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| --- | --- | --- | --- | --- | --- | --- | --- |
| **Serial Number** | CAT | 2 | 0 |  |  |  |  |
|  | **INDIA TODAY-MDRA BEST COACHING INSTITUTES RANKING – 2020** **(OBJECTIVE QUESTIONNAIRE – CAT PROGRAM)** |
| **INSTRUCTIONS** |
|  | 1. The findings of the survey will be published in weekly newsmagazine India Today and group publications.
2. Please fill information for CAT coaching FLAGSHIP CLASSROOM programs course offered only.
3. The Institute should be offering CAT Program Coaching with minimum 3 passed-out batches by 31st March 2020.
4. FLAGSHIP PROGRAM of the coaching institute is defined as the classroom program for CAT preparation with maximum number of students.
5. The questionnaire is available at our website [w*ww.mdraonline.com*](http://www.mdraonline.com)
6. This questionnaire has twelve printed pages divided into nine sections plus an abbreviation section –

 (1) Coaching Institute Profile (2) Student Selection Process (3) Faculty Quality  (4) Training Process (5) Outcome/Results (6) Facilitation (7) Fees Details (8) Infrastructure & Resources (9) Contact Details1. Please ensure that all section*s* are duly filled-in. Do not leave any question blank. Incomplete questionnaires will not qualify for the final rankings.
2. If any question is not applicable for the coaching institute, clearly mention “Not Applicable” or “NA” in the space provided.
3. Each page of the filled-in questionnaire should be signed by the Institute Head or Director along with official seal of the institute.
4. India Today has a copyright over the survey and rankings.
5. By participating in this ranking, the participating coaching institute agrees that it would provide full co-operation and documentary evidence of the data/ information provided. At the time of visit of MDRA/India Today representative for physical verification, the institute would ensure complete co-operation.
6. Coaching Institutes are requested to provide information only for the CAT coaching program. Number of classrooms, books and all other information should pertain to the CAT coaching programs only, and not the entire institute or other programs.
7. If any information provided by the coaching institute is found to be incorrect during verification, the coaching institute would be ineligible for participation in the ranking process.
8. Until stated otherwise, all information to be provided for 2019.
9. No fee/money is to be paid by any coaching institute for participating in India Today-MDRA Best Caching Institutes ranking to anyone in any manner/mode.
10. Please send the filled-up questionnaire along with supporting documents latest by April 27th, 2020 to the following address:
 |
|   | **Mr. Abhishek AgrawalExecutive Director****Marketing and Development Research Associates (MDRA)** #29, 3rd floor, Community Centre, Saket, New Delhi-110 017Phone: +91-11-26522244, 49849166Email: info@mdraonline.com; bestcoaching@mdraonline.com Website: [www.mdraonline.com](http://www.mdraonline.com) | **For any query, please contact:** **Mr. Abnish JhaProject Director****Marketing and Development Research Associates (MDRA)** #29, 3rd floor, Community Centre, Saket, New Delhi-110 017Phone: +91-11-26522244, 49849166, M : -+91-9582254611Email: abnish@mdraonline.com; bestcoaching@mdraonline.com |
| SECTION A: COACHING INSTITUTE PROFILE  |
| **A1** | Name of the Institute:  |
| **A2** | Number of Centres across India: | **A2a**. Company-Owned Centres |  |
| **A2.b** Franchisee-Owned Centres |  |
| **A3** | Address:  |
| City |  | State |  | Pin |  |  |  |  |  |  |
| **A4** | Phone |  | **A5** | Fax |  |
| **A6** | Email |  |
| **A7** | Website/ Webpage |  |
| **A8** | Year of establishment |  | **A8a.** | When did the 1st batch give CAT exam? |  |
| **A9** | Name of Head of the Coaching Institute |  | **A9a** | Designation |  |

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| **SECTION B: STUDENT SELECTION PROCESS** |
| **B1** | Please provide the following information about the students **admitted in CAT FLAGSHIP CLASSROOM program in your coaching institute** across all centres/ branches |
| **No. of Students admitted in 2019** | **No. of Students admitted in 2018** | **No. of Students admitted in 2017** | **No. of Students admitted in 2016** |
|  |  |  |  |
| **B2** | Total number of applications received for **CAT FLAGSHIP CLASSROOM program** in the following academic years |
| **No. of applications received in 2019** | **No. of applications received in 2018** | **No. of applications received in 2017** | **No. of applications received in 2016** |
|  |  |  |  |
| **B3** | Total number of students in CAT flagship program who were also studying in undergraduate courses in their respective colleges simultaneously |
| **No. of Students in (2019)** | **No. of Students in 2018** | **No. of Students in 2017** | **No. of Students in 2016** |
|  |  |  |  |
| **B4** | Total number of students **who dropped for preparation** and joined **CAT FLAGSHIP CLASSROOM program** in the following academic years |
| **No. of Students in 2019** | **No. of Students in 2018** | **No. of Students in 2017** | **No. of Students in 2016** |
|  |  |  |  |
| **B5** | Total number of experienced (professionally) students who were admitted in **CAT FLAGSHIP CLASSROOM program in your coaching institute**  |
| **No. of Students in 2019** | **No. of Students in 2018** | **No. of Students in 2017** | **No. of Students in 2016** |
|  |  |  |  |
| **B6** | What are the **selection criteria** for students in your CAT FLAGSHIP CLASSROOM program? ***[MULTIPLE RESPONSE POSSIBLE]***  |
| S.N | **Parameters** | **1-Yes/ 2-No** |
| 1 | Entrance Exam |  |
| 2 | College Exam Percentage |  |
| 3 | Other (specify\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_) |  |
| **B7** | What attributes are taken into consideration while selecting a student for your coaching institute? Please Explain. |
|  |
| **B8** | Please elaborate on the selection process at your institute? Also mention any uniqueness of the institute. ***[PROVIDE SUPPORTING DOCUMENTS]*** |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **SECTION C: FACULTY QUALITY [Please provide information of CAT FLAGSHIP CLASSROOM program only]**  |
| **C1** | Please provide information about the following statements across all the functional areas. |
| **S.N.** | Statements | **Number/ Value** |
| 1 | Present total number of **visiting** faculty in 2019 |  |
| 2 | Present total number of **permanent faculty** in 2019 |  |
| 3 | Number of new **permanent faculty** joined in last 3 years |  |
| 4 | Number of applications received in last 3 years for the post of **permanent faculty**  |  |
| 5 | Number of **permanent faculty** left your coaching institute in last 3 years (excluding retired faculty)  |  |
| 6 | Present number of **permanent faculty** with more than **ten years** of coaching/ teaching experience  |  |
| 7 | Average teaching experience of your **permanent faculty** (in years) |  |
| 8 | Total number of **permanent faculty** from IIMs |  |
| 9 | Total number of **permanent faculty** with PhD |  |
| 10 | Average annual salary of **permanent faculty** (In INR) |  |
| 11 | Average student teacher ratio of **FLAGSHIP CLASSROOM** program |  |
| 12 | Do you have faculty feedback mechanism i.e. student to give feedback about faculties? **1-Yes / 2-No** |  |
| **C2** | Total number of **books** published by existing **permanent faculty** in the last five years |  |
| **C3** | Total number of **research papers** published by existing **permanent faculty** in the last five years |  |
| **C4** | What is the faculty selection process in your coaching institute? |
|  |
| **C5** | Please elaborate on the selection process of faculty? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **C6** | How do you attract and retain good and talented faculty? Please elaborate. |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **C7** | On what basis do you hire faculty to prepare students on soft skills such as Written Ability Test, Group Discussion and Personal Interviews? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |

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| **SECTION D: TRAINING PROCESS** |
| **D1** | Please fill in the numerical details for the following: ***(for each batch)*** |
| **S.N** | **Statement** | **Detail** |
| 1 | Preparation of multiple exams (eg. XAT, SNAP etc.) (**1-Yes / 2-No)** |  |
| Please give details…. |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| 2 | Number of classroom teaching hours during the entire course duration ***(for FLAGSHIP CLASSROOM program)*** |  |
| 3 | Number of doubt clearing sessions per month |  |
| 4 | Number of Computer Based Tests (CBTs) at national level during the entire course duration |  |
| 5 | Number of Computer Based Tests (CBTs) at classroom level during the entire course duration |  |
| 6 | Number of CBT mock exams (based on complete syllabus) conducted before the CAT examination |  |
| 7 | Number of Writing Ability Tests (WAT) conducted during the entire course duration |  |
| 8 | Number of Group Discussions (GD) sessions conducted during the entire course duration |  |
| 9 | Number of Personal Interviews (PI) sessions conducted during the entire course duration |  |
| 10 | Providing students with coaching’s study material (**1-Yes / 2-No)** |  |
| 11 | Number of assignments provided to students during the entire course duration |  |
| 12 | Number of test management (time, strategy etc.) sessions provided to students during the entire course duration |  |
| 13 | Number of test evaluation sessions provided to students during the entire course duration |  |
| 14 | Number of students from other coaching centres competing in test series |  |
| 15 | Number of motivational sessions/ alumni interactions conducted in 2019 |  |
| 16 | Number of recreational activities’/ sessions conducted in 2019  |  |
| 17 | Number of stress management training program conducted in AY 2019 |  |
| **D2** | Please elaborate on the training process and pedagogy adopted by your institute for providing best preparation for CAT exam and for admission into IIMs? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **D3** | How do you prepare students who have discontinued Mathematics after class X in order to prepare them for quantitative assessment of CAT exam? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **D4** | How do you assist students who are weak in soft skills such as verbal and written communication, interviews and group discussions? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **D5** | Apart from the theoretical & conceptual aspects, what do you do to train students on time management, stress management, motivational aspects and test-taking strategies? Please elaborate. |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **D6** | How do you ensure personalised attention to the unique and different needs of each student? Please elaborate. |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **D7** | How do you train students for WAT (Written Ability Test), GD (Group Discussion) and PI (Personal Interviews)? |
|  |  |
|  | ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **SECTION E: OUTCOME/ RESULTS** |
| **[*Mention all details w.r.t. FLAGSHIP PROGRAM only. Do not include any details w.r.t. programs such as test series, crash course etc.]*** | **Year** |
| **SN** | **Statement (combine all batches/ centres)** | **2019** | **2018** | **2017** |
| **E1** | Total number of students completed the entire duration of their FLAGSHIP CLASSROOM coaching program |  |  |  |
| **E2** | Total number of students who appeared for CAT after completing their FLAGSHIP CLASSROOM program |  |  |  |
| **E3** | **Mean Percentile** of students who appeared in CAT for respective FLAGSHIP CLASSROOM program batch |  |  |  |
| **E4** | **Mean score** of students who appeared in CAT for respective FLAGSHIP CLASSROOM program batch |  |  |  |
| **E5** | **Highest score** achieved by students who appeared in CAT for respective FLAGSHIP CLASSROOM program batch |  |  |  |
| **E6** | Total number of selections from coaching institute in **IIMs** for respective FLAGSHIP CLASSROOM program batch |  |  |  |
| **E7** | Total number of selections of experienced students from coaching institute in **IIMs** for respective FLAGSHIP CLASSROOM program batch |  |  |  |

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| Please provide details of only **FLAGSHIP CLASSROOM PROGRAM.** Do not include students from correspondence, test series or crash courses. |
| **E8** | Please provide top 10 students with highest percentile in **CAT exam** held in 2019 ***(GENERAL CATEGORY only)*** |
| **SN** | **Name** |  **Contact number**  | **Coaching Centre Details** | **Enrolment Number** | **Percentile** |
| **City** | **Centre** |
| **1** |  |  |  |  |  |  |
| **2** |  |  |  |  |  |  |
| **3** |  |  |  |  |  |  |
| **4** |  |  |  |  |  |  |
| **5** |  |  |  |  |  |  |
| **6** |  |  |  |  |  |  |
| **7** |  |  |  |  |  |  |
| **8** |  |  |  |  |  |  |
| **9** |  |  |  |  |  |  |
| **10** |  |  |  |  |  |  |
| **E9** | Please provide top 10 students with highest percentile in **CAT exam** held in 2018 ***(in GENERAL CATEGORY only)*** |
| **SN** | **Name** |  **Contact number**  | **Coaching Centre Details** | **Enrolment Number** | **Percentile** |
| **City** | **Centre** |
| **1** |  |  |  |  |  |  |
| **2** |  |  |  |  |  |  |
| **3** |  |  |  |  |  |  |
| **4** |  |  |  |  |  |  |
| **5** |  |  |  |  |  |  |
| **6** |  |  |  |  |  |  |
| **7** |  |  |  |  |  |  |
| **8** |  |  |  |  |  |  |
| **9** |  |  |  |  |  |  |
| **10** |  |  |  |  |  |  |

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| **E10** | Please provide the number of final selections of the students in the flagship MBA/ PGDM programs of following B-Schools from your FLAGSHIP CLASSROOM coaching program combining all centres/ batches |
| **S.N.** | **Name of B-School** | **No. of final selections\* for admission in the year** |
| **2019** | **2018** | **2017** |
| **1** | **IIM Ahmedabad** |  |  |  |
| **2** | **IIM Bangalore** |  |  |  |
| **3** | **IIM Calcutta** |  |  |  |
| **4** | **IIM Lucknow** |  |  |  |
| **5** | **IIM Kozhikode** |  |  |  |
| **6** | **IIM Indore** |  |  |  |
| **7** | **XLRI Jamshedpur** |  |  |  |
| **8** | **MDI Gurgaon** |  |  |  |
| **9** | **SPJIMR Mumbai** |  |  |  |
| **10** | **FMS, Delhi** |  |  |  |
| **11** | **IIFT, Delhi** |  |  |  |
| **12** | **IMI, Delhi** |  |  |  |
| **13** | **IMT, Ghaziabad** |  |  |  |
| **14** | **NITIE, Mumbai** |  |  |  |
|  | **Other top B-School names.** |
| **15** |  |  |  |  |
| **16** |  |  |  |  |
| **17** |  |  |  |  |
| **18** |  |  |  |  |
| **19** |  |  |  |  |
| **20** |  |  |  |  |
| * *(Please do not include who got calls only of WAT/ GD/ PI. Count only those names who got final admission offer.)*
* *(Please provide their names, contact number and your institute’s enrolment number in a separate sheet)*
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| **SECTION F: FACILITATION [Please provide information of CAT FLAGSHIP CLASSROOM programs only]** |
| **F1** | Do you help aspirants in filling-up CAT application form? | **Yes/ No** | **How?** |
| **1** | Intimation about dates of application form submission |  |  |
| **2** | Providing computer with internet connection for online filling of application form |  |  |
| **3** | Scanners for scanning photograph & photo ID |  |  |
| **4** | Printing facility for printing admit card |  |  |
| **5** | Facilitation in payment of application fee through debit/ credit card/ online banking or other means |  |  |
| **6** | Any other (Please specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |  |  |
| **F2** | Please elaborate on how do you help students in selecting an institute (eg. if a candidate has choice a choice between IIM (A), or IIM (B)) for final admission? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **SECTION G: FEES DETAILS [Please provide information of CAT FLAGSHIP CLASSROOM programs only]** |
| **G1** | What is the total tuition fee (per student) for the **entire duration** of CAT classroom program (Excluding hostel & fooding)? |
| 1. **In Metro Cities**
 | 1. **Tier II Cities**
 | 1. **Tier III Cities**
 |
|  **Rs.** |  **Rs.** |  **Rs.** |
| **G2** | Availability of fee payment in instalments (Yes/No) |  |
| **G3** | Do you provide scholarship to the students in your coaching institute? (**1-Yes / 2-No)** |  |
| **G4** | What % of students were provided scholarship in 2019 session for FLAGSHIP CLASSROOM program |  |
| **G5** | Please provide more details of fees, discounts, instalments etc. (if applicable to your institution). |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **G6** | Please provide more details of scholarships provided by you and the criteria that it is based upon? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **SECTION H: INFRASTRUCTURE & RESOURCES [Please fill Information for CAT Program Infrastructure only]** |
| **H1.** | Please give the numerical details for each of the statements given below for CAT programs: ***(in case multiple programs/ courses offered, provide pro-rata data for CAT Course only)*** |
| **S.N.** | Statements | **Numbers** |
| 1 | Average classroom built up area (in **sq. Feet only**) |  |
| 2 | Per classroom average student strength |  |
| 3 | Class rooms with audio visual facility **(1-Yes / 2-No)** |  |
| 4 | Desktop computers provided to students **(1-Yes / 2-No)** |  |
| 5 | Study/ common rooms for students **(1-Yes / 2-No)** |  |
| 6 | Facilities for differently-abled students **(1-Yes / 2-No)** |  |
| 7 | Waiting area/ room for parents (**1-Yes / 2-No)** |  |
| 8 | Canteen facilities for students (**1-Yes / 2-No)** |  |
| 9 | Medical facilities for students (**1-Yes / 2-No)** |  |
| **H2** | What is the decision making process while forming a franchise for your coaching centre? |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |
| **H3** | What modern tools & technologies are being used at your institute to make the overall learning experience better for students? Are you using any LMS (Learning Management System)? Please Elaborate. |
|  |
| ***[USE ADDITIONAL SHEETS IF REQUIRED INDICATING QUESTION NUMBER]*** |

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| SECTION I: CONTACT DETAILS |
| Please provide the contact details of different heads of the coaching institutes |
| I1 | Name of the head of the coaching institute |  |
| I2 | Designation |  |
| I3 | Email |  |
| I4 | Name of Director  |  |
| I5 | Director |  |
| I6 | Director Mobile number |  |
| I7 | Coaching institute general contact numbers |  |
| **Please provide the contact details of the contact person (official filling up this survey form), Who can be contacted for any query** |
| I8 | Name |  |
| I9 | Designation |  |
| I10 | Phone (with STD code) |  |
| I11 | Mobile  |  |
| I12 | Fax |  |
| I13 | Email |  |
| *[ATTACH VISITING CARD]* |
| 1. Proof of year of establishment of the institute
2. List of selected students for IIMs and other top B-schools (as in QE11) during last 3 years along with contact number
3. Brochure & fee details for last three years
4. List of branches/teaching centres along with address, contact details, and number of students studying in FLAGSHIP CLASSROOM program
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| Declaration: Must be signed by the Head of the instituteI hereby confirm that the information provided in this form is true and correct to the best of my knowledge at the time of submitting this form. |
| Signature | Seal/ Stamp | Date |
|  |  |  |
| **Abbreviations*** **CAT – Common Admission Test**
* **CBT – Computer Based Test**
* **FMS – Faculty of Management Studies**
* **IIFT – Indian Institute of Foreign Trade**
* **IIM – Indian Institute of Management**
* **IMI – International Management Institute**
* **LMS – Learning Management System**
* **MDI – Management Development Institute**
* **NITIE – National Institute of Industrial Engineering**
* **PGDM – Post Graduate Diploma in Management**
* **SNAP – Symbiosis National Aptitude Test**
* **SPJIMR – S. P. Jain Institute of Management and Research**
* **WAT ­– Written Ability Test**
* **XAT – Xavier’s Aptitude Test**
* **XLRI – Xavier Labour Research Institute**
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