278,400	280,664	57
Systems/IT	1,350,000	1,350,000	1,350,000	1,350,000	1

Table 15: Function-wise Classification of Total Guaranteed Cash Component in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Finance	213,600	300,000	240,000	250,667	9
Human Resources	192,000	192,000	192,000	192,000	1
Marketing/Sales	180,000	540,000	276,072	299,729	32
Operations/Supply Chain	180,200	480,000	240,000	278,846	20
Management Trainee	120,000	528,000	28,800	284,665	57
Systems/IT	1,450,000	1,450,000	1,450,000	1,450,000	1

Table 16: Function-wise Classification of Maximum Earning Potential Cash Component in INR

Nandini Datta


 For INLEAD, Gurgaon



 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
Human Resources	3,240	3,240	3,240	3,240	1
Marketing/Sales	5,832	64,490	9,600	20,564	5
Operations/Supply Chain	2,754	16,200	7,695	8,586	4
Management Trainee	3,744	19,136	13,824	12,803	35

Table 17: Function-wise Classification of Fixed Yearly Cash Component in USD

Total Guaranteed Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Human Resources	3,240	3,240	3,240	3,240	1
Marketing/Sales	5,832	64,490	9,600	20,564	5
Operations/Supply Chain	2,754	16,200	7,695	8,586	4
Management Trainee	3,744	19,136	13,824	12,803	35

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

Maximum Earning Potential Cash Component (USD)					
Functions	Min	Max	Median	Mean	Data
Human Resources	3,240	3,240	3,240	3,240	1
Marketing/Sales	5,832	64,490	9,600	20,564	5
Operations/Supply Chain	2,754	20,400	7,695	9,636	4
Management Trainee	3,744	19,136	13,824	12,803	35

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

Mouli Datta



For INLEAD, Gurgaon




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	240,000	400,008	320,004	320,004	2
Baroda	288,000	288,000	288,000	288,000	1
Bhiwani	445,200	445,200	445,200	445,200	1
Chennai	216,000	480,000	348,000	348,000	2
Delhi NCR	120,000	1,350,000	264,000	283,826	108
Hyderabad	240,000	381,000	354,000	325,000	3
Kolkata	291,360	291,360	291,360	291,360	1
Mumbai	180,000	264,000	222,000	222,000	2

Table 20: Location-wise Classification of Fixed Yearly Cash Component in INR

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	240,000	400,008	320,004	320,004	2
Baroda	288,000	288,000	288,000	288,000	1
Bhiwani	445,200	445,200	445,200	445,200	1
Chennai	216,000	480,000	348,000	348,000	2
Delhi NCR	120,000	1,350,000	264,000	284,104	108
Hyderabad	240,000	381,000	354,000	325,000	3
Kolkata	291,360	291,360	291,360	291,360	1
Mumbai	180,000	264,000	222,000	222,000	2

Table 21: Location-wise Classification of Total Guaranteed Cash Component in INR

Navdeep Dahiya


 For INLEAD, Gurgaon



 For CRISIL Limited, Mumbai

Maximum Earning Potential Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	240,000	400,008	320,004	320,004	2
Baroda	288,000	288,000	288,000	288,000	1
Bhiwani	445,200	445,200	445,200	445,200	1
Chennai	216,000	480,000	348,000	348,000	2
Delhi NCR	120,000	1,450,000	264,000	290,192	108
Hyderabad	240,000	435,000	354,000	343,000	3
Kolkata	325,008	325,008	325,008	325,008	1
Mumbai	180,000	264,000	222,000	222,000	2

Table 22: Location-wise Classification of Maximum Earning Potential Cash 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	2,754	64,490	5,832	9,880	18
United Kingdom	13,520	13,824	13,541	13,632	6
United States of America	9,600	19,136	16,640	15,660	21

Table 23: Location-wise Classification of Fixed Yearly Cash Component in USD

Total Guaranteed Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
Middle East	2,754	64,490	5,832	9,880	18
United Kingdom	13,520	13,824	13,541	13,632	6
United States of America	9,600	19,136	16,640	15,660	21

Table 24: Location-wise Classification of Total Guaranteed Cash Component in USD

Maximum Earning Potential Cash Component (USD)					
Location	Min	Max	Median	Mean	Data
Middle East	2,754	64,490	5,832	10,113	18
United Kingdom	13,520	13,824	13,541	13,632	6
United States of America	9,600	19,136	16,640	15,660	21

Table 25: Location-wise Classification of Maximum Earning Potential Cash Component in USD

Navalys Dahi

For INLEAD, Gurgaon



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For CRISIL Limited, Mumbai



6. Other details

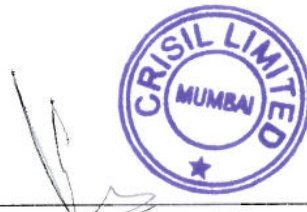
Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	61
2	Total Pre-Season Placement offers accepted	61

Table 26: Details regarding Pre- Season Placement Offers

Nawdeep Dalvi



For INLEAD, Gurgaon



For CRISIL Limited, Mumbai