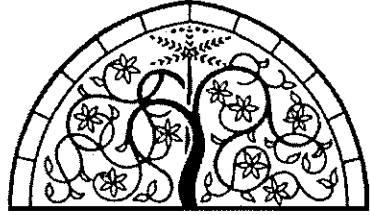


# *Indian Institute of Management Ahmedabad*



विद्याविनियोगाद्विकासः

**I I IIM**

AHMEDABAD

## *PGPX Placement Report*

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*September 2013*

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Ref No: SM/SMER/IIMA/2013/15786

September 16, 2013

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

Dear Ma'am,

**Re: Audit of the Placement Report of the 2012-13 Post Graduate Program in Management for Executives (PGPX) programme**

We have audited the Placement Report prepared by you for the final placements of students of the 2012-13 batch of the Post Graduate Program in Management for Executives (PGPX) programme of 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) 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 Indian Placement Reporting Standards version 2.1.
2. The validation of information presented in the report is based on communication received by IIM-A from recruiting companies. In cases where the job location was not available, the same has been verified by IIM-A from the respective students, in line with the IPRS version 2.1. CRISIL has not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration and job function 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 "To Be Decided". 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 version 2.1: where a break-up was not available, the salary has been considered only as 'Maximum earning potential'.
4. The number of students opting out of the placement process has been established through written communication from the student who has opted out.
5. We have audited the attached Placement Report, except for the notes mentioned under table 1.1, providing explanations for the students who returned to previous employers, students who found jobs outside the institute's placement process, and students who are still in placement process. In this context, we have verified the information with the records maintained by IIM-A; however, IIM-A does not have sufficient documentation to support these explanations.

Thank you.

Best regards,

  
Anurag Jhanwar, MRICS  
Director, Education Gradings  
Tel: +91 22 3342 3234  
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## Overview

The One Year Post-Graduate Programme in Management for Executives (PGPX) prepares executives for top management roles –only the sharpest minds make it to the consideration set for the programme. With a general management orientation; along with an emphasis on international exposure and global business skills, the residential programme is ideal for mid-level managers, and makes the students learners for life.

The placements for the PGPX programme at IIM Ahmedabad saw interest and participation from a very diverse group of recruiters. The recruiters included multinationals, Indian business houses, start-ups, small and medium enterprises (SMEs), as well as semi-government entities. The spectrum of recruiters covered sectors such as consulting, engineering, financial services, health care, infrastructure, information technology (IT), manufacturing, online, telecom and real estate.

Through placements, students have joined in senior roles such as chief executive officer (CEO), chief operating officer (COO), director, head of business development and general manager (GM) positions across functions including sales, operations and strategy, consulting, delivery and finance. The students received offers from both India and abroad.

The detailed placement report drafted according to the Indian Placement Reporting Standards is annexed.



1 Classification of entire placement pool

Categories	Number
<b>1. Total students eligible for placements</b>	<b>85</b>
a. Students in GPX programme graduating in 2013	85
b. Students returning from Placement Holiday	0
<b>2. Did not seek placement through the institute</b>	<b>2</b>
a. Company-sponsored or already employed	0
b. Continuing education	0
c. Postponing job search	0
d. Entrepreneurship (starting a new business)	1
e. Returning to / joining family business	0
f. Sought placement outside the campus placement process	1
g. Did not seek-placements for other reasons	0
<b>3. Total students who sought placement through the institute</b>	<b>83</b>
a. Students who turned Entrepreneurs	1
b. Students who returned to their previous employers	7
c. Students who found opportunities outside the institute's process	19
d. Total Campus Offers accepted	45
e. Students still in process	11

Table 1.1: Classification of the entire placement pool

**Notes:**

Eighty five students were eligible for participation in the placement process.

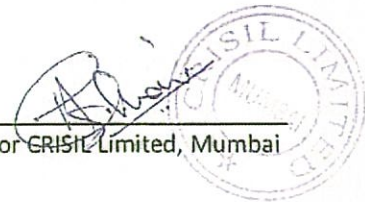
One student did not avail of the campus placement, and sought to independently explore job opportunities. Similarly, two students chose to become entrepreneurs. Seven students from the batch decided to return to their previous employers. Of these seven, three rejected offers through campus placements; one had location constraints; another returned to his previous employment on his own volition, the remaining two did not find suitable opportunities through the placement process and returned to their previous employers. Nineteen students found employment opportunities outside of the institute's placement process, though six of them had one or more offers made to them on campus. A total of 45 students accepted the offers made to them on campus. Eleven students are still looking for the right fit in terms of role, location and designation; though one of them rejected an offer on campus. A total of 65 offers (both written and verbal) were made on campus this year by 36 companies.

Salary information for 44 of the 45 campus offers accepted by students has been made available by 26 recruiters and the following report is based on this data set.

*Victor*

**विक्टर पेरेरा/Victor Pereira**

नियोजन अधिकारी / Placement Officer  
 भारतीय प्रबंध संस्थान / Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai

भारतीय प्रबंध संस्थान / Indian Institute of Management  
 अहमदाबाद - 380015 / Ahmedabad - 380015

## 2 Sector Wise Classification

Domestic Sector	
BFSI	1
Consulting	9
Energy	1
Infrastructure	3
Information Technology (IT)	9
Manufacturing	5
Real Estate	3
Telecom	6
Others	2
Conglomerate	1
Pharmaceutical / Healthcare	3
<b>Grand Total</b>	<b>43</b>
International Sector	
Information Technology (IT)	1
Pharmaceutical / Healthcare	1
<b>Grand Total</b>	<b>2</b>

Table 2.1: Classification of offers based on sector

## 3 Function Wise Classification

Domestic Function	
Consulting	5
Finance	1
General Management	19
IT / System	6
Operations / Supply Chain	7
Sales / Marketing	1
To Be Decided	3
Others	1
<b>Grand Total</b>	<b>43</b>
International Function	
General Management	1
Sales / Marketing	1
<b>Grand Total</b>	<b>2</b>

Table 3.1: Classification of offers based on function

For The Indian Institute of Management, Ahmedabad

नियोजन अधिकारी / Placement Officer

नियोजन कार्यालय / Placement Office

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For CRISIL Limited, Mumbai





## 4 Location Wise Classification

### 4.1 Global Classification

Locations	No. of Offers accepted
India	43
Outside India	2

Table 4.1: Classification of offers based on location

### 4.2 Indian Locations Classification

Indian Locations	No. of Offers accepted
Ahmedabad	3
Bangalore	9
Chennai	1
Hyderabad	4
Kolkata	1
Mumbai	8
National Capital Region	10
Pune	4
To Be Decided	3
<b>Grand Total</b>	<b>43</b>

Table 4.2: Classification of offers based on location within India

## 5 Salary Data

### 5.1 Salary Heads – Domestic (INR)

	Salary Head	Min	Max	Median	Mean	Data
A+B	Fixed Yearly cash components	13,00,000	42,72,700	20,18,276	21,72,606	36
C	One time Cash Payments	1,00,000	8,00,000	2,00,000	2,60,000	8
D	Total Guaranteed Cash Payments	13,00,000	50,72,700	20,44,010	22,22,606	36
E	Maximum Earning Potential (including non-cash, long term and performance linked)	15,73,000	54,39,805	26,05,000	27,03,609	42

Table 5.1: Classification of salary components – Domestic

Note: The median and mean data for One Time Cash Payments (C) is based on total 8 data points where such payments were made, and are given to indicate the industry benchmarks.



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For CRISIL Limited, Mumbai



5.2 Salary Heads – International (USD)

	Salary head	Min	Max	Median	Mean	Data
A+B	Fixed Yearly cash components	\$1,30,000	\$1,31,061	\$1,30,530	\$1,30,530	2
C	Onetime Cash Payments	\$ 10,000	\$ 29,981	\$ 19,990	\$ 19,990	2
D	Total guaranteed cash payments	\$1,40,000	\$1,61,042	\$1,50,521	\$1,50,521	2
E	Maximum Earning Potential (including non-cash, long –term and performance linked components)	\$1,61,042	\$1,92,000	\$1,76,521	\$1,76,521	2

Table 5.2: Classification of salary components – International

Note: Average of spot rates for the month of July 2013. Source:

[http://www.imf.org/external/np/fin/data/rms\\_mth.aspx?SelectDate=2013-07-31&reportType=REP](http://www.imf.org/external/np/fin/data/rms_mth.aspx?SelectDate=2013-07-31&reportType=REP)

Note: The median and mean data for One Time Cash Payments (C) is based on 2 data points where such payment was made, and is given to indicate the industry benchmarks.

5.3 Salary Statistics at PPP

Salary in USD at PPP	Min	Max	Median	Mean	Data
INR salary (Total guaranteed cash component)	\$ 58,036	\$2,26,460	\$ 91,250	\$ 99,223	36
Non-INR salary (Total guaranteed cash component)	\$1,40,000	\$1,61,042	\$1,50,521	\$1,50,521	2
Combined INR and non-INR salary (Total guaranteed cash component)	\$ 58,036	\$2,26,460	\$ 92,652	\$ 1,01,219	38
INR salary (Maximum Earning Potential)	\$ 70,223	\$2,42,848	\$1,16,295	\$1,20,697	42
Non-INR salary (Maximum Earning Potential)	\$1,61,042	\$1,92,000	\$1,76,521	\$1,76,521	2
Combined INR and non-INR salary (Maximum Earning Potential)	\$ 70,223	\$2,42,848	\$1,18,973	\$1,22,626	44

Table 5.3: Salary statistics at PPP adjusted exchange rates

Note: As per the PPP conversion rate for 2011 for INR per dollar (22.40) as specified on the United Nations Statistics website - <http://unstats.un.org/unsd/mda/SeriesDetail.aspx?srid=699>.

*Victor*

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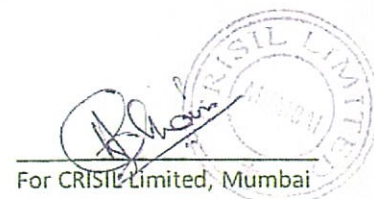
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अहमदाबाद - 380 015 / Ahmedabad - 380 015

For the Indian Institute of Management, Ahmedabad



For CRISIL Limited, Mumbai



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

Fixed Yearly Cash Component					
Sectors	Min	Max	Median	Mean	Data
Consulting	13,00,000	30,44,000	19,00,500	21,00,895	7
Information Technology (IT)	14,84,880	42,72,700	17,39,948	20,19,020	8
Manufacturing	18,61,192	24,23,512	19,99,816	20,48,284	5
Telecom	20,64,180	25,32,072	22,15,566	22,43,086	6
Infrastructure	18,04,224	18,04,224	18,04,224	18,04,224	1
Real Estate	23,13,600	32,15,135	29,19,464	28,16,066	3
Pharmaceutical / Healthcare	18,96,000	24,00,000	19,90,800	20,95,600	3
Others*	20,23,839	25,94,652	24,97,746	23,72,079	3

Table 5.4: Sector-wise classification of fixed yearly cash component - Domestic

One-time Cash Payments					
Sectors	Min	Max	Median	Mean	Data
Consulting	2,00,000	2,00,000	2,00,000	2,00,000	3
Information Technology (IT)	1,00,000	8,00,000	1,00,000	3,33,333	3
Manufacturing	-	-	-	-	-
Telecom	-	-	-	-	-
Infrastructure	-	-	-	-	-
Real Estate	-	-	-	-	-
Pharmaceutical / Healthcare	-	-	-	-	-
Others*	2,00,000	2,80,000	2,40,000	2,40,000	2

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

*Note: The mean and the median figures for One Time Cash Payments in the section above is calculated only from those offers which include such payments, and are given in order to indicate the industry benchmark.*

Total Guaranteed Cash Component					
Sectors	Min	Max	Median	Mean	Data
Consulting	13,00,000	30,44,000	21,00,500	21,86,610	7
Information Technology (IT)	15,84,880	50,72,700	17,39,948	21,44,020	8
Manufacturing	18,61,192	24,23,512	19,99,816	20,48,284	5
Telecom	20,64,180	25,32,072	22,15,566	22,43,086	6
Infrastructure	18,04,224	18,04,224	18,04,224	18,04,224	1
Real Estate	23,13,600	32,15,135	29,19,464	28,16,066	3
Pharmaceutical / Healthcare	18,96,000	24,00,000	19,90,800	20,95,600	3
Others*	20,23,839	26,97,746	25,94,652	24,38,746	3

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

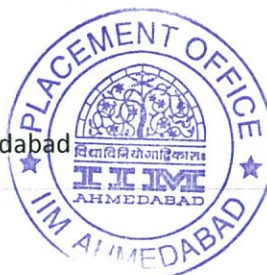
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For CRISIL Limited, Mumbai



Maximum Earning Potential Cash Component					
Sectors	Min	Max	Median	Mean	Data
Consulting	15,73,000	39,58,000	23,00,000	25,83,492	9
Information Technology (IT)	19,50,004	54,39,805	21,32,422	25,63,188	8
Manufacturing	25,00,000	35,00,000	28,00,000	28,80,000	5
Telecom	27,81,255	33,75,000	29,53,133	29,94,798	6
Infrastructure	19,27,008	28,00,000	25,00,000	24,09,003	3
Real Estate	24,00,000	35,00,000	32,00,000	30,33,333	3
Pharmaceutical / Healthcare	23,48,420	24,65,441	24,00,000	24,04,620	3
Others*	19,00,000	34,00,004	27,00,000	27,77,001	5

Table 5.7: Sector-wise classification of maximum earning potential cash component – Domestic

\*BFSI, Conglomerate, Energy and Others have been clubbed together in order to maintain confidentiality of individual level data.

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


Fixed Yearly Cash Component					
Functions	Min	Max	Median	Mean	Data
Consulting	14,84,880	23,00,000	18,43,134	18,67,787	4
General Management	17,81,804	32,15,135	20,86,620	22,25,402	17
IT / Systems	13,00,000	42,72,700	17,99,046	22,10,756	6
Operations / Supply Chain	18,61,192	24,00,000	19,78,450	20,54,523	4
Others*	19,99,816	24,23,512	22,11,664	22,11,664	2
To Be Decided	14,84,880	30,44,000	24,76,000	23,34,960	3

Table 5.8: Function-wise classification of fixed yearly cash component - Domestic


One-time Cash Payment					
Functions	Min	Max	Median	Mean	Data
Consulting	1,00,000	2,00,000	2,00,000	1,66,667	3
General Management	-	-	-	-	-
IT / Systems	2,00,000	8,00,000	5,00,000	5,00,000	2
Operations / Supply Chain	2,80,000	2,80,000	2,80,000	2,80,000	1
Others*	-	-	-	-	-
To Be Decided	1,00,000	2,00,000	1,50,000	1,50,000	2

Table 5.9: Function-wise classification of one-time cash payment – Domestic

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

  
**विक्टर परेरा / Victor Pereira**  
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 For CRISIL Limited, Mumbai



Total Guaranteed Cash Component					
Functions	Min	Max	Median	Mean	Data
Consulting	15,84,880	23,00,000	20,43,134	19,92,787	4
General Management	17,81,804	32,15,135	20,86,620	22,25,402	17
IT / Systems	13,00,000	50,72,700	17,99,046	23,77,423	6
Operations / Supply Chain	18,61,192	24,00,000	19,78,450	20,54,523	4
Others*	19,99,816	24,23,512	22,11,664	22,11,664	2
To Be Decided	15,84,880	30,44,000	26,76,000	24,34,960	3

Table 5.10: Function-wise classification of total guaranteed cash component – Domestic

Maximum Earning Potential Cash Component					
Functions	Min	Max	Median	Mean	Data
Consulting	19,50,004	27,41,250	22,87,012	23,11,807	5
General Management	19,27,008	35,00,000	27,40,628	27,48,630	18
IT / Systems	15,73,000	54,39,805	22,75,500	28,11,468	6
Operations / Supply Chain	19,00,000	28,00,000	25,80,000	25,25,714	7
Others*	22,00,000	35,00,000	29,00,000	28,66,667	3
To Be Decided	19,50,004	39,58,000	34,60,400	31,22,801	3

Table 5.11: Function-wise classification of maximum earning potential cash component – Domestic

\*Finance, Sales/Marketing and Others have been clubbed together in order to maintain confidentiality of individual level data.

## 5.6 Location-wise classification of Salary

### 5.6.1 Indian Locations (INR)

Note: Based on the India location and salary details of 42 offers available

Fixed Yearly Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	14,84,880	23,44,512	20,16,310	19,69,842	8
Hyderabad	16,98,092	42,72,700	18,88,284	24,36,840	4
Mumbai	14,84,880	30,44,000	22,49,920	22,21,782	6
NCR	18,61,192	25,32,072	20,06,264	21,21,687	8
Pune	20,64,180	32,15,135	26,59,732	26,49,695	4
Rest of India*	17,81,804	23,44,512	18,87,804	20,04,707	3
To Be Decided	13,00,000	25,94,652	18,96,000	19,30,217	3

Table 5.12: Location-wise classification of fixed yearly cash component (within India)

  
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 अहमदाबाद - 380015/Ahmedabad - 380015

For the Indian Institute of Management, Ahmedabad



  
**CRISIL LIMITED**  
 MUMBAI

For CRISIL Limited, Mumbai



One-time Cash Payment					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	1,00,000	2,80,000	2,00,000	1,93,333	3
Hyderabad	2,00,000	8,00,000	5,00,000	5,00,000	2
Mumbai	1,00,000	2,00,000	2,00,000	1,66,667	3
NCR	-	-	-	-	-
Pune	-	-	-	-	-
Rest of India*	-	-	-	-	-
To Be Decided	-	-	-	-	-

Table 5.13: Location-wise classification of one-time cash payment (within India)

Note: The mean and the median figures for One Time Cash Payments in the section above, is calculated only from those offers which include such payments, and are given in order to indicate the industry benchmark.

Total Guaranteed Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	15,84,880	23,44,512	20,86,620	20,07,342	8
Hyderabad	16,98,092	50,72,700	19,88,284	26,86,840	4
Mumbai	15,84,880	30,44,000	23,49,920	23,05,115	6
NCR	18,61,192	25,32,072	20,06,264	21,21,687	8
Pune	20,64,180	32,15,135	26,59,732	26,49,695	4
Rest of India*	17,81,804	23,44,512	18,87,804	20,04,707	3
To Be Decided	13,00,000	25,94,652	18,96,000	19,30,217	3

Table 5.14: Location-wise classification of total guaranteed cash component (within India)

Maximum Earning Potential Cash Component					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	19,50,004	31,25,010	25,80,000	25,03,837	9
Hyderabad	21,00,000	54,39,805	23,73,105	30,71,504	4
Mumbai	19,27,008	39,58,000	27,20,625	27,80,208	8
NCR	23,00,000	35,00,000	27,50,000	27,82,600	10
Pune	24,00,000	35,00,000	29,90,628	29,70,314	4
Rest of India*	19,00,000	31,25,010	22,17,844	23,65,175	4
To Be Decided	15,73,000	34,00,004	23,48,420	24,40,475	3

Table 5.15: Location-wise classification of maximum earning potential cash component (within India)

\*Ahmedabad, Chennai and Kolkata have been grouped with the Rest of India to maintain confidentiality of individual level data.

विकटर परेरा/Victor Pereira

नियोजन अधिकारी / Placement Officer  
नियोजन कार्यालय / Placement Office

भारतीय प्रबंध संस्थान / Indian Institute of Management, Ahmedabad  
अहमदाबाद - 380 015



For CRISIL Limited, Mumbai

6 Compliance statement

This placement report has been prepared according to the Indian Placement Reporting Standards, version 2.1 - <http://www.iimahd.ernet.in/iprs/gallery/IPRSRevision2.1.pdf>

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	Sector-wise, function-wise and location-wise tables on international salaries not included in report	Since there are only 2 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

*Victor*  
**विकटर परेरा/Victor Pereira**  
 नियोजन अधिकारी / Placement Officer  
 नियोजन कार्यालय / Placement Office  
 For the Indian Institute of Management, Ahmedabad  
 भारतीय प्रबंध संस्थान / Indian Institute of Management  
 अहमदाबाद - 380015/Ahmedabad-380015



*Rahul*  
 For CRISIL Limited, Mumbai