

Ref No: SN/SMER/SPJIMR/2017/CH 555

March 15, 2017

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, 2014-16**

Dear Sir,

CRISIL 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 2014-16. 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 SPJIMR 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. Where offer letters or other recruiter communications were not available, the report indicates it as "Data not available". Data was not available for 25 students who sought placements through the institute. We have not been able to verify the status of the 25 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 3 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



**PGDM FINAL PLACEMENTS 2016**

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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>222*</b>
<b>2. Did not seek placement through the institute</b>	<b>4</b>
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	-
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	4
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>226</b>

\*Offer letters of only 197 students were available for verification

Table 1: Classification of the Entire Graduate Pool



For SPJIMR, Mumbai



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
Consultancy	43
BFSI	33
Conglomerate	19
Consumer Goods (FMCG)	29
Information Technology (IT)	33
Manufacturing	17
Others	23
<b>Total</b>	<b>197</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	Number of Offers accepted
Finance	40
Consulting	32
Marketing/ Sales	52
Information Management	34
Operations/Supply Chain	37
Others	2
<b>Grand Total</b>	<b>197</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	Number of Offers accepted
Bangalore	45
Delhi NCR	36
Mumbai	86
Chennai	9
Hyderabad	11
Rest of India	8
Data not available	2
<b>Total</b>	<b>197</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	837,636	2,640,000	1,338,054	1,396,066	197
One-time Cash Payment	50,000	630,000	300,000	328,153	113
Total Guaranteed Cash Component	837,636	2,840,000	1,475,240	1,584,296	197
Performance Linked Compensation	8,400	690,000	175,000	214,971	115
Other Payments	39,192	266,858	83,124	93,996	159
Maximum Earning Potential including non-cash, long term and performance linked components)	926,004	3,695,600	1,694,600	1,785,651	197

Table 5: Classification of Salary Components in INR



For SPJIMR, Mumbai



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 BPO, Consulting, FMCG and Petroleum

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	837,636	1,900,000	1,150,960	1,238,546	33
Conglomerate	1,056,000	1,700,655	1,309,000	1,320,465	19
Consulting	891,477	2,640,000	1,600,000	1,560,532	43
Consumer goods (FMCG)	924,580	1,763,256	1,509,000	1,521,676	29
Information Technology (IT)	1,018,296	1,650,000	1,263,900	1,303,300	33
Manufacturing	1,003,266	1,566,000	1,323,000	1,346,403	17
Others	1,098,840	1,882,404	1,247,325	1,388,474	23

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	200,000	550,000	300,000	326,354	12
Conglomerate	150,000	300,000	150,000	168,750	8
Consulting	50,000	550,000	300,000	336,563	32
Consumer goods (FMCG)	75,000	630,000	575,000	458,250	20
Information Technology (IT)	130,000	550,000	550,000	396,429	14
Manufacturing	150,000	300,000	150,000	202,500	12
Others	100,000	400,000	300,000	260,000	15

Table 7: 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	837,636	2,200,000	1,323,756	1,357,221	33
Conglomerate	1,056,000	1,700,655	1,459,000	1,391,518	19
Consulting	891,477	2,840,000	1,836,600	1,810,997	43
Consumer goods (FMCG)	924,580	2,363,256	1,971,000	1,837,710	29
Information Technology (IT)	1,018,296	2,200,000	1,263,900	1,471,482	33
Manufacturing	1,209,920	1,716,000	1,475,240	1,489,344	17
Others	1,130,022	2,000,000	1,517,164	1,558,039	23

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


Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	8,400	400,000	99,996	134,732	12
Conglomerate	150,010	526,000	177,500	254,257	12
Consulting	94,889	690,000	172,500	240,735	25
Consumer goods (FMCG)	24,990	530,275	176,034	202,617	12
Information Technology (IT)	100,000	330,000	199,999	192,250	20
Manufacturing	62,400	387,000	344,000	270,924	17
Others	104,322	500,000	170,000	185,490	17

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

Other Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	56,160	156,000	88,368	92,368	26
Conglomerate	66,000	221,061	79,428	94,483	19
Consulting	39,192	165,600	86,400	88,434	29
Consumer goods (FMCG)	50,430	229,032	73,500	105,406	25
Information Technology (IT)	47,664	97,905	87,994	83,564	25
Manufacturing	52,450	266,858	72,609	97,987	17
Others	52,956	192,253	94,044	99,673	18

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


  
 For SPJIMR, Mumbai


  
 For CRISIL Limited, Mumbai

Maximum Earning Potential Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI sector	926,004	2,275,000	1,455,000	1,478,989	33
Conglomerate	1,500,118	2,100,100	1,525,000	1,646,583	19
Consulting	1,050,000	3,695,600	2,070,000	2,010,601	43
Consumer goods (FMCG)	1,000,000	2,739,295	2,143,092	2,012,419	29
Information Technology (IT)	1,290,004	2,200,000	1,500,000	1,651,303	33
Manufacturing	1,590,090	2,175,609	1,728,308	1,858,255	17
Others	1,300,000	2,100,004	1,813,210	1,773,145	23

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



For SPJIMR, Mumbai



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.

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	891,477	2,640,000	1,600,000	1,540,314	32
Finance	837,636	1,900,000	1,217,625	1,258,329	40
Information Management	1,112,004	1,778,400	1,309,000	1,381,758	34
Marketing/Sales	1,003,266	1,866,200	1,281,020	1,359,420	52
Operations/Supply Chain	1,098,840	2,640,000	1,450,000	1,495,104	37
Others	1,178,046	1,235,240	1,206,643	1,206,643	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	50,000	550,000	300,000	330,000	22
Finance	100,000	630,000	200,000	247,014	18
Information Management	150,000	630,000	300,000	383,158	19
Marketing/Sales	100,000	630,000	300,000	305,926	27
Operations/Supply Chain	75,000	630,000	300,000	371,800	25
Others	240,000	300,000	270,000	270,000	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	891,477	2,690,000	1,834,680	1,767,189	32
Finance	837,636	2,306,500	1,353,377	1,369,486	40
Information Management	1,112,004	2,306,500	1,459,000	1,595,876	34
Marketing/Sales	1,018,296	2,416,200	1,373,209	1,518,266	52
Operations/Supply Chain	1,125,648	2,840,000	1,716,000	1,746,321	37
Others	1,475,240	1,478,046	1,476,643	1,476,643	2

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



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	94,889	690,000	172,500	212,411	20
Finance	8,400	387,000	175,000	163,432	16
Information Management	75,000	400,000	199,999	193,333	15
Marketing/Sales	100,000	500,000	184,320	231,264	45
Operations/Supply Chain	62,400	690,000	150,010	233,133	17
Others	62,400	526,000	294,200	294,200	2

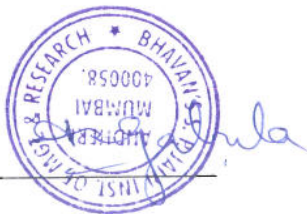
Table 15: Function-wise Classification of Performance Linked Compensation in INR

Other payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	39,192	165,600	86,400	85,284	24
Finance	47,664	156,000	82,399	84,692	35
Information Management	58,397	229,032	83,490	91,226	29
Marketing/Sales	56,100	266,858	89,964	107,855	47
Operations/Supply Chain	52,450	229,032	72,609	95,239	22
Others	52,450	71,954	62,202	62,202	2

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

Maximum Earning Potential Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,050,000	3,545,600	2,072,942	1,963,909	32
Finance	926,004	2,380,000	1,500,000	1,508,964	40
Information Management	1,265,000	2,380,000	1,557,500	1,758,980	34
Marketing/Sales	1,214,976	2,770,778	1,731,848	1,815,883	52
Operations/Supply Chain	1,290,004	3,695,600	2,000,000	1,910,064	37
Others	1,590,090	2,076,000	1,833,045	1,833,045	2

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



For SPIMR



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.

Rest of India includes locations Pune, Punjab, Jaipur and Kolkata

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Bengaluru	1,003,272	1,923,175	1,600,000	1,518,205	45
Chennai	1,018,296	1,302,768	1,206,972	1,171,321	9
Delhi NCR	933,000	1,900,000	1,309,000	1,344,263	36
Hyderabad	891,477	1,882,404	1,293,264	1,337,617	11
Mumbai	837,636	2,640,000	1,392,132	1,400,577	86
Rest of India	897,000	1,700,655	1,217,886	1,293,922	8
Data not available	1,125,648	1,130,022	1,127,835	1,127,835	2

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

One-time Cash Payment (INR)					
Functions	Min	Max	Median	Mean	Data
Bengaluru	75,000	550,000	470,000	392,714	35
Chennai	-	-	-	-	-
Delhi NCR	150,000	550,000	200,000	239,130	23
Hyderabad	100,000	550,000	300,000	308,333	6
Mumbai	50,000	630,000	300,000	330,806	45
Rest of India	200,000	300,000	300,000	275,000	4
Data not available	-	-	-	-	-

Table 19: Location-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
Bengaluru	1,025,916	2,473,175	1,952,496	1,823,649	45
Chennai	1,018,296	1,302,768	1,206,972	1,171,321	9
Delhi NCR	1,112,004	2,416,200	1,459,000	1,497,041	36
Hyderabad	891,477	2,000,000	1,593,264	1,505,798	11
Mumbai	837,636	2,840,000	1,469,620	1,573,673	86
Rest of India	1,097,000	1,700,655	1,481,256	1,431,422	8
Data not available	1,125,648	1,130,022	1,127,835	1,127,835	2

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

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Bengaluru	75,000	373,803	155,858	176,535	22
Chennai	199,996	330,000	200,001	214,444	9
Delhi NCR	99,996	354,578	160,001	176,618	19
Hyderabad	94,889	364,000	160,001	206,309	9
Mumbai	8,400	690,000	216,484	257,906	46
Rest of India	99,996	315,015	180,754	202,340	8
Data not available	100,000	113,002	106,501	106,501	2

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

Other payments (INR)					
Functions	Min	Max	Median	Mean	Data
Bengaluru	39,192	187,278	86,400	93,189	26
Chennai	56,100	97,231	87,994	86,456	9
Delhi NCR	56,160	159,570	87,450	90,608	31
Hyderabad	63,634	117,600	75,251	79,059	10
Mumbai	47,664	266,858	75,946	98,823	76
Rest of India	84,430	156,000	93,029	102,622	5
Data not available	56,976	64,356	60,666	60,666	2

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



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai

Maximum Earning Potential Component (INR)					
Functions	Min	Max	Median	Mean	Data
Bengaluru	1,262,436	2,838,578	2,070,000	1,963,797	45
Chennai	1,300,000	1,650,000	1,500,000	1,472,222	9
Delhi NCR	1,252,000	2,770,778	1,525,000	1,668,280	36
Hyderabad	1,050,000	2,100,004	1,800,876	1,746,468	11
Mumbai	926,004	3,695,600	1,742,700	1,798,954	86
Rest of India	1,352,996	2,100,100	1,658,444	1,697,901	8
Data not available	1,290,004	1,300,000	1,295,002	1,295,002	2

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

## 6. Other details

Sl. No.	Parameters	Number
1	Total Pre-Placement offers awarded	22
2	Total Pre-Placement offers accepted	20

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	Salary at PPP not included	Absence of international offers

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



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai