

*Indian Institute of Management Ahmedabad*



*PGPX Placement Report*

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*Finals 2011*

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## Errata

There is a typographical error in the subject line of audit letter vide reference number HD/EDU/IIMA/2011/13097. The batch year has been incorrectly mentioned as 2009-11. The correct batch year is 2010-11.

A handwritten signature in blue ink, appearing to read 'Sachin Nigam', is written above the typed name.

Regards,  
Sachin Nigam  
Senior Director, SME Ratings  
Tel: +91 22 3342 3000  
sachin.nigam@crisil.com



Ref No: HD/EDU/IIMA/2011/13097

September 6, 2011

Chairperson, The Placement Office  
**The Indian Institute of Management**  
Vastrapur,  
Ahmedabad – 380 015  
Gujarat

Dear Sir,

**Re: Audit of the Placement Report of the 2009-11 Post Graduate Programme in Management for Executives**

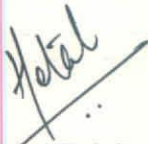
We have audited the Placement Report prepared by you for the final placements of students of the 2010-11 batch of the Post Graduate Programme in Management for Executives (PGPX) of the Indian Institute of Management, Ahmedabad (IIM-A). The Placement Report is the responsibility of IIM-A. Our responsibility 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 IIM-A from recruiting companies. CRISIL has not independently sourced any information or documentation.
3. We have verified the number of offers accepted on campus from communication received from students and/or from the records maintained by IIM-A.
4. We have verified all remaining information presented in the report with communication received from recruiters – through compensation details given in offer letters or at the time of making the offer on campus, and through separate communication by HR teams of recruiters on their compensation packages. Information regarding compensation received from individual students has not been used.
5. We have audited the attached Placement Report, except for the disclosure regarding the number of students who returned to previous employers and students who found jobs outside the institute's placement process mentioned in the rows 3b and 3c of Table 1.1. In this context, we have checked the information with the records maintained by IIM-A, but IIM-A does not have sufficient documentation to support these records.

Thank you.

Best regards,



Hetal Dalal  
Head, Education Gradings  
Tel: +91 22 3342 3023  
Email: hdalal@crisil.com



**CRISIL Limited**

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## Overview

The placements for the One Year Full Time Post Graduate Programme in Management for Executives (PGPX) at IIM Ahmedabad saw serious interest and participation from a very diverse group of recruiters this year. This included multinationals, Indian business houses, start-ups, SMEs, semi-government entities as well as NGOs. The spectrum of recruiters covered sectors such as Consulting, Conglomerates, Energy, Financial Services, Health Care, Infrastructure, Information Technology (IT), Logistics, NGO, Online and Real Estate.

### Fostering Entrepreneurship

IIM Ahmedabad has always encouraged students to take up entrepreneurship as a career. This year, initially, 3 students opted out of the placement process to become entrepreneurs. Additionally, two more students decided to start their own ventures, though they had not initially opted out of the placement process and one of them actually had a campus offer by the end of the process. In total 5 students opted to pursue entrepreneurship.

This year we also saw one student, who had opted out of placements in 2010, come back and use the IIMA placement services.

The detailed placement report drafted as per the Indian Placement Reporting Standards is annexed.



## 1 Classification of entire placement pool:

Categories	Number
<b>1. Total students eligible for placements</b>	<b>87</b>
a. Students in PGPX programme graduating in 2011	86
b. Students returning from Placement Holiday	1
<b>2. Did not seek placement through the institute</b>	<b>3</b>
a. Company-sponsored or already employed	-
b. Continuing education	-
c. Postponing job search	-
d. Entrepreneurship (Starting a new business)	3
e. Returning to / joining family business	-
f. Sought placement outside the campus placement process	-
g. Did not seek placements for other reasons	-
<b>3. Total students who sought placement through the institute</b>	<b>84</b>
a. Students who turned Entrepreneurs	2
b. Total students who returned to their previous employers <sup>1</sup>	9
c. Total Students who found opportunities outside the institute's process <sup>1</sup>	10
d. Total Campus Offers accepted	60
e. Students still in process (as on June 26, 2011)	3

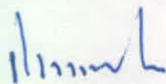
Table 1.1: Classification of the entire placement pool

### Notes:

The Institute in its objective to foster entrepreneurship allows a placement holiday to graduating students where they can return to seek placements from the Institute after trying to set up their own venture.

Three of the eighty six students in the class of 2011 chose to pursue entrepreneurship and therefore opted out of placements this year. Of the eighty three remaining students who participated in the placement process, two more students have decided to start their own ventures this year, though one of them already had a campus offer. This brought the total number of entrepreneurs in the batch to five. The remaining students from the batch were joined by one alumnus from the class of 2010 who had opted out of placement services in 2010 to pursue an entrepreneurial venture. Three students continue to be in the process looking for the right fit in terms of role, location and designation desired though one of them had an offer on campus which the student rejected.

Salary information for 30 of the 60 campus offers accepted by students has been made available by 20 recruiters and the following report is based on this data set.



For the Indian Institute of Management,  
Ahmedabad

**PRAVIN G. CHRISTIAN**  
INCHARGE, PLACEMENT OFFICE



For CRISIL Limited  
Mumbai



<sup>1</sup> Unaudited

## 2 Sector Wise Classification:

Sector	No. of Offers accepted
Consulting	4
Health Care	4
Information Technology	13
Online/Media	3
Others	6
<b>Total</b>	<b>30</b>

Table 2.1: Classification of offers based on sector

## 3 Function Wise Classification

Function	No. of Offers accepted
Consulting	4
General Management	19
Project Management	4
Others	3
<b>Total</b>	<b>30</b>

Table 3.1: Classification of offers based on function

## 4 Location Wise Classification

### 4.1 Global Classification

Locations	No. of Offers accepted
India	35
Americas & Middle East	3

Table 4.1: Classification of offers based on location

Note: Based on location Details available for 38 offers

### 4.2 Indian Locations Classification

Indian Locations	No. of Offers accepted
National Capital Region	9
Mumbai-Pune	7
Chennai	5
Hyderabad	3
Bangalore	11

Table 4.2: Classification of offers based on location within India

Note: Based on India Location Details available for 35 offers

*Pravin G. Christian*



For the Indian Institute of Management,  
Ahmedabad **PRAVIN G. CHRISTIAN**  
IN CHARGE, PLACEMENT OFFICE

*Hetal*



For CRISIL Limited  
Mumbai



## 5 Salary Data

Note: The entries in the 'Data' column specify the number of data points on which the corresponding mean and median data is calculated.

### 5.1 Salary Heads – Domestic (INR)

	Salary head	Min	Max	Median	Mean	Data
A + B	Basic salary and additional guaranteed cash components	14,23,672	29,34,000	20,00,000	20,62,433	24
C	One time Cash Payments	2,00,000	5,00,000	3,00,000	3,57,143	7
D	Total guaranteed cash	14,23,672	29,34,000	22,54,736	21,66,600	24
E	Maximum Earning Potential (including non-cash, long term)	18,40,000	42,02,997	26,75,467	27,13,974	27

Table 5.1: Classification of salary components – Domestic

Note: The median and mean data for One Time Cash Payments (C) is based on total 7 data points where such payments were made and are given to indicate the industry benchmarks

### 5.2 Salary Heads – International (USD)

	Salary head	Min	Max	Median	Mean	Data
A + B	Basic salary and additional guaranteed cash components	\$91,000	\$101,000	\$96,000	\$96,000	2
C	One time Cash Payments	\$6,000	\$6,000	\$6,000	\$6,000	2
D	Total guaranteed cash	\$91,000	\$101,000	\$96,000	\$96,000	2
E	Maximum Earning Potential (including non-cash, long term)	\$91,000	\$115,000	\$101,000	\$102,333	3

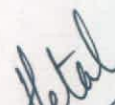
Table 5.2: Classification of salary components – International

Note: The median and mean data for One Time Cash Payments (C) is based on the total 2 data points where such payments were made and are given to indicate the industry benchmarks



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### 5.3 Salary Statistics at PPP

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	\$74,150	\$152,813	\$117,434	\$112,844	24
Non-INR salary (Total guaranteed cash component)	\$91,000	\$101,000	\$96,000	\$96,000	2
Combined INR and non-INR salary (Total guaranteed cash component)	\$74,150	\$152,813	\$115,686	\$111,548	26
INR salary (Maximum Earning Potential)	\$95,833	\$218,906	\$139,347	\$141,353	27
Non-INR salary (Maximum Earning Potential)	\$91,000	\$115,000	\$101,000	\$102,333	3
Combined INR and non-INR salary (Maximum Earning Potential)	\$91,000	\$218,906	\$133,759	\$137,451	30

Table 5.3: Salary statistics at PPP adjusted exchange rates

Note: As per the PPP conversion rate for 2009 for INR per dollar from the MDG Indicators database of the United Nations <http://unstats.un.org/unsd/mdg/SeriesDetail.aspx?srid=699>

### 5.4 Sector-wise classification of Salary - Domestic (INR)

Base Salary and additional guaranteed cash components					
Sectors	Min	Max	Median	Mean	Data
Consulting	18,08,393	26,00,000	22,04,197	22,04,197	2
Health Care	17,21,180	22,51,525	18,66,353	19,26,353	4
Information Technology (IT)	14,23,672	26,00,000	18,00,000	19,20,231	9
Online / Media	15,50,000	20,00,000	20,00,000	18,50,000	3
Others	19,50,228	29,34,000	24,00,000	24,25,420	6

Table 5.4: Sector-wise classification of base salary and additional components - Domestic

One-time cash payments					
Sectors	Min	Max	Median	Mean	Data
Consulting	0	0	0	0	0
Health Care	3,00,000	5,00,000	4,00,000	4,00,000	4
Information Technology (IT)	0	0	0	0	0
Online / Media	3,00,000	4,00,000	3,50,000	3,50,000	2
Others	2,00,000	2,00,000	2,00,000	2,00,000	1

Table 5.5: Sector-wise classification of one-time cash payments -- Domestic

Note: The mean and the median figures for One-time cash payments in the above section is calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

For the Indian Institute of Management,  
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Total Guaranteed Cash component					
Sectors	Min	Max	Median	Mean	Data
Consulting	18,08,393	26,00,000	22,04,197	22,04,197	2
Health Care	22,21,180	25,51,525	22,66,353	23,26,353	4
Information Technology (IT)	14,23,672	26,00,000	18,00,000	19,20,231	9
Online / Media	18,50,000	24,00,000	20,00,000	20,83,333	3
Others	19,50,228	29,34,000	25,00,000	24,58,753	6

Table 5.6: Sector-wise classification of total guaranteed cash component – Domestic

### 5.5 Function-wise classification of Salary - Domestic (INR)

Base Salary and additional guaranteed cash					
Functions	Min	Max	Median	Mean	Data
Consulting	18,08,393	26,00,000	22,04,197	22,04,197	2
General Management	15,50,000	29,34,000	22,88,291	21,98,054	15
Project Management	14,84,004	20,00,000	16,00,000	16,71,001	4
Others	14,23,672	20,11,525	20,00,000	18,11,732	3

Table 5.7: Function-wise classification of base salary and additional components – Domestic

One-time cash payments					
Functions	Min	Max	Median	Mean	Data
Consulting	0	0	0	0	0
General Management	2,00,000	5,00,000	3,00,000	3,60,000	5
Project Management	0	0	0	0	0
Others	3,00,000	4,00,000	3,50,000	3,50,000	2

Table 5.8: Function-wise classification of one-time cash payments – Domestic

Note: The mean and the median figures for One-time cash payments in the above section is calculated only from those offers which contain such payments and are given in order to indicate the industry benchmark.

Total Guaranteed Cash component					
Functions	Min	Max	Median	Mean	Data
Consulting	18,08,393	26,00,000	22,04,197	22,04,197	2
General Management	18,00,000	29,34,000	23,74,404	23,18,054	15
Project Management	14,84,004	20,00,000	16,00,000	16,71,001	4
Others	14,23,672	24,00,000	23,11,525	20,45,066	3

Table 5.9: Function-wise classification of total guaranteed cash component - Domestic

For the Indian Institute of Management,  
Ahmedabad

*Pravin G. Christian*  
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## 5.6 Location-wise classification of Salary

### 5.6.1 Indian Locations

Note: Based on the India location and salary details of 27 offers available

Base Salary and additional guaranteed cash					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	18,00,000	20,00,000	19,00,000	19,00,000	2
Chennai	16,00,000	24,00,000	20,00,000	19,77,658	5
Hyderabad	15,50,000	20,00,000	17,21,180	17,57,060	3
National Capital Region	14,23,672	29,34,000	19,09,959	20,01,088	8
Mumbai-Pune	19,50,228	26,00,000	25,40,000	24,21,705	6

Table 5.19: Location-wise classification of base salary and additional components (within India)

One-time cash payments					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	4,00,000	4,00,000	4,00,000	4,00,000	1
Chennai	0	0	0	0	0
Hyderabad	3,00,000	5,00,000	4,00,000	4,00,000	2
National Capital Region	3,00,000	5,00,000	3,00,000	3,66,667	3
Mumbai-Pune	2,00,000	2,00,000	2,00,000	2,00,000	1

Table 5.20: Location-wise classification of one-time cash payments (within India)

Total Guaranteed Cash component					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	18,00,000	24,00,000	21,00,000	21,00,000	2
Chennai	16,00,000	24,00,000	20,00,000	19,77,658	5
Hyderabad	18,50,000	22,21,180	20,00,000	20,23,727	3
National Capital Region	14,23,672	29,34,000	22,66,353	21,38,588	8
Mumbai-Pune	19,50,228	26,00,000	25,40,000	24,55,038	6

Table 5.21: Location-wise classification of total guaranteed cash component (within India)

*M. Pravin*



For the Indian Institute of Management,  
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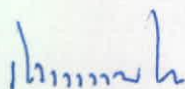
## 6 Compliance statement

This placement report has been prepared as per the Indian Placement Reporting Standards, version 2.0.

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	Basic & Additional Guaranteed Cash Components Combined	Data at this granularity was not available for several firms.
2	Sector-wise and function-wise tables on international salaries	Since there are only 3 data points, they have not been split to protect confidentiality of data

Table 6.1: List of deviations from standards with reasons for the same



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