

## No of Cos for IIM-B Lateral Placements Jump 100%

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The number of companies visiting Indian Institute of Management Bangalore (IIM-B) for lateral placements increased by 100% this year compared with 2010, the institute said in a statement. The number of students accepting offers increased by 70% year-on-year, the statement added.

Management consulting firms dominated the lateral placements with more than 55% of the offers.

While Deloitte was a clear favourite with 13 acceptances, Infosys Consulting had 11 acceptances. Other firms with management consulting positions were Accenture, Ernst & Young, PwC, Virtusa, Cognizant Business Consulting and Wipro. Infosys Consulting, ZS Associates and Siemens

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showed a clear preference for IIM-B as they did not visit other IIMs.

Lateral placements from financial Services

increased this year too with Yes Bank and Chrys Capital being the largest recruiters. A Dutch bank offered a student an international assignment as well.

Around 15% of the lateral offers were made in the general management sector that included multiple offers by the Aditya Birla Group, the Hinduja group, Philips, Schneider and the Adani Group. Companies like HCL, Indus Valley Partners, InfoEdge, McAfee, Microsoft and NetApp offered product management profiles.

The final placement process for the 2011 batch would start from March 5. More than 100 companies are expected to roll out offers to 348 students. Around 16 have opted out of the placement process to pursue entrepreneurial ventures.

## Big Jump in Finance Offers at IIM-C

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Boom times are back on the IIM Calcutta (IIM-C) campus. The 388-strong Class of 2011 went into Day 0, Slot Zero of the final placements on Thursday with 235-plus offers in hand including PPOs (pre-placement offers) and laterals, nearly double the 125 offers it had last year.

Sources claim that the first day of IIMC's final placements saw over 25 companies in the finance and consulting space make close to 60 offers to students till late evening, an over 20% jump from last year.

Finance, traditionally IIM-C's stronghold, saw a manifold increase in the number of offers made, with investment banks like UBS, Morgan Stanley, Citigroup, Deutsche Bank and HSBC picking up students for international desks, including Singapore. Students had already received around 92 PPOs from firms like Goldman Sachs, Morgan Stanley, Barclays Capital, RBS, JP Morgan and Credit Suisse. Japanese investment bank Daiwa Securities recruited 6 students exclusively from IIM Calcutta this year. Consulting firms lead the pack with the maximum number of offers on Day 0, with McKinsey & Co making 13 offers including 4 PPOs for its Singapore, Sydney and India offices. BCG, Bain & Co and AT Kearney recruited in good numbers as well. Essex Lake group, a global consulting firm, was also an exclusive recruiter at IIMC.

Private equity firm Gaja Capital, another IIMC exclusive recruiter, made 3 offers, including one where it decided to set up one of its businesses around one of the recruits. Customer solutions firm DPDHL hired a student for an in-house consulting role for its Miami office.

The lateral placements have also seen more than 145 offers made.

IIM Calcutta has reportedly had the highest PPO conversion rate among IIMs (87.5%) in the top consulting firms, including McKinsey and BCG.