

Ref No: SN/SMER/SPJIMR/20457

December 27, 2011

Chairperson, The Placement Office
SP Jain Institute of Management and Research
Munshi Nagar, Andheri W
Mumbai 400 058

Dear Sir,

Re: Audit of the Placement Report of the 2010-11 Post Graduate Programme in Management (PGPM)

We have audited the Placement Report prepared by you for the final placements of students of the 2010-11 batch of the Post Graduate Programme (PGP) of SP Jain Institute of Management and Research (SPJIMR). The Placement Report is the responsibility of SPJIMR. 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).

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 Indian Placement Reporting Standards.
2. The validation of information presented in the report is based on communication received by SPJIMR from recruiting companies. 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 – through compensation details given in offer letters at the time of or after making the offer on campus. 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 unavailable. We have not been able to verify the status of such students since there is no record.
 - b. The information has been categorized as best as possible under different salary heads as given in the IPRS: where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
4. SPJIMR does not maintain a separate process of recording an acceptance of the offer made- as per SPJIMR, companies issue offer letters only on acceptance which CRISIL has seen.
 - a. In cases where there were simultaneous offers per student: we verified the offer accepted through email communication from the students.
5. We have not been able to verify through any documentation the following:
 - a. 2 students out of 5 opting out of the placement process
 - b. Self-generated opportunities (SGOs): SPJIMR does not maintain a separate process of recording such cases.

Thank you.

Best regards,



Sachin Nigam
Director, Ratings

Tel: +91 22 3342 3415

Email: nigams@crisil.com





BHARATIYA VIDYA BHAVAN'S

S. P. Jain Institute of Management & Research

PGPM FINAL PLACEMENTS 2011

Contents

1. Classification of the entire graduate pool	4
2. Sector-wise classification.....	4
3. Function-wise classification.....	5
4. Location-wise classification	5
5. Salary details.....	6
5.1 Salary Heads – Domestic (INR)	6
5.2 Salary Heads –Domestic (INR) including SGO data.....	6
5.3 Salary Heads – International (USD)	7
5.5 Salary Statistics at PPP.....	7
5.6 Sector-wise classification of salary	8
5.6.1 Sector-wise classification of salary - Domestic (INR).....	8
5.6.2 Sector-wise classification of salary – International (USD).....	9
5.7 Function-wise classification of salary	9
5.7.1 Function-wise classification of salary – Domestic (INR)	9
5.7.2 Function-wise classification of salary – International (USD)	10
5.8 Location-wise classification of salary	11
5.8.1 Location-wise classification of salary – Domestic (INR)	11
5.8.2 Location-wise classification of salary – International (USD)	12
6. Compliance statement.....	12

Index of Tables

Table 1: Classification of the entire graduate pool	4
Table 2: Classification of placements based on sector.....	4
Table 3: Classification of placements based on function	5
Table 4: Classification of placements based on location.....	5
Table 5: Classification of domestic salary components in INR	6
Table 6 : Classification of domestic salary components including SGOs in INR	6
Table 7: Classification of salary components in USD.....	7
Table 8: Classification of salary components in USD at PPP	7
Table 9: Sector-wise classification of Base salary + Additional Guaranteed Cash Components in INR	8
Table 10: Sector-wise classification of One-time Cash Payments in INR	8
Table 11: Sector-wise classification of Total Guaranteed Cash Payments in INR	8
Table 12: Sector-wise classification of Base salary + Additional Guaranteed Cash Components in USD	9
Table 13: Sector-wise classification of One-time Cash Payments in USD	9
Table 14: Sector-wise classification of Total Guaranteed Cash Payments in USD	9
Table 15: Function-wise classification of Base salary + Additional Guaranteed Cash Components in INR .	9
Table 16: Function-wise classification of One-time Cash Payments in INR	10
Table 17: Function-wise classification of Total Guaranteed Cash Payments in INR	10
Table 18: Function-wise classification of Base salary + Additional Guaranteed Cash Components in USD	10
Table 19: Function-wise classification of One-time Cash Payments in USD	10
Table 20: Function-wise classification of Total Guaranteed Cash Payments in USD	10
Table 21: Location-wise classification of Base salary + Additional Guaranteed Cash Components in INR	11
Table 22: Location-wise classification of One-time Cash Payments in INR.....	11
Table 23: Location-wise classification of Total Guaranteed Cash Payments in INR.....	11
Table 24: Location-wise classification of Base salary + Additional Guaranteed Cash Components in USD	12
Table 25: Location-wise classification of One-time Cash Payments in USD.....	12
Table 26: Location-wise classification of Total Guaranteed Cash Payments in USD.....	12
Table 27: List of Deviations from Standards with reasons for the same.....	12

1. Classification of the entire graduate pool

The graduating class is categorized 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	64
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	3
2b. Continuing education	-
2c. Postponing job search	-
2d. Entrepreneurship (Starting a new business)	2
2e. Returning to / joining family business	-
2f. Seeking placement outside the campus placement process	15
2g. Not seeking placements for other reasons	-
Total who did not seek employment through the institute	20
3. Number unplaced, if any	-
Total Graduates	84

Table 1: Classification of the entire graduate pool

2. Sector-wise classification

The table below shows sector-wise break-up of the accepted offers on campus (not including SGOs)

Sector	No of Offers accepted
Banking, Financial Services and Insurance (BFSI)	9
Consulting	9
Consumer Goods (FMCG)	3
Information Technology (IT)	32
Others	9
Data not available	2
Total	64

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 on campus (not including SGOs)

Function	No of Offers accepted
Consulting	35
Finance	2
General Management	12
Marketing/ Sales	4
Systems/ IT	4
Others	2
Data not available	5
Total	64

Table 3: Classification of placements based on function

4. Location-wise classification

The table below shows location-wise break-up of the accepted offers on campus (not including SGOs)

Location	No of Offers accepted
Domestic	47
Bengaluru	3
Chennai	5
Mumbai	23
NCR region	7
Rest of India	9
International	3
South-East Asia	3
Data not available	14
Total	64

Table 4: Classification of placements based on location

Hyderabad and Pune offers have been combined together as 'Rest of India' since salary details for only 3 of the offers are available.




For SPJIMR, Mumbai




For CRISIL Limited, Mumbai