

B-School Placements

Top Talent Meets Top Dollar

The graduating class of 2005 at the leading B-schools saw foreign recruiters make record offers and, surprise, an equally record number of students spurning them in favour of local jobs. Salaries, of course, continued to head north. A *Business Today-Coolavenues.com* study.



IIM-A: Jubilant students celebrate another year of record placements at the most coveted B-school in India

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AFTER FIVE LONG YEARS, PLACEMENTS this year at top B-schools looked a lot more like those of the boom days of 2000. At the top three Indian Institutes of Management (Ahmedabad, Bangalore and Calcutta), there were just three students per recruiter, and the top dollar salary touched a jaw-dropping \$152,000 (Rs 66.8 lakh, went to an IIM-A student) and the highest rupee salary stood at Rs 16 lakh, which was snagged by IIM-C.

If the 2005 placement season was different from that of 2000, it was only in one respect. There was no supply crunch. Most of the B-schools surveyed by *Business Today-Coolavenues.com* for this report had upped intake by 50 per cent in the last five years. Also, top-drawer recruiters seemed more willing to cast their net wider to include the non-IIM schools. For instance, the S.J. Mehta School of Management in IIT Bombay, XLRI Jamshedpur, NITIE and Jamnalal Bajaj Institute of Management Studies reported average rupee salaries within spitting distance of the IIMs.

In terms of career choices, consulting continued on its year-old comeback. A fifth of IIM-A's graduating class opted for consulting

B-SCHOOLS BY THE NUMBERS

Institute	Number of students	Number of recruiters	Average Indian salary (Rs lakh/year)	Highest Indian salary (Rs lakh/year)	Average US dollar salary	Highest US dollar salary	Total offers made	Offers accepted	Offers per student	No. of PPOs	Students not participated in placements	Highest overseas offer came from	Highest domestic offer came from
IIM Ahmedabad	247	76	7.9	14.5	80,000	152,000	477	247	1.93	N.A.	3	HSBC, London	GECIS
IIM Bangalore	197	78	8.25	15	72,000	120,000	328	191	1.71	43	6	N.A.	N.A.
IIM Calcutta	240	78	8.32	16	93,826	123,500	391	240	1.7	55	0	Bank of America	Sun Group
IIM Indore	112	49	8.16	N.A.	n.a.	n.a.	202	112	1.8	9	0	n.a.	N.A.
IIM Kozhikode	120	55	7.3	10.15	85,000	85,000	194	120	1.62	16	0	Capital One	Deloitte Consulting
IIM Lucknow	219	85	7.03	14	68,000	70,000	331	218	1.51	24	1	HSBC i-Bank	McKinsey & Company
IMI, Delhi	119	38	5.2	8.1	n.a.	n.a.	117	105	1.12	9	14	n.a.	Power Finance Corp.
IMT Ghaziabad (PGDBM + PGDHRM)	165	47	5.43	7.8	1,00,000	1,00,000	171	159	1.1	2	6	Olam International	Marico Industries
JBIMS, Mumbai	108	42	7.04	9.35	n.a.	n.a.	149	107	1.41	15	1	n.a.	Accenture
NITIE, Mumbai	86	40	7.2	10.23	43,000	45,000	142	85	1.7	23	1	Barclays Capital	SAP ICG
SJMSOM, IIT Mumbai	52	74	7.43	11	60,000	N.A.	85	52	1.64	6	0	N.A.	eClerx
XIM Bhubaneswar	116	46	5.24	9	84,000	84,000	200	115	1.74	5	1	Sierra Atlantic	Wipro Technologies
XLRI Jamshedpur	177	54	7.43	12	80,000	80,000	222	174	1.3	30	4	Mittal Steel	BCG

Salary details have been provided by third party sources and have not been verified with recruiters. N.A. Not available. n.a. Not applicable. Source: CoolAvenues-Business Today Placement Report. PPOs: Pre placement offers. PGDBM: Post graduate diploma in business management. PGDHRM: Post graduate diploma in human resources management.

Ahmedabad
Places the biggest batch (247) and gets the highest dollar salary offer of \$152,000

Bangalore
Records 100 per cent acceptance on Day 1, the highest of all IIMs

Calcutta
Attracts the first big private equity recruiter, Sun Group, which otherwise only recruits at Ivy League schools

Indore
Reported a 66 per cent increase in the number of recruiters, including first-timers like ITC, Duetsche Bank and JP Morgan

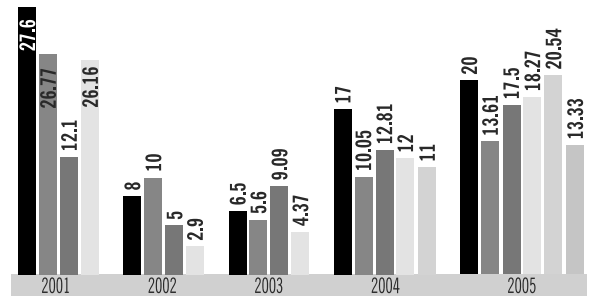
Kozhikode
Saw Capital One, a US-based financial services giant, debut and make an offer for \$85,000

Lucknow
Its Higher Entry Placement Programme fetched a record 65 offers, and top recruiters were firms like Accenture and McKinsey

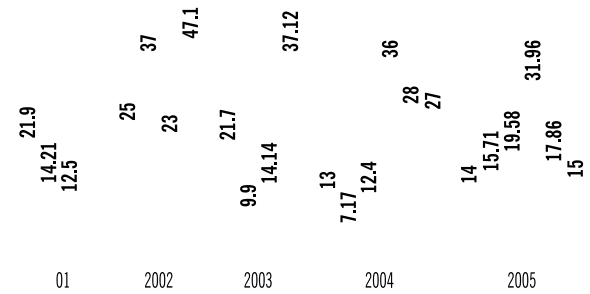
IIM-b: Freshly-minted MBAs wait their turn for an interview on the Bannerghatta campus

CONSULTING

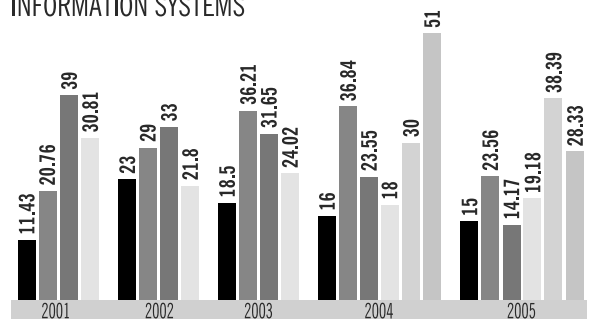
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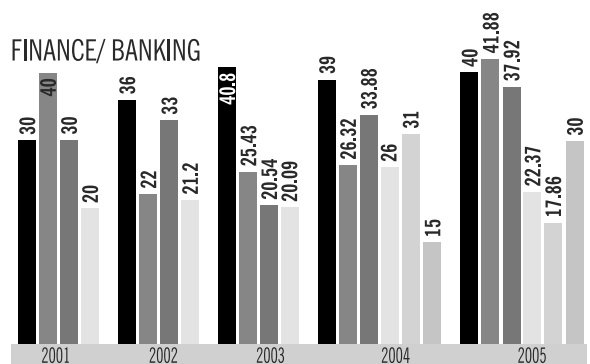
Figures are per cent of batches placed in Consulting



INFORMATION SYSTEMS



FINANCE/ BANKING



Figures are per cent of batches placed in Finance/ Banking

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