

Ref No: BJ/SMER/SPJIMR/2019/CH 1067  
July 12, 2019

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, 2016-18**

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 2016-18. CRISIL has validated the information provided in the report with the relevant documentation, and offers the following comments:

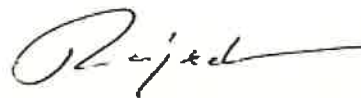
1. CRISIL have obtained all information and explanations as were necessary for conducting the audit. We believe the Placement Report complies with the requirements of Indian Placement Reporting Standards (IPRS) Version 2.1.
2. The validation of information presented in the report is based on communication 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. Data was not available for 05 students who sought placements through the institute. We have not been able to verify the status of the 05 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 44 students out of 229 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,



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**FINAL PLACEMENTS 2016-18**  
**Post Graduate Diploma in Management**  
**(PGDM)**

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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>234</b>
<b>2. Did not seek placement through the institute</b>	<b>4</b>
2a. Company-sponsored or already employed	3
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	-
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>Total Graduates</b>	<b>238*</b>

Table 1: Classification of the Entire Graduate Pool

\*Out of 238 students offer letters of only 229 students were available for verification


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
Conglomerate	9
Consulting	80
E-Commerce	24
FMCG/FMCD	54
Others	17
BFSI	33
Telecommunications	4
Healthcare and Pharmaceuticals	8
<b>Total</b>	<b>229</b>

Table 2: Classification of Placements Based on Sector


For SPJIMR, Mumbai


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
Consulting	47
Finance	10
Management trainee	153
Marketing/Sales	10
Operations & Supply Chain	9
<b>Total</b>	<b>229</b>

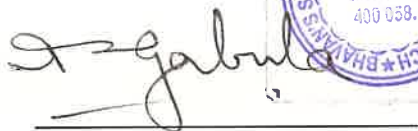

Table 3: Classification of Placements Based on Function

### 4. Location-wise classification

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

Location	Number of Offers accepted
Bangalore	72
Hyderabad	11
Mumbai	86
Pune	20
Rest of India	22
Delhi/NCR	18
<b>Total</b>	<b>229</b>

Table 4: Classification of Placements Based on Location

For SPJIMR, Mumbai

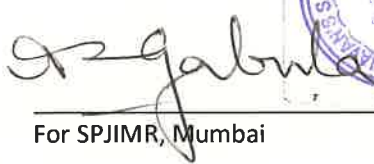

For CRISIL Limited, Mumbai

## 5. Salary details

### 5.1 Salary Heads – Domestic (INR)

	Salary Head (INR)	Min	Max	Median	Mean	Data
A	Fixed Yearly Cash Component	805,600	2,322,635	1,550,000	1,550,289	229
B	One-time Cash Payment	50,000	750,000	300,000	305,349	129
C	Total Guaranteed Cash Payments	805,600	2,632,635	1,750,000	1,722,298	229
D	Performance Linked Compensation	82,500	690,000	195,000	234,199	149
E	Maximum Earning Potential (including non-cash, long term and performance linked components)	1,100,000	3,205,600	1,915,000	1,974,507	229

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.

Fixed Yearly Cash Component (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	990,000	2,000,000	1,218,800	1,364,254	33
Conglomerate	1,332,800	1,800,000	1,712,424	1,616,261	9
Consulting	1,136,000	2,322,635	1,712,268	1,647,257	80
E-Commerce	1,175,278	1,800,000	1,478,400	1,546,657	24
FMCG/FMCD	970,000	1,906,752	1,552,766	1,572,957	54
Healthcare and Pharmaceuticals	805,600	1,565,000	1,517,164	1,396,672	8
Others	1,200,000	1,838,152	1,423,831	1,464,961	17
Telecommunications	1,284,691	1,415,692	1,415,692	1,382,942	4

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

One time Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	200,000	300,000	200,000	237,500	8
Conglomerate	100,000	300,000	250,000	200,000	7
Consulting	50,000	550,000	300,000	266,220	41
E-Commerce	200,000	600,000	200,000	352,381	21
FMCG/FMCD	100,000	750,000	300,000	360,326	46
Healthcare and Pharmaceuticals	300,000	300,000	225,000	300,000	1
Others	100,000	250,000	100,000	180,000	5

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



For SPJIMR, Mumbai



For CRISIL Limited, Mumbai



Total Guaranteed Cash Payments (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	990,000	2,000,000	1,341,206	1,421,830	33
Conglomerate	1,582,800	1,885,693	1,780,924	1,771,817	9
Consulting	1,139,940	2,632,635	1,897,532	1,783,694	80
E-Commerce	1,175,278	2,300,000	1,678,400	1,854,990	24
FMCG/FMCD	970,000	2,522,300	1,846,100	1,879,902	54
Healthcare and Pharmaceuticals	805,600	1,865,000	1,517,164	1,434,172	8
Others	1,200,000	1,864,256	1,459,919	1,517,902	17
Telecommunications	1,284,691	1,415,692	1,415,692	1,382,942	4


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

Performance Linked Compensation (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	150,000	400,000	150,000	231,250	8
Conglomerate	180,000	330,766	309,800	263,019	7
Consulting	100,000	690,000	250,000	258,136	49
E-Commerce	82,500	150,000	150,000	135,167	15
FMCG/FMCD	140,000	465,000	206,725	259,483	41
Healthcare and Pharmaceuticals	95,054	483,800	151,716	185,528	8
Others	100,000	310,000	212,500	215,018	17
Telecommunications	170,000	240,000	170,000	187,500	4


Table 8: Sector-wise Classification of Performance Linked Compensation in INR

Maximum Earning Potential (INR)					
Sectors	Min	Max	Median	Mean	Data
BFSI	1,100,000	2,000,000	1,500,000	1,545,455	33
Conglomerate	1,650,000	2,305,111	2,151,100	2,083,058	9
Consulting	1,139,940	3,205,600	2,117,408	2,029,799	80
E-Commerce	1,400,000	2,382,500	1,909,468	1,986,619	24
FMCG/FMCD	1,500,000	2,964,024	2,199,988	2,230,619	54
Healthcare and Pharmaceuticals	1,400,000	2,199,988	1,812,441	1,731,325	8
Others	1,506,000	2,344,197	1,750,001	1,843,986	17
Telecommunications	1,600,000	1,700,000	1,700,000	1,675,000	4

Table 9: Sector-wise Classification of Maximum Earning Potential Cash 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.

Fixed Yearly Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,136,000	1,914,400	1,625,723	1,501,602	47
Finance	1,237,600	1,700,000	1,438,200	1,480,236	10
Management trainee	805,600	2,322,635	1,538,500	1,556,570	153
Marketing/Sales	1,519,323	1,794,870	1,686,879	1,661,551	10
Operations & Supply Chain	1,320,000	1,827,200	1,732,258	1,651,976	9

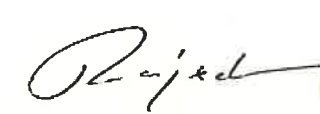

Table 10: Function-wise Classification of Fixed Yearly Cash Component in INR

One time Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	285,000	550,000	300,000	313,276	29
Finance	200,000	600,000	200,000	271,429	7
Management trainee	50,000	750,000	350,000	297,875	80
Marketing/Sales	200,000	450,000	450,000	353,125	8
Operations & Supply Chain	100,000	600,000	450,000	350,000	5

Table 11: Function-wise Classification of Onetime Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,191,960	2,041,297	1,890,332	1,694,900	47
Finance	1,237,600	2,300,000	1,638,200	1,670,236	10
Management trainee	805,600	2,632,635	1,790,680	1,712,322	153
Marketing/Sales	1,519,323	2,244,870	2,011,879	1,944,051	10
Operations & Supply Chain	1,320,000	2,300,000	1,813,600	1,846,421	9

  
  
 For SPJIMR, Mumbai

  
  
 For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	126,648	330,000	180,000	194,453	39
Finance	82,500	400,000	350,000	260,833	3
Management trainee	82,500	690,000	195,000	247,111	96
Marketing/Sales	200,000	310,000	254,348	259,116	6
Operations & Supply Chain	82,500	464,000	301,258	250,412	5

Table 12: Function-wise Classification of Performance Linked Compensation in INR

Maximum Earning Potential Cash Component (INR)					
Functions	Min	Max	Median	Mean	Data
Consulting	1,325,000	2,323,000	2,157,500	1,924,325	47
Finance	1,600,000	2,382,500	1,730,000	1,819,137	10
Management trainee	1,100,000	3,205,600	1,979,145	1,974,539	153
Marketing/Sales	1,900,000	2,457,849	2,350,000	2,254,140	10
Operations & Supply Chain	1,598,613	2,457,849	2,297,326	2,097,957	9

Table 13: Function-wise Classification of Maximum Earning Potential Cash Component in INR


For SPJIMR, Mumbai


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.

Fixed Yearly Cash Component (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,125,482	2,322,635	1,550,000	1,602,077	72
Delhi/NCR	1,175,278	1,778,400	1,353,911	1,437,872	18
Hyderabad	805,600	1,914,400	1,580,664	1,546,253	11
Mumbai	990,000	2,300,000	1,527,000	1,535,344	86
Pune	1,284,691	1,785,693	1,527,000	1,502,237	20
Rest of India	970,000	1,800,000	1,618,400	1,576,902	22

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

One time Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	100,000	610,000	200,000	291,429	42
Delhi/NCR	150,000	250,000	200,000	200,000	12
Hyderabad	300,000	600,000	300,000	342,857	7
Mumbai	50,000	750,000	400,000	330,612	49
Rest of India	100,000	100,000	262,500	100,000	3



Table 15: Location-wise Classification of Onetime Cash Payments in INR

Total Guaranteed Cash Payments (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,125,482	2,632,635	1,775,944	1,772,077	72
Delhi/NCR	1,175,278	1,978,400	1,553,911	1,571,205	18
Hyderabad	805,600	2,150,000	1,897,532	1,764,435	11
Mumbai	990,000	2,522,300	1,766,781	1,723,716	86
Pune	1,284,691	1,885,693	1,575,326	1,517,237	20
Rest of India	970,000	2,522,300	1,812,812	1,842,812	22

Table 15: Location-wise Classification of Total Guaranteed Cash Payments in INR


For SPJIMR, Mumbai

For CRISIL Limited, Mumbai

Performance Linked Compensation (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	82,500	323,000	151,716	179,226	38
Delhi/NCR	140,000	255,000	232,500	209,779	13
Hyderabad	135,000	483,800	180,000	225,680	10
Mumbai	95,054	690,000	195,000	278,063	54
Pune	172,727	330,766	172,727	228,950	16
Rest of India	100,000	465,000	222,000	245,694	18

Table 16: Location-wise Classification of Performance Linked Compensation in INR

Maximum Earning Potential (INR)					
Location	Min	Max	Median	Mean	Data
Bangalore	1,139,940	2,810,000	1,915,000	1,958,042	72
Delhi/NCR	1,400,000	2,043,290	1,900,000	1,799,694	18
Hyderabad	1,400,000	2,280,000	2,132,500	2,027,013	11
Mumbai	1,100,000	3,205,600	2,099,999	2,020,000	86
Pune	1,450,000	2,305,111	1,750,000	1,798,265	20
Rest of India	1,385,557	2,822,000	2,125,000	2,127,552	22

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



## 6. Other details

Sr. No.	Parameters	Number
1	Total Pre-Season Placement offers offered	89
2	Total Pre-Season Placement offers accepted	89

Table 18: Details regarding Pre- Season Placement Offers


For SPJIMR, Mumbai

For CRISIL Limited, Mumbai