000153ac.qxd 11/8/98 6:44 PM Page 6

SALARIES 98 — CAMPUS COMPENSATION

Company On Campus	School: No. Of Students Recruited/No. Of Jobs Offered (Day Of Campus Visit)	Min-Max Salary 98	Salary 97	Salary 98	%△
Nexgen	IIM-C: **3/3 (n.d.)** + NITIE: **1/1 (2)** = **4/4**	18,750⇨18,750	15,000	18,750	25.00
Nicco Parks & Resorts	XIMB: **1/1 (n.d.)** = **1/2**	11,667⇨11,667	●	11,667	●
NIIT	SCMHRD: **1/1 (n.d.)** + XIMB: **1/1 (n.d.)** = **2/2**	14,167⇨14,167	●	14,167	●
Noble & Hewitt	IMT: **1/n.d. (1)** + XLRI: **5/5 (n.d.)** = **6/6+**	25,000⇨37,500	26,875	31,250	16.28
NOCIL	IIM-L: **3/3 (n.d.)** + JB: **n.d./1 (3)** + SIBM: **2/2 (n.d.)** = **5/6**	16,667⇨17,417	15,933	16,917	6.18
NSIKI Bearings	Sym: **2/2 (n.d.)** + Som: **2/2 (n.d.)** = **4/4**	11,667⇨11,667	●	11,667	●
Nucleus Software	Sym: **2/2 (n.d.)** + Som: **2/2 (n.d.)** = **4/4**	13,333⇨13,333	●	13,333	●
Ogilvy & Mather	SIM: **1/1 (n.d.)** = **1/1**	12,500⇨12,500	●	12,500	●
Olam International	IIM-A: **2/2 (n.d.)** + IIM-B: **n.d./1 (3)** + IIM-C: **1/1 (n.d.)** + JB: **1/1 (2)** + XLRI: **1/1 (n.d.)** = **5/6**	176,667⇨185,500	●	181,083	●
Olivia	Sym: **1/2 (n.d.)** + Som: **1/2 (n.d.)** = **2/4**	12,500⇨12,500	●	12,500	●
ONGC	IIM-B: **n.d./4 (4)** + IIM-C: **3/3 (n.d.)** + IIM-L: **3/5 (n.d.)** + JB: **4/4 (4)** + MDI: **5/5 (2)** + XLRI: **3/4 (n.d.)** = **18/25**	12,500⇨25,000	●	18,125	●
Onida	Sym: **4/5 (n.d.)** + SCMHRD: **2/2 (n.d.)** + SIBM: **3/3 (n.d.)** + NITIE: **1/2 (3)** + Som: **4/5 (n.d.)** + XIMB: **3/4 (n.d.)** = **17/21**	10,000⇨19,167	●	13,028	●
Oracle India	SP: **n.d./n.d. (n.d.)** = **n.d./n.d.**	46,667⇨46,667	●	46,667	●
ORG-MARG	XIMB: **3/4 (n.d.)** = **3/4**	14,667⇨14,667	13,933	14,667	5.27
Paper Products	IMT: **1/n.d. (3)** + NMIMS: **3/3 (n.d.)** + SIBM: **n.d./n.d. (n.d.)** + SIM: **3/3 (3)** = **7/7+**	11,667⇨15,417	●	14,271	●
PepsiCo	IIMs: **4/6 (1)** + FMS: **3/3 (n.d.)** + Sym: **2/3 (n.d.)** + XLRI: **1/3 (n.d.)** + Som: **2/3 (n.d.)**[34] = **12/18**	13,333⇨30,000	23,111	20,667	–10.58
Perfect Moulds	SCMHRD: **1/1 (n.d.)** = **1/1**	9,000⇨9,000	●	9,000	●
Perfetti	IMT: **4/n.d. (1)** + MDI: **3/3 (1)** = **7/7+**	12,500⇨15,000	12,500	13,750	10.00
Pfizer	NMIMS: **3/3 (n.d.)** + Sym: **1/2 (n.d.)** + NITIE: **2/2 (1)** + Som: **1/2 (n.d.)** = **7/9**	12,000⇨16,667	●	15,375	●
Philips	IIM-B: **n.d./5 (n.d.)** + IIM-C: **1/1 (n.d.)** + IIM-L: **2/2 (n.d.)** + JB: **3/3 (1)** + NMIMS: **4/4 (n.d.)** + XLRI: **n.d./1 (n.d.)** = **10/16**	10,833⇨21,667	13,810	16,875	22.19
Piramal Enterprises	JB: **1/1 (4)** + NMIMS: **3/3 (n.d.)** + Sym: **3/4 (n.d.)** + Som: **3/4 (n.d.)** + SCMHRD: **3/4 (n.d.)** = **13/16**	10,833⇨15,000	10,833	12,292	13.47
Polaris Software	IMT: **6/n.d. (2)** + XIMB: **10/14 (n.d.)** = **16/16+**	15,417⇨15,833	13,333	15,625	17.19
Power Finance Corp.	IIMs: **4/6 (3)** + JB: **2/2 (4)** + FMS: **2/2 (n.d.)** + IMT: **2/n.d. (2)** + MDI: **3/3 (2)** + XLRI: **1/2 (n.d.)**[35] = **14/15**	15,000⇨23,333	●	18,194	●
Powerbuild	Gor: **2/2 (n.d.)** = **2/2**	8,333⇨8,333	●	8,333	●
Pratibha Advertising	NMIMS: **2/2 (n.d.)** = **2/2**	10,833⇨10,833	●	10,833	●
PriceWaterhouseCoopers**	IIMs: **9/17 (2)** + SCMHRD: **2/2 (n.d.)** + SIBM: **n.d./n.d. (n.d.)** + XLRI: **9/9 (n.d.)** + XIMB: **13/14 (n.d.)**[36] = **41/46**	16,667⇨22,500	19,120	18,929	–1.00
Procter & Gamble	IIM-A: **18/23 (1)** + SIBM: **n.d./n.d. (n.d.)** + NITIE: **2/2 (1)** + XLRI: **2/2 (n.d.)**[37] = **22/27**	18,917⇨25,000	21,667	22,583	4.23
Punj Lloyd	IMT: **1/n.d. (3)** + MDI: **1/1 (4)** + SIBM: **n.d./n.d. (n.d.)** + UBS: **1/1 (n.d.)** + UDMS: **n.d./n.d. (n.d.)** = **3/3+**	10,000⇨12,500	11,000	11,250	2.27
Punjab Electricity Board	SIM: **1/1 (BPW)** = **1/1**	12,500⇨12,500	●	12,500	●
Qualteam Consultants	NMIMS: **3/3 (n.d.)** + SIM: **n.d./1 (3)** = **3/4**	14,167⇨15,000	12,500	14,583	16.66
Quantum Market Research	Sym: **2/2 (n.d.)** + Som: **2/2 (n.d.)** = **4/4**	13,333⇨13,333	●	13,333	●
Qimpro	Sym: **2/3 (n.d.)** + Som: **2/3 (n.d.)** = **4/6**	13,333⇨13,333	●	13,333	●
Rajdoot Paints	MDI: **1/1 (4)** + UDMS: **n.d./n.d. (n.d.)** = **1/1**	10,000⇨12,500	8,167	11,250	37.74
Rallis	SIBM: **n.d./n.d. (n.d.)** + UBS: **6/9 (n.d.)** = **6/9**	10,000⇨10,000	14,167	10,000	-29.41
Ramco Systems	IIMs: **17/31 (3)** + JB: **4/6 (2)** + NMIMS: **6/6 (n.d.)** + BIM: **2/3 (n.d.)** + SP: **n.d./7 (n.d.)** + XLRI: **1/3 (n.d.)**[38] = **30/56**	15,000⇨25,000	18,549	20,133	8.54
Reader's Digest India	Sym: **1/1 (n.d.)** + Som: **1/1 (n.d.)** = **2/2**	11,667⇨11,667	●	11,667	●
Reckitt & Coleman	IIM-L: **2/2 (n.d.)** + FMS: **3/3 (n.d.)** = **5/5**	17,000⇨17,000	15,694	17,000	8.32
Reliance Industries	SCMHRD: **4/4 (n.d.)** + SIM: **1/1 (n.d.)** + XLRI: **5/9 (n.d.)** + Som: **2/3 (n.d.)** + XIMB: **2/2 (n.d.)**[39] = **20/28**	14,167⇨21,667	14,667	16,726	14.04
Research International	Sym: **2/3 (n.d.)** = **2/3**	13,333⇨13,333	●	13,333	●
Richard Ellis	IMT: **2/n.d. (1)** + JB: **2/2 (1)** = **4/4+**	22,500⇨22,500	16,500	22,500	36.36
RK Swamy-BBDO	MDI: **2/2 (3)** = **2/2**	10,000⇨10,000	●	10,000	●
RPG Enterprises	IIM-B: **n.d./1 (n.d.)** + IIM-L: **n.d./n.d. (n.d.)** + MDI: **1/1 (1)** = **1/2**	20,833⇨20,833	15,917	20,833	30.89
Satyam Computers	IMT: **2/n.d. (2)** + MDI: **3/3 (1)** + SCMHRD: **2/2 (n.d.)** + SIBM: **4/5 (n.d.)** + MDI: **1/1 (2)** + SP: **n.d./6 (n.d.)** = **12/17**	10,417⇨20,833	17,917	15,208	–15.12
Saurashtra Cement	Gor: **4/5 (n.d.)** = **4/5**	9,167⇨9,167	●	9,167	●
SB Billimoria	IIM-B: **n.d./1 (4)** + BIM: **1/1 (n.d.)** = **1/2**	12,167⇨12,167	11,583	12,167	5.04
SBI Caps	IIM-A: **3/4 (n.d.)** + IIM-B: **n.d./5 (2)** + IIM-C: **4/4 (n.d.)** + JB: **2/2 (1)** = **9/15**	26,750⇨26,750	25,375	26,750	5.42
SBI Funds	JB: **1/1 (1)** = **1/1**	26,750⇨26,750	22,917	26,750	16.73
Sella Synergy	BIM: **1/1 (n.d.)** = **1/1**	10,000⇨10,000	●	10,000	●
Sembawang Shriram	Pai: **3/3 (3)** = **3/3**	10,000⇨10,000	10,000	10,000	■
Shopper's Stop	NMIMS: **3/4 (n.d.)** + Sym: **3/3 (n.d.)** + SCMHRD: **1/1 (n.d.)** + Som: **3/3 (n.d.)** = **10/11**	12,500⇨12,500	10,833	12,500	15.39
SHV Eergy	SIM: **2/2 (3)** = **2/2**	12,500⇨12,500	●	12,500	●
SIDBI	JB: **2/2 (3)** + Pai: **3/3 (5)** = **5/5**	15,000⇨15,000	13,750	15,000	9.09
Siemens	JB: **1/1 (5)** + NMIMS: **3/3 (n.d.)** = **4/4**	16,667⇨16,667	15,556	16,667	7.14

Salaries in Rs per month n.d.: Not Disclosed PPO: Pre-Placement Offer BPW: Before Placement Week OC: Outside Campus ●Company did not recruit from campuses last year Total offers accepted exceeding total offers made is due to B-schools Management A: Ahmedabad B: Bangalore C: Calcutta L: Lucknow IMT: Institute of Management Technology, Ghaziabad JB: Jamnalal Bajaj Institute of Management Studies, Mumbai MDI: Management Development Institute, Gurgaon Mumbai SP: S.P. Jain Institute of Management & Research, Mumbai Sym: Sydenham, Mumbai XIMB: Xavier Institute of Management, Bhubaneswar XLRI: XLRI, Jamshedpur SCMHRD: Symbiosis Centre For Management & Human Resource Anna University, Chennai Gor: Gordhanbhai Institute Of Management, Sardar Patel University, Vallabh Vidyanagar, Gujarat

[34]IIM-A: **1/2 (n.d.)** + IIM-B: **n.d./1 (1)** + IIM-C: **3/3 (n.d.)** [35]IIM-B: **n.d./2 (3)** + IIM-C: **2/2 (n.d.)** + IIM-L: **2/2 (n.d.)** [36]IIM-A: **4/7 (n.d.)** + IIM-B: **n.d./3 (2)** + IIM-C: **2/4 (n.d.)** + IIM-L: **3/3 (n.d.)** + JB: **2/2 (1)** + FMS: **2/2 (n.d.)** + IMT: **4/n.d. (1)**
[37]IIM-A: **6/9 (n.d.)** + IIM-B: **n.d./1 (1)** + IIM-C: **6/7 (n.d.)** + IIM-L: **6/6 (n.d.)** [38]IIM-A: **3/7 (n.d.)** + IIM-B: **n.d./4 (3)** + IIM-C: **7/11 (n.d.)** + IIM-L: **7/9 (n.d.)** [39]JB: **n.d./2 (2)** + NMIMS: **4/4 (n.d.)** + Sym: **2/3 (n.d.)**

SALARIES 98 — CAMPUS COMPENSATION

Company On Campus	School: No. Of Students Recruited/No. Of Jobs Offered (Day Of Campus Visit)	Min-Max Salary 98	Salary 97	Salary 98	%△
Siemens Infosystem	NITIE: **5/6 (2)** = **5/6**	20,833⇨20,833	●	20,833	●
Silktex	Pai: **1/1** (PPO) = **1/1**	10,000⇨10,000	●	10,000	●
Sista Saatchi & Saatchi	IMT: **1/n.d. (4)** = **1/1+**	10,000⇨10,000	●	10,000	●
Smartchip	MDI: **3/3 (3)** = **3/3**	14,583⇨14,583	●	14,583	●
SMG Securities	NMIMS: **4/4 (n.d.)** + SIM: **1/1 (5)** = **5/5**	8,333⇨8,333	●	8,333	●
SmithKline Beecham	IIM-C: **4/4 (n.d.)** + FMS: **2/2 (n.d.)** + SIBM: **2/2 (n.d.)** + XLRI: **4/4 (n.d.)** + Pai: **n.d./n.d. (n.d.)**[40] = **12/22**	29,167⇨36,667	●	31,806	●
Sofres-Mode	SIM: **1/1 (3)** = **1/1**	17,500⇨17,500	●	17,500	●
Sonata Software	Pai: **5/5 (OC)** + XIMB: **3/3 (n.d.)** = **8/8**	13,667⇨23,333	13,604	18,500	35.99
Sony TV	JB: **1/1 (5)** = **1/1**	13,333⇨13,333	●	13,333	●
SPCNL	FMS: **2/2 (n.d.)** = **2/2**	22,083⇨22,083	●	22,083	●
SRF	MDI: **1/1 (1)** + XLRI: **n.d./2 (n.d.)** + XIMB: **2/2 (n.d.)** = **3/5**	18,333⇨18,333	13,889	18,333	32.00
SSKI	SCMHRD: **1/1 (n.d.)** = **1/1**	20,000⇨20,000	●	20,000	●
Standard Chartered Bank	IIMs: **6/11 (2)** + JB: **3/3 (1)** + FMS: **2/2 (n.d.)** + NMIMS: **2/3 (n.d.)** + XLRI: **1/1 (n.d.)**[41] = **14/20**	26,667⇨32,500	19,861	28,097	41.47
Steelage Industries	Pai: **4/5 (1)** + XIMB: **5/6 (n.d.)** = **9/11**	8,333⇨12,500	8,000	10,417	30.21
Sterlite Industries	BIM: **2/2 (n.d.)** = **2/2**	14,000⇨14,000	●	14,000	●
Sudaram Clayton	BIM: **5/5 (n.d.)** = **5/5**	12,500⇨12,500	11,167	12,500	11.94
SWIL	MDI: **n.d./2 (4)** = **n.d./2**	10,000⇨10,000	●	10,000	●
Swiss Glass Coat	Gor: **1/2 (n.d.)** = **1/2**	8,333⇨8,333	●	8,333	●
Syscom Smartchip	IMT: **4/n.d. (4)** = **4/4+**	14,000⇨14,000	10,833	14,000	29.23
Tata Administrative Svs	IIM-C: **1/1 (n.d.)** + IIM-L: **n.d./2 (n.d.)** + SIM: **1/1 (BPW)** + XLRI: **2/2 (n.d.)** + UDMS: **n.d./n.d. (n.d.)** = **4/6**	20,833⇨23,333	20,833	22,083	6.00
Tata Donnelley	UBS: **2/3 (n.d.)** + Pai: **1/2 (1)** = **3/5**	8,333⇨8,333	8,000	8,333	4.16
Tata Finance	SIM: **3/3 (3)** = **3/3**	13,333⇨13,333	10,000	13,333	13.33
Tata Honeywell	SCMHRD: **2/2 (n.d.)** + SIBM: **n.d./n.d. (n.d.)** = **2/2**	10,000⇨10,000	●	10,000	●
Tata Housing Finance	IMT: **1/n.d. (3)** + Sym: **1/2 (n.d.)** + BIM: **1/2 (n.d.)** + Som: **1/2 (n.d.)** = **4/6**	10,417⇨15,417	9,750	13,125	34.62
Tata Infotech	Pai: **3/4 (OC)** + UDMS: **n.d./n.d. (n.d.)** + Anna: **n.d./4 (n.d.)** + XIMB: **n.d./4 (n.d.)**[42] = **19/27**	8,333⇨8,333	10,833	8,333	-23.07
Tata Interactive Systems	IIM-C: **2/2 (n.d.)** + XIMB: **2/3 (n.d.)** = **4/5**	14,167⇨14,167	●	14,167	●
Tata International	UDMS: **n.d./n.d. (n.d.)** = **n.d./n.d.**	12,500⇨12,500	●	12,500	●
Tata Liebert	Sym: **2/3 (n.d.)** + Som: **2/3 (n.d.)** = **4/6**	11,667⇨11,667	●	11,667	●
Tata Ryerson	MDI: **1/1 (3)** = **1/1**	17,500⇨17,500	●	17,500	●
Tata Technologies	NITIE: **2/2 (2)** = **2/2**	18,333⇨18,333	●	18,333	●
Tata Consultancy Svs	BIM: **4/6 (n.d.)** + SIM: **8/8 (1)** + Pai: **4/6 (2)** + UDMS: **n.d./n.d. (n.d.)** + Som: **7/8 (n.d.)** + XIMB: **1/5 (n.d.)**[43] = **33/47**	7,500⇨13,000	●	10,521	●
TECS	BIM: **1/1 (n.d.)** = **1/1**	12,500⇨12,500	●	12,500	●
TELCO	SCMHRD: **2/2 (n.d.)** + SIBM: **n.d./n.d. (n.d.)** + SIM: **4/4 (1)** + XLRI: **3/3 (n.d.)** + UBS: **1/1 (n.d.)** + XIMB: **n.d./4 (n.d.)**[44] = **17/18**	13,833⇨17,917	14,958	15,774	5.46
Thermax	SCMHRD: **1/1 (n.d.)** + SIBM: **n.d./n.d. (n.d.)** = **1/1**	9,000⇨10,000	●	9,500	●
Thermax Culligan	SCMHRD: **2/2 (n.d.)** = **2/2**	9,000⇨9,000	●	9,000	●
Thomson Electronics	XIMB: **1/1 (n.d.)** = **1/1**	17,500⇨17,500	●	17,500	●
Times Guaranty Financials	Pai: **8/9 (1)** + XIMB: **7/9 (n.d.)** = **15/18**	9,167⇨10,000	9,167	9,583	4.54
TNT Express	IMT: **1/n.d. (3)** + NMIMS: **2/3 (n.d.)** + SIBM: **n.d./n.d. (n.d.)** + XIMB: **1/1 (n.d.)** = **4/4**	11,333⇨15,833	●	12,708	●
Trans Indus	IIM-A: **2/2 (n.d.)** = **2/2**	266,667⇨266,667	●	266,667	●
TTK Prestige	Sym: **2/3 (n.d.)** + BIM: **2/3 (n.d.)** + Pai: **1/2 (8)** + Som: **2/3 (n.d.)** = **7/11**	8,000⇨11,667	8,000	9,834	22.93
UB Group	Pai: **1/1 (OC)** = **1/1**	14,167⇨14,167	12,667	14,167	11.84
Unit Trust of India	IIMs: **5/8 (3)** + JB: **8/8 (3)** + FMS: **3/3 (n.d.)** + NMIMS: **5/6 (n.d.)** + MDI: **1/2 (1)** + XLRI: **1/2 (n.d.)**[45] = **23/29**	10,000⇨18,333	12,472	13,167	5.57
UPS Worldwide	NITIE: **2/2 (2)** = **2/2**	20,000⇨20,000	●	20,000	●
Usha International	MDI: **n.d./5 (4)** + Sym: **2/2 (n.d.)** + SCMHRD: **3/3 (n.d.)** + Som: **2/2 (n.d.)** = **7/12**	11,250⇨12,500	10,472	11,979	14.39
Vardhman	UBS: **4/4 (n.d.)** + XIMB: **1/2 (n.d.)** = **5/6**	14,167⇨14,167	●	14,167	●
Vedika Software	SIBM: **n.d./n.d. (n.d.)** = **n.d./n.d.**	10,833⇨10,833	●	10,833	●
Venire Industries	XIMB: **1/1 (n.d.)** = **2/2+**	18,667⇨18,667	●	18,667	●
Voltas	IMT: **2/n.d. (4)** + Sym: **2/3 (n.d.)** + Som: **2/3 (n.d.)** = **6/6**	14,000⇨15,000	10,417	14,667	40.80
Whirlpool	IIM-L: **n.d./2 (n.d.)** + JB: **1/1 (1)** + FMS: **1/1 (n.d.)** + SIBM: **n.d./n.d. (n.d.)** + XLRI: **2/2 (n.d.)** = **4/6**	23,333⇨23,333	20,950	23,333	11.37
Wimco	SIM: **2/2 (4)** = **2/2**	12,000⇨12,000	●	12,000	●
Wipro	IIM-B: **2/9 (n.d.)** + IIM-C: **n.d./3 (n.d.)** + NMIMS: **2/2 (n.d.)** + SIBM: **1/1 (n.d.)** + XLRI: **n.d./2 (n.d.)** = **5/17**	17,500⇨19,167	●	18,333	●
Wockhardt	NMIMS: **2/3 (n.d.)** + SIMR: **3/4 (n.d.)** + KJ: **3/4 (n.d.)** = **8/11**	10,833⇨11,667	9,792	11,389	16.31
Zuari Agro	SIBM: **n.d./n.d. (n.d.)** = **n.d./n.d.**	8,333⇨8,333	●	8,333	●

not disclosing data ■: No change in salary over previous year BIM: Bharathidasan Institute of Management, Tiruchirapalli FMS: Faculty of Management Studies, Delhi FORE: FORE School of Management, Delhi IIM: Indian Institute of NITIE: National Institute of Industrial Engineering, Mumbai NMIMS: Narsee Monjee Institute of Management Studies, Mumbai Pai: T.A. Pai Management Institute, Manipal Som.: S.J. Somaiya Institute of Management Studies & Research, Development, Pune SIBM: Symbiosis Institute Of Business Management, Pune UBS: University Business School, University Of Punjab, Chandigarh UDMS: Department Of Management Studies, Pune Anna: Department Of Management Studies,

[40]SP: **n.d./10 (n.d.)** [41]IIM-A: **2/3 (n.d.)** + IIM-B: **n.d./4 (2)** + IIM-C: **3/3 (n.d.)** + IIM-L: **1/1 (n.d.)** [42]SP: **n.d./1 (n.d.)** + Som: **3/3 (n.d.)** [43]JB: **n.d./4 (5)** + Sym: **7/8 (n.d.)** + NITIE: **2/2 (3)** [44]JB: **2/4 (3)** + IMT: **5/ (1)** [45]IIM-A: **2/2 (n.d.)** + IIM-B: **n.d./3 (3)** + IIM-C: **2/2 (n.d.)** + IIM-L: **1/1 (n.d.)** **Hiring completed before merger with Coopers & Lybrand

NMIMS: **3/3 (N.D.)** + Sym: **3/3 (N.D.)** + SIBM: **7/9 (N.D.)** +

~~Times Of India IIM-A: 4/5 (N.D.) + Sym: 3/3 (N.D.) + SIM: 4/4 (4) + Som: N.D./3 (3) = 11/15~~

Tata Infotech NMIMS: **3/3 (N.D.)** + Sym: **3/3 (N.D.)** + SIBM: **7/9 (N.D.)** + SP: **N.D./1 (N.D.)** + Pai: **3/4 (OC)** + UDMS: **N.D./N.D. (N.D.)** + Som: **3/3 (N.D.)** + Anna: **N.D./4 (N.D.)** + XIMB: **/4 (N.D.)** = **19/27**

8,333⇨8,333 10,833

13,333 14.167