

**PGPX**

15 month full-time Dual Degree Program  
in Global Supply Chain Management



Leaders  
in Global  
**SCM**

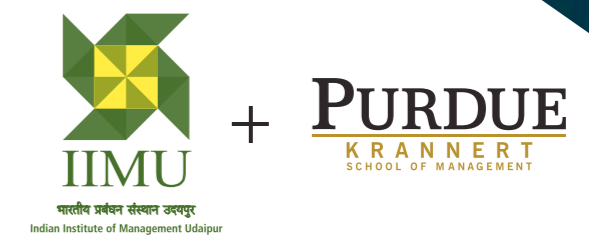
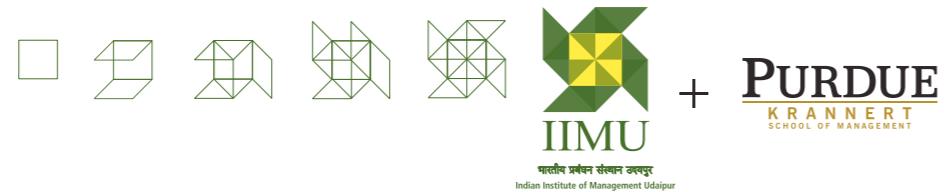
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# Letter from Auditor

**SORAB S. ENGINEER & CO. (Regd.)**  
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November 17, 2017

To  
**The Director,**  
**Indian Institute of Management Udaipur**  
**Udaipur.**

Dear Sir,

**Re: Audit of Placement Report of 2016-17 the Post Graduate Program (Executive) in Management (PGP-X)**

We have audited the Placement Report ("the Report") prepared by you for the final placements of students of 2016-17 batch of the Post Graduate Program (Executive) (PGP-X) of Indian Institute of Management, Udaipur ("IIMU"). The Report is the responsibility of IIMU. Our responsibility is to validate the information provided in the Report with the relevant documentation and comment on the Report's conformance with the Indian Placement Reporting Standards, Revision 2.1 (IPRS).

In this context, we confirm the following:

1. For the purpose of audit, we have obtained all the information and explanations, which to the best of our knowledge and belief were necessary. In our opinion, the Report complies with the IPRS.
2. The validation of information presented in the Report is based on communication received by IIMU from recruiting companies. We have not independently sourced any information or documentation.
3. We have verified the information with respect to remuneration presented in the Report with communication received from recruiters. Information regarding compensation received from individual students has not been used.

For **Sorab S Engineer & Co.**  
Firm Registration No. 110417W  
Chartered Accountants

*Chokshi Shreyas B.*  
**CA. Chokshi Shreyas B.**  
Partner  
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## Placement Season Highlights

- IIMU welcomed the following recruiters:  
Accenture, Babaji Shivram, Cummins Technologies, IBM, ITC Infotech, Snapdeal & Worxogo Solutions.
- 93% of PGPX students were placed through campus-generated opportunities.
- 7 recruiters extended offers to PGPX students at IIM Udaipur.
- Roles were offered across various domains like Analytics, Consulting, Planning, Procurement & Supply Chain Management.
- Highest maximum earning potential: Rs16.67 lakhs per annum.
- Average maximum earning potential: Rs14.00 lakhs per annum.

## Classification of the entire placement pool

- The entire batch of 18 students was eligible for sitting in the Final Placements.

Categories	Mean
1. Sought placement through the institute	
1a. Students placed via campus generated opportunities	13
2. Did not seek placement through the institute	
2a. Company-sponsored or already employed	1
2b. Continuing education	0
2c. Postponing job search	0
2d. Entrepreneurship (Starting a new business)	0
2e. Returning to / joining family business	0
2f. Sought placement outside the campus placement process	3
2g. Did not seek placements for other reasons	1
<b>Total who did not seek employment through the institute</b>	<b>0</b>
<b>Total graduates</b>	<b>18</b>

Table 1: Classification of entire placement pool

## Classification Based on Sector

Sector	No. of Offers accepted
Consulting	2
E-Commerce	3
Information Technology	5
Logistics	2
Manufacturing	1
<b>Total</b>	<b>13</b>

Table 2: Classification based on sectors

## Classification Based on Function

Function	No. of Offers accepted
Analytics	1
Consulting	4
Planning	4
Procurement	1
Supply Chain Management	3
<b>Total</b>	<b>13</b>

Table 3: Classification based on functions

## Classification Based on Location

### 4.1 Classification based on Locations (Global)

Locations	No. of Offers accepted
India	13
Rest of Asia	0

### 4.2 Classification based on Locations within India

Indian Locations	No. of Offers accepted
Bangalore	4
Dewas	1
Mumbai	3
National Capital Region	5
<b>Total</b>	<b>13</b>

## Salary Data

### 5.1 Salary head - Domestic Offers (INR)

Salary	Min	Max	Median	Mean	Data
A. Basic salary	950,000	1,478,400	1,178,400	1,243,195	10
B. Additional guaranteed cash components	21,600	392,250	130,282	166,581	10
C. One-time Cash Payments	50,000	150,000	100,000	100,000	2
D. Total guaranteed cash payments	950,000	1,500,000	1,306,008	1,313,924	13
E. Maximum Earning Potential (including non-cash, long term and performance linked components)	1,130,500	1,667,250	1,400,014	1,399,828	13

Note:

- The entries in the 'Data' column specify the data points for which the minimum, maximum, mean and median are specified.
- As there are no international placements, irrelevant tables are deleted.

# Salary by Sector

## 5.2 Classification of salary based on sector – Domestic (INR)

Base Salary					
Sector	Min	Max	Median	Mean	Data
Consulting	950,000	1,275,000	1,112,500	1,112,500	2
E-Commerce	1,478,400	1,478,400	1,478,400	1,478,400	3
Information Technology	1,119,937	1,178,400	1,149,169	1,149,169	4
Logistics	-	-	-	-	-
Manufacturing	1,175,076	1,175,076	1,175,076	1,175,076	1

Table 5.2.1: Classification of base salary based on sector – Domestic

Additional Guaranteed Cash Components					
Sector	Min	Max	Median	Mean	Data
Consulting	180,500	392,250	286,375	286,375	2
E-Commerce	21,600	21,600	21,600	21,600	3
Information Technology	80,063	321,600	200,832	200,832	4
Logistics	-	-	-	-	-
Manufacturing	224,938	224,938	224,938	224,938	1

Table 5.2.2: Classification of Additional Guaranteed Cash Component based on sector – Domestic

One Time Cash Payments					
Sector	Min	Max	Median	Mean	Data
Consulting	50,000	150,000	100,000	100,000	2
E-Commerce	-	-	-	-	-
Information Technology	-	-	-	-	-
Logistics	-	-	-	-	-
Manufacturing	-	-	-	-	-

Table 5.2.3: Classification of One-time Cash Payments based on sector – Domestic

Maximum Earning Potential					
Sector	Min	Max	Median	Mean	Data
Consulting	1,130,500	1,667,250	1,398,875	1,398,875	2
E-Commerce	1,500,000	1,500,000	1,500,000	1,500,000	3
Information Technology	1,200,000	1,500,000	1,300,000	1,340,000	5
Logistics	1,400,000	1,400,000	1,400,000	1,400,000	2
Manufacturing	1,400,014	1,400,014	1,400,014	1,400,014	1

Table 5.2.4: Classification of Maximum Earning Potentials based on sector – Domestic

# Salary by Function

## 5.3 Classification of salary based on function – Domestic (INR)

Base Salary					
Function	Min	Max	Median	Mean	Data
Function	Min	Max	Median	Mean	Data
Analytics	1,175,076	1,175,076	1,175,076	1,175,076	1
Consulting	950,000	1,275,000	1,178,400	1,145,450	4
Planning	1,478,400	1,478,400	1,478,400	1,478,400	3
Procurement	1,119,937	1,119,937	1,119,937	1,119,937	1
Supply Chain Management	1,119,937	1,119,937	1,119,937	1,119,937	1

Table 5.3.1: Classification of base salary based on function – Domestic

# Salary by Location

Additional Guaranteed Cash Components					
Function	Min	Max	Median	Mean	Data
Analytics	224,938	224,938	224,938	224,938	1
Consulting	180,500	392,250	321,600	303,988	4
Planning	21,600	21,600	21,600	21,600	3
Procurement	80,063	80,063	80,063	80,063	1
Supply Chain Management	80,063	80,063	80,063	80,063	1

Table 5.3.2: Classification of Additional Guaranteed Cash Component based on function – Domestic

One Time Cash Payments					
Function	Min	Max	Median	Mean	Data
Analytics	-	-	-	-	-
Consulting	50,000	150,000	100,000	100,000	2
Planning	-	-	-	-	-
Procurement	-	-	-	-	-
Supply Chain Management	-	-	-	-	-

Table 5.3.3: Classification of One-time Cash Payments based on function – Domestic

Maximum Earning potentials					
Function	Min	Max	Median	Mean	Data
Analytics	1,400,014	1,400,014	1,400,014	1,400,014	1
Consulting	1,130,500	1,667,250	1,500,000	1,449,438	4
Planning	1,400,000	1,500,000	1,500,000	1,475,000	4
Procurement	1,200,000	1,200,000	1,200,000	1,200,000	1
Supply Chain Management	1,200,000	1,400,000	1,300,000	1,300,000	3

Table 5.3.4: Classification of Maximum Earning potentials based on function – Domestic

## 5.4.1 Global Locations

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	950,000	1,478,400	1,178,400	1,243,195	10
Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.1: Classification of base salary

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	21,600	392,250	130,282	166,581	10
Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.2: Classification of Additional Guaranteed Cash Component

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	50,000	150,000	100,000	100,000	2
Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.3: Classification of One-time Cash Payments

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
India (INR)	1,130,500	1,667,250	1,400,014	1,399,828	13
Rest of Asia (USD)	-	-	-	-	-

Table 5.4.1.4: Classification of Maximum Earning Potentials

# Salary by Location

## 5.4.2 Indian Locations (in INR)

Base Salary					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	1,119,937	1,178,400	1,119,937	1,139,425	3
Dewas	1,175,076	1,175,076	1,175,076	1,175,076	1
Mumbai	1,178,400	1,178,400	1,178,400	1,178,400	1
National Capital Region	950,000	1,478,400	1,478,400	1,332,040	5

Table 5.4.2.1: Classification of base salary within India

Additional Guaranteed Cash Components					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	80,063	321,600	80,063	160,575	3
Dewas	224,938	224,938	224,938	224,938	1
Mumbai	321,600	321,600	321,600	321,600	1
National Capital Region	21,600	392,250	21,600	127,510	5

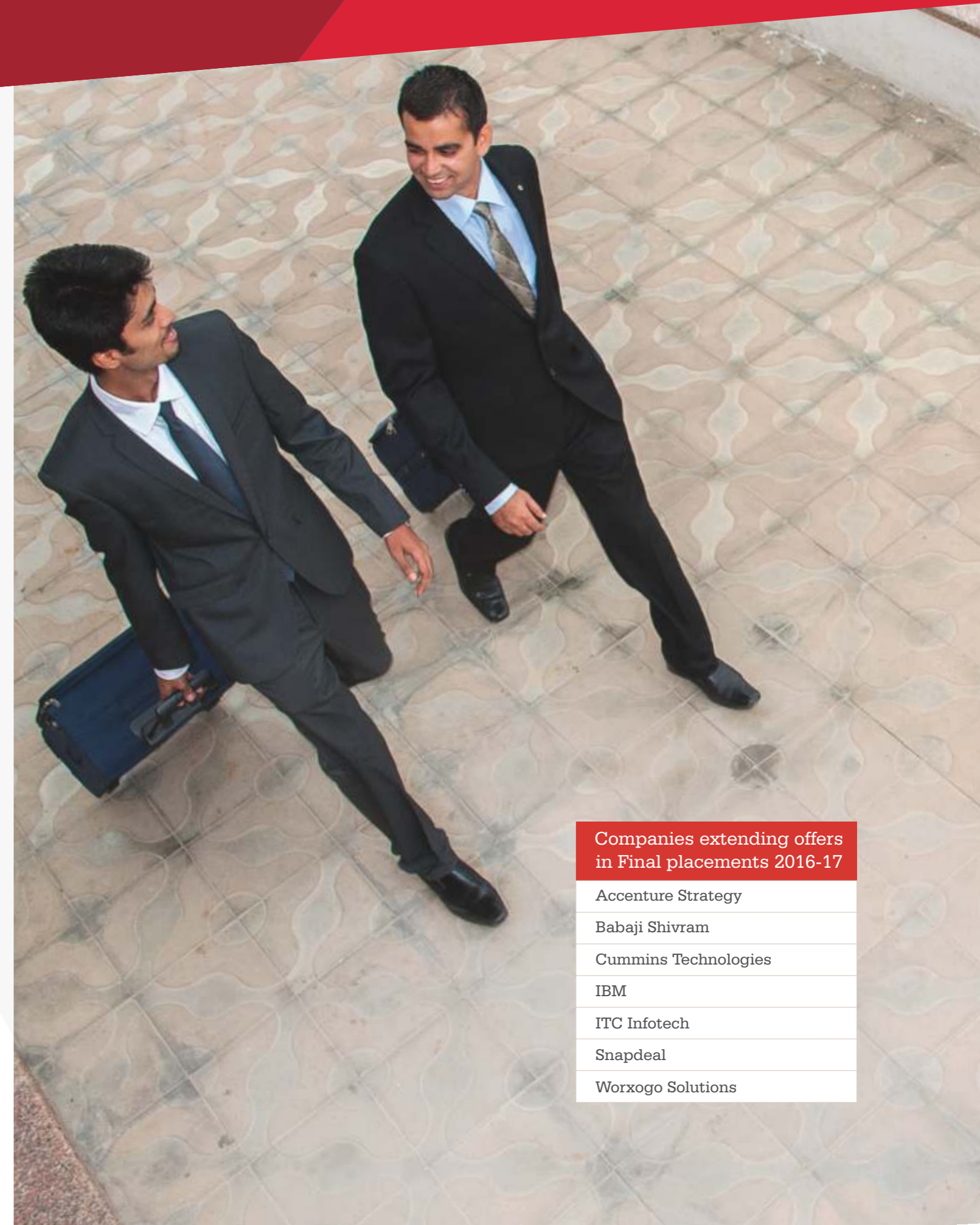
Table 5.4.2.2: Classification of Additional Guaranteed Cash Component within India

One Time Cash Payments					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	-	-	-	-	-
Dewas	-	-	-	-	-
Mumbai	-	-	-	-	-
National Capital Region	50,000	150,000	100,000	100,000	2

Table 5.4.2.3: Classification of One-time Cash Payments within India

Maximum Earning Potentials					
Indian Locations	Min	Max	Median	Mean	Data
Bangalore	1,200,000	1,500,000	1,250,000	1,300,000	4
Dewas	1,400,014	1,400,014	1,400,014	1,400,014	1
Mumbai	1,400,000	1,500,000	1,400,000	1,433,333	3
National Capital Region	1,130,500	1,667,250	1,500,000	1,459,550	5

Table 5.4.2.4: Classification of Maximum Earning Potentials within India



### Companies extending offers in Final placements 2016-17

Accenture Strategy

Babaji Shivram

Cummins Technologies

IBM

ITC Infotech

Snapdeal

Worxogo Solutions