



**CHANGE**  
**ENGAGEMENT VISION LEARN**  
**CHARACTER GLOBAL NETWORK**  
**SKILLS LEADERSHIP VALUES**  
**INSPIRE INNOVATIVE**  
**COLLABORATE PERCEPTION**  
**KNOWLEDGE COLLABORATE**  
**EMOTIONAL QUOTIENT**

**Influencing Practice**

**Promoting Value Based Growth**

# **PGPM 2011 Placement Report**

Post Graduate Program In Management (PGPM) is an 11 month full time residential program of S.P. Jain Institute of Management & Research. The program is aimed at candidates with more than 5 years of experience with the mission to create leaders for middle and senior management roles.

The program which is in its eighth year enjoys a good reputation in the industry for the high quality managers it churns out through a unique pedagogic approach that includes –

- Rigorous Program Architecture which is benchmarked against Global MBA Schools
- Beyond Classroom Learning to build the right attitude & leadership qualities
- Courses focus on leveraging the past experience and the diversity in the classroom enables peer learning
- Academic Advisory Council includes industry experts who provide invaluable academic inputs for the curriculum
- Continuous networking with the industry through
  - Guest lectures by successful leaders and entrepreneurs
  - Workshops
  - IPIPI (Industry project integrated placement initiative) where participant work with a company on a project or an assignment to enhance their learning

The program aims to create first line General Managers. It helps polish participant's qualities and develop skills that are required to take on challenging roles in today's corporate sector. It gives participants a holistic view of the business; with an option to specialize in specific interest area, thus enhancing their knowledge in the functional area of interest.

Average Experience	7 years
Average International Experience	1.7 years
Number of participants participating in Placements	76
Number of International Placements	2
Entrepreneurship	1
Number of participants joined Start up	3
Highest salary (International)	56 lacs
Highest Indian Salary	28.5 lacs
Average Salary	15.63 lacs
Average % rise over incoming salary	68.7%

The specialization areas include:  
Marketing, Finance, Information Management and Operations Management

Last year over 56 companies participated and 41 recruited across various domains such as technology, BFSI, Telecom, consulting, Digital content and power.

*My one-year at SP Jain has been an enriching experience from multiple perspectives – professional practice, academic learning and networking. The course duration was good enough to polish off our uninitiated managerial practice with a formal education, while being short enough to take a brief sojourn from the industry. The academic rigor was relentless – from the Harvard-inspired case-study pedagogy adopted by the school to the business simulation games - and the ensuing takeaways, ever enlightening. The importance given to ethics – in courses like Gita Shibir and DOCC (Development of Corporate Citizenship) helped one introspect on karma, conscience and the universe.*

**Shaema Arif**  
Marketing Manager

The recruiting companies for the batch ranged from established global leaders to promising start up firms offering various senior management roles. The domains of participating companies were – Consulting, Healthcare, IT Consulting/ Services, Banking and Financial Services, Energy and Automotives. Below is a representative list of the recruiters and roles offered:

## Recruiting Companies

Accenture	Frost & Sullivan	KPMG	Sodexo
Anthelio	GE	KPIT Cummins	Spanco
Atos	Gazprom	L&T Infotech	Syntel
Ashok Leyland	Gartner	Mc Kinsey KC	Tata Communications
Avalon	Genpact	Microsoft	Thoughtworks
Apeejay	Honeywell	MAQ	TVS Motors
Barclays	Hunt Partners	Michael Page	Tata Motors
Bosch	Headstrong	M & M	Tholons
Capgemini	HP	NIIT	Valcon
Chep	ITC	NEC-HCL	Vn vision
Coke	ICICI Bank	NCR	Wipro
Directi	Infosys	PwC	Zinnov
Dell	IBM	Prime Focus	Zenzar
Emkay Global	JP Morgan	SAP	Cognizant
E&Y	Jyoti Structure	Searce	TCS

## Roles Offered

AVP	Client Partner	Project Manager	Manufacturing Consultant
Consultant	Manager	Sr.Consultant	Business Development Manager
Manager-Strategy	Branch Manager	Associate Manager	Operations Manager
Senior Manager	Principal	Program Manager	Solutions Pricing Analyst
Asst. General Manager	Product Manager	Domain Consultant	Manufacturing Specialist
Marketing Manager	Lead Consultant	Business Analyst	Product Program Manager

*The PGPM program really brings out the best of SPJIMR as an institute. The faculty is indeed top class and highly experienced and this showed in the way classroom full of experienced professionals were steered during case discussions. Apart from a great set of faculty, the other key aspect of any great institute is the set of participants that take the classroom to another level. I found all my peers to be creative, sincere and quite brilliant in their own way.. SPJIMR has done a great job at keeping the curriculum up to date with the latest topics in business and academics with custom tailoring as per the batch composition every year. The result is a common base of knowledge but a different value-add to each participant in the direction chosen by them.*

**Akshay Kaul**  
Business Development Manager

# PGPM 2012..One Life. One Decision. One Year!

The current batch of PGPM is a diverse blend of future leaders. The batch has participants ranging from a two time Olympian to an army veteran to one of India's few wine trainers. The batch that boasts of being handpicked from varied industries enjoys a healthy and cohesive learning environment. Listed below is a snapshot of the batch profile.

## PGPM 2012 Batch Statistics

### Batch

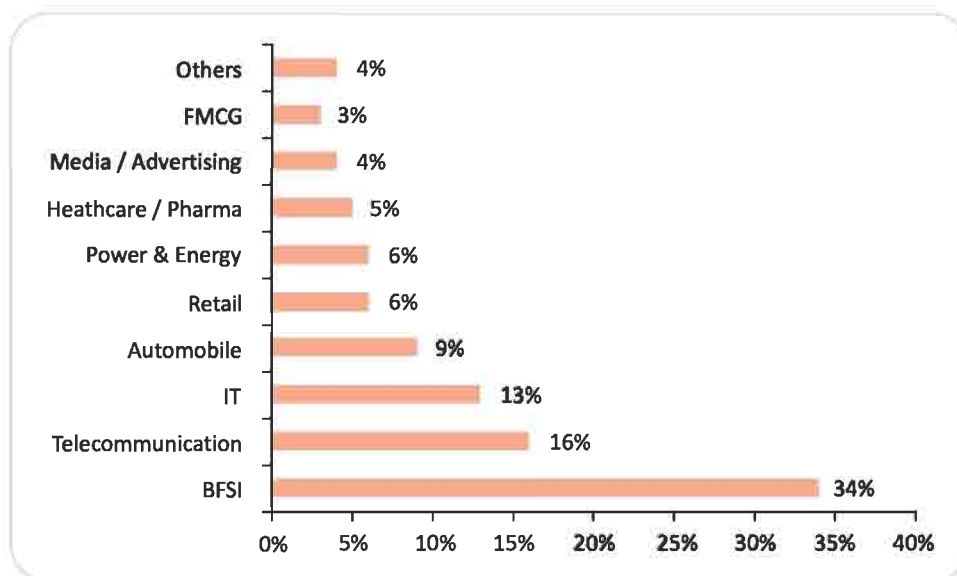
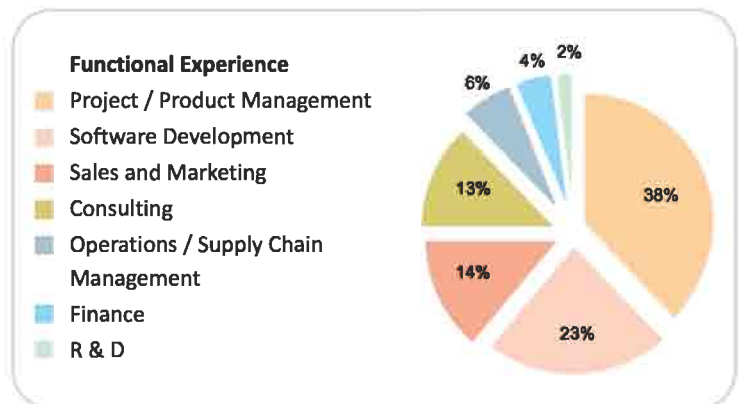
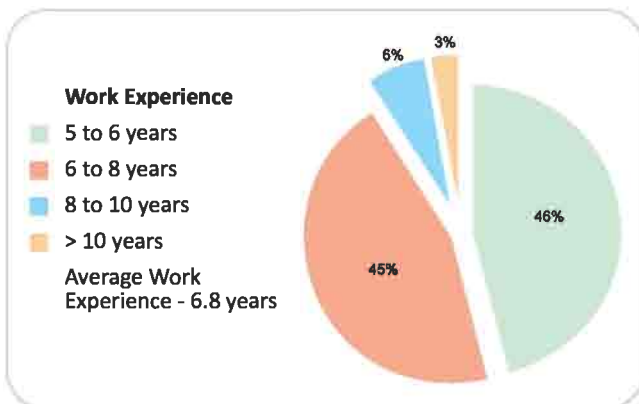
Total number of participants	101
Total number of female participants	17
Total number of male participants	84

### Age Distribution

Below 28 years	38%
28 - 30 years	46%
Above 30 years	16%

### International Experience

% of participants with international exp	63%
Average international exp	1.3 years



BHARATIYA VIDYA BHAVAN'S

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