

**FINAL PLACEMENTS 2014 – PGDM, PGDM
(Marketing), PGDM (Finance) and PGDM
(Human Resources)**

February 6, 2015

Placement Head,
The Placement Office
S.No. 123, B-Wing, Saraswati Vishwa Building,
MIT Campus, Paud Road, Kothrud, Pune 411038

Dear Sir,

Re: Audit of the joint Placement Report of the 2012-14 Post Graduate Diploma in Management (PGDM), Post Graduate Diploma in Management (Marketing), Post Graduate Diploma in Management (Finance) and Post Graduate Diploma in Management (Human Resources)

We have audited the Placement Report prepared by you on the final placement of students of the 2012-14 batch of the PGDM, PGDM (Marketing), PGDM (Finance) and PGDM (Human Resources) programme of MIT School of Business, Pune (MITSOB). The Placement Report is the responsibility of MITSOB. Our 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, we confirm 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 IPRS version 2.1.
2. The validation of information presented in the report is based on communication received by MITSOB from 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'. We have not been able to verify the status of such students as there is no record.
 - b. The information has been categorised as best as possible under different salary heads as given in the IPRS version 2.1; where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
4. CRISIL has not been able to verify through any documentation the following:
 - a. The 68 students in the batch who graduated and did not seek placements from the institute
 - b. The 21 students who did not graduate (Six of whom were placed and considered in the placement report since as per declaration by institute, MITSOB follows a system where students can continue with their placements while completing backlogs, if companies where students are placed do not have objection)
 - c. No documentation was available for 27 students (including four students placed off campus, as per email declaration from the institute) from the batch
 - d. Acceptance of offer for 101 students could not be verified
 - e. Pre-placement offer for one student could not be verifiedMITSOB does not maintain a formal process for recording above information.
5. CRISIL has not been able to verify that all placement offers were made through on-campus placement process. However, MITSOB has submitted, by email, a declaration stating that all placements considered for calculations in the report were through campus or supported by campus.

Thank you.

Best regards,



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CRISIL Limited

Corporate Identity Number: L67120MH1987PLC042363

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1. Classification of the Entire Graduate Pool

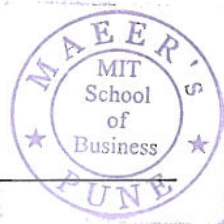
The graduating class is categorised into three major groups:


- 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	180
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	-
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	5
2e. Returning to/joining family business	-
2f. Seeking placement outside the campus placement process	3
2g. Not seeking placements for other reasons	60
Total who did not seek employment through the institute	68
3. Number unplaced, if any	-
Total Graduates	248

Table 1: Classification of the Entire Graduate Pool


For MITSOB, Pune




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	45
Consulting	31
Education	4
FMCG	3
Human Resource Consulting	4
Information Technology	15
Logistics	5
Manufacturing	10
Media	5
Online Services	10
Retail	9
Telecom	4
Others	14
Total	159


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
Consulting	29
Human Resources	16
Marketing/Sales	58
Operations/Supply Chain	17
Others	7
Data not available	32
Total	159

Table 3: Classification of Placements Based on Function


For MITSOB, Pune




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
Mumbai	17
Pune	49
Rest of India	14
Data not available	79
Total	159

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	1,47,671	5,02,520	2,64,000	2,72,684	81
C	One-time Cash Payment	50,000	50,000	50,000	50,000	2
A+B+C	Total Guaranteed Cash Component	96,000	5,23,920	2,64,000	2,75,040	85
D	Maximum Earning Potential (including non-cash, long term and performance linked components)	1,20,000	6,70,148	3,00,000	3,06,345	125


Table 5: Classification of Salary Components in INR

5.2 Salary Statistics at PPP (USD)


Salary Head (USD)	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	4,002	21,839	11,113	11,482	84
Non-INR salary (Total guaranteed cash component)	-	-	-	-	-
Combined INR and non-INR salary (Total guaranteed cash component)	4,002	21,839	11,005	11,465	85
INR salary (Maximum Earning Potential)	5,002	27,934	12,505	12,770	125
Non-INR salary (Maximum Earning Potential)	-	-	-	-	-
Combined INR and non-INR salary (Maximum Earning Potential)	5,002	27,934	12,505	12,770	125

Table 6: Classification of Salary Components in USD at PPP

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


For MITSOB, Pune




For CRISIL Limited, Mumbai



5.3 Sector-wise classification of salary

Others include sectors which do not fall into the given categories such as BPO, Hospitality, Pharmaceutical/Healthcare, Services and Travel/Tourism.

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.

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

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI Sector	1,76,200	3,50,004	2,87,400	2,92,099	22
Consulting	1,47,671	3,08,940	2,88,940	2,55,711	17
Education	2,64,000	2,64,000	2,64,000	2,64,000	3
FMCG	3,07,200	3,07,200	3,07,200	3,07,200	2
Human Resource Consulting	-	-	-	-	-
Information Technology	2,09,380	3,48,460	2,29,176	2,46,570	7
Logistics	2,16,424	2,28,000	2,16,600	2,21,090	5
Manufacturing	2,10,578	5,02,520	2,10,578	2,83,720	7
Media	2,31,601	2,87,400	2,70,600	2,65,050	4
Online Services	-	-	-	-	-
Retail	2,31,830	4,68,377	2,51,760	3,10,803	7
Telecom	2,56,466	2,99,000	2,56,466	2,70,644	3
Others	2,16,000	3,65,400	2,30,565	2,60,633	4

Table 7: Sector-wise Classification of Fixed Yearly Cash Component in INR

D.A.H.



For MITSOB, Pune




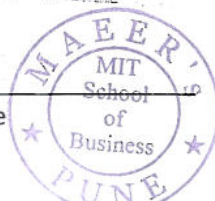
For CRISIL Limited, Mumbai



One-time Cash Payment (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI Sector	-	-	-	-	-
Consulting	-	-	-	-	-
Education	-	-	-	-	-
FMCG	-	-	-	-	-
Human Resource Consulting	-	-	-	-	-
Information Technology	-	-	-	-	-
Logistics	-	-	-	-	-
Manufacturing	-	-	-	-	-
Media	-	-	-	-	-
Online Services	-	-	-	-	-
Retail	50,000	50,000	50,000	50,000	2
Telecom	-	-	-	-	-
Others	-	-	-	-	-

Table 8: Sector-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI Sector	1,76,200	5,23,920	2,87,400	3,02,179	23
Consulting	1,47,671	3,08,940	2,88,940	2,55,711	17
Education	2,64,000	2,64,000	2,64,000	2,64,000	3
FMCG	3,07,200	3,07,200	3,07,200	3,07,200	2
Human Resource Consulting	96,000	96,000	96,000	96,000	1
Information Technology	2,09,380	3,48,460	2,29,176	2,46,570	7
Logistics	2,16,424	2,28,000	2,16,600	2,21,090	5
Manufacturing	2,10,578	5,02,520	2,10,578	2,83,720	7
Media	2,31,601	2,87,400	2,70,600	2,65,050	4
Online Services	-	-	-	-	-
Retail	2,31,830	5,18,377	2,51,760	3,25,089	7
Telecom	2,56,466	2,99,000	2,63,466	2,72,977	3
Others	1,80,000	3,84,000	2,30,565	2,67,755	6

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


 For MITSOB, Pune



 For CRISIL Limited, Mumbai


Maximum Earning Potential Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI Sector	2,00,000	5,23,920	3,16,595	3,30,702	27
Consulting	1,65,000	4,00,000	2,88,000	2,83,776	28
Education	2,25,000	4,20,000	4,20,000	3,71,250	4
FMCG	3,13,000	4,36,068	4,36,068	3,95,045	3
Human Resource Consulting	1,34,400	3,19,000	1,92,000	2,15,133	3
Information Technology	1,20,000	5,00,000	2,91,274	2,88,406	13
Logistics	2,64,570	2,65,296	2,64,792	2,64,905	5
Manufacturing	2,50,078	6,70,148	2,50,079	3,21,855	9
Media	2,76,924	3,00,255	3,00,128	2,94,359	4
Online Services	2,10,000	5,48,000	3,50,000	3,64,500	4
Retail	2,40,000	6,00,000	3,25,548	3,77,774	8
Telecom	3,57,000	4,00,000	3,81,000	3,79,750	4
Others	1,44,000	3,84,000	2,16,000	2,27,371	13

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

5.4 Function-wise classification of salary


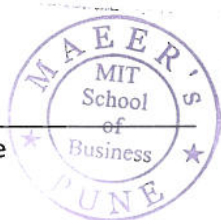
Others include roles which do not fall into the given categories such as Finance and System/IT.

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 Function-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,47,671	3,37,440	3,08,940	2,80,250	21
Human Resources	1,95,642	2,40,000	2,16,600	2,17,414	3
Marketing/Sales	1,76,200	3,65,400	2,51,760	2,48,649	36
Operations/Supply Chain	2,31,830	3,45,397	2,88,614	2,88,614	2
Others	2,31,601	3,48,460	2,58,840	2,79,634	3
Data not available	2,15,640	5,02,520	2,87,400	3,23,904	16

Table 11: Function-wise Classification of Fixed Yearly Cash Component in INR



 For MITSOB, Pune



 For CRISIL Limited, Mumbai

One-time Cash Payment (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	-	-	-	-	-
Human Resources	-	-	-	-	-
Marketing/Sales	-	-	-	-	-
Operations/Supply Chain	-	-	-	-	-
Others	-	-	-	-	-
Data not available	50,000	50,000	50,000	50,000	2



Table 12: Function-wise Classification of One-time Cash Payment in INR

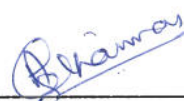
Total Guaranteed Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,47,671	5,23,920	3,08,940	2,91,326	22
Human Resources	1,95,642	2,40,000	2,16,600	2,17,414	3
Marketing/Sales	1,76,200	3,84,000	2,51,760	2,52,307	37
Operations/Supply Chain	2,31,830	3,45,397	2,88,614	2,88,614	2
Others	2,31,601	3,48,460	2,58,840	2,79,634	3
Data not available	96,000	5,18,377	2,87,400	3,09,192	18

Table 13: Function-wise Classification of Total Guaranteed Cash Component in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,65,000	5,23,920	3,50,000	3,25,655	27
Human Resources	1,80,000	3,19,000	2,80,000	2,49,210	15
Marketing/Sales	1,34,400	5,48,000	2,99,736	3,03,190	53
Operations/Supply Chain	2,80,000	4,80,000	3,80,000	3,80,000	2
Others	1,68,000	3,75,004	2,52,000	2,54,932	7
Data not available	1,20,000	6,70,148	3,00,000	3,40,415	21

Table 14: Function-wise Classification of Maximum Earning Potential Cash Component in INR



 For MITSOB, Pune



 For CRISIL Limited, Mumbai

5.5 Location-wise classification of salary

'Rest of India' includes locations such as Ahmedabad, Amravati, Aurangabad, Hyderabad, Indore, Jaipur, Jamshedpur, Kolkata, Nagpur, National Capital Region and Solapur.

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 Location-wise classification of salary – Domestic (INR)

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Mumbai	2,31,601	4,68,377	2,87,400	2,99,564	10
Pune	1,76,200	3,48,460	2,54,604	2,60,190	26
Rest of India	2,16,000	3,72,000	2,77,733	2,86,600	10
Data not available	1,47,671	5,02,520	2,56,466	2,70,310	35

Table 15: Location-wise Classification of Fixed Yearly Cash Component in INR

One-time Cash Payment (INR)					
Location	Min	Max	Median	Mean	Data
Mumbai	50,000	50,000	50,000	50,000	1
Pune	-	-	-	-	-
Rest of India	-	-	-	-	-
Data not available	50,000	50,000	50,000	50,000	1



Table 16: Location-wise Classification of One-time Cash Payment in INR

Total Guaranteed Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Mumbai	2,31,601	5,18,377	2,87,400	3,04,564	10
Pune	1,76,200	3,48,460	2,54,604	2,60,190	26
Rest of India	2,16,000	3,72,000	2,77,733	2,86,600	10
Data not available	96,000	5,23,920	2,63,466	2,74,404	39

Table 17: Location-wise Classification of Total Guaranteed Cash Component in INR

Maximum Earning Potential Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Mumbai	2,50,000	6,00,000	3,00,000	3,42,785	15
Pune	1,44,000	5,00,000	3,00,000	2,97,030	33
Rest of India	1,20,000	4,80,000	3,33,137	3,21,260	12
Data not available	1,34,400	6,70,148	2,88,000	2,99,912	65

Table 18: Location-wise Classification of Maximum Earning Potential Cash Component in INR



 For MITSOB, Pune



 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 19: Details regarding Pre-Placement Offers (PPO)

* Pre placement offer not verified



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 statistics includes six students who do not appear on graduation list	Details considered as per communication from institute that companies where the students were placed have not raised objection to student backlogs

Table 20: List of Deviations from Standards with reasons for the same



 For MITSOB, Pune



 For CRISIL Limited, Mumbai