



2013–2014 / MBA RECRUITING

OUR
STUDENTS,
THEIR
STORIES,
YOUR
OPPORTUNITY

H A R V A R D | B U S I N E S S | S C H O O L

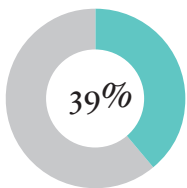


FOR OVER 100 YEARS HARVARD BUSINESS SCHOOL STUDENTS AND FACULTY HAVE SHAPED BUSINESS AROUND THE WORLD. DRIVEN BY STORIES FROM THEIR PAST AND PURSUITS FOR THEIR FUTURE, HBS STUDENTS AIM TO MAKE A POSITIVE DIFFERENCE THROUGH THE IMPACT THEY MAKE AT YOUR ORGANIZATION. RECRUIT TALENT AT HBS AND BE A PART OF THE NEXT CHAPTER.

CLASS OF 2013

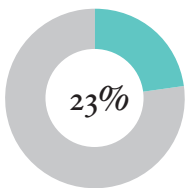
STUDENT PROFILE AT MATRICULATION

905 STUDENTS*



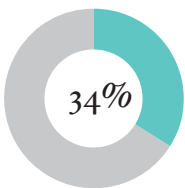
WOMEN

355



U.S. ETHNIC
MINORITIES

207



INTERNATIONAL

309

Average Months of Post-College Work Experience	47
Number of Industries Represented	68
Number of Countries Represented	67

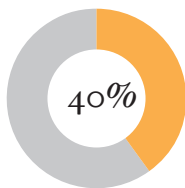
UNDERGRADUATE MAJOR

42% ECONOMICS AND BUSINESS	36% SCIENCE, TECHNOLOGY, ENGINEERING, MATHEMATICS
21% HUMANITIES AND SOCIAL SCIENCES	1% OTHER

CLASS OF 2014

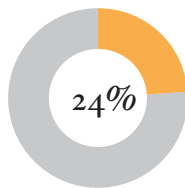
STUDENT PROFILE AT MATRICULATION

916 STUDENTS*



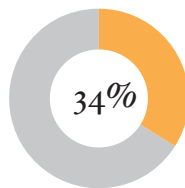
WOMEN

371



U.S. ETHNIC
MINORITIES

222



INTERNATIONAL

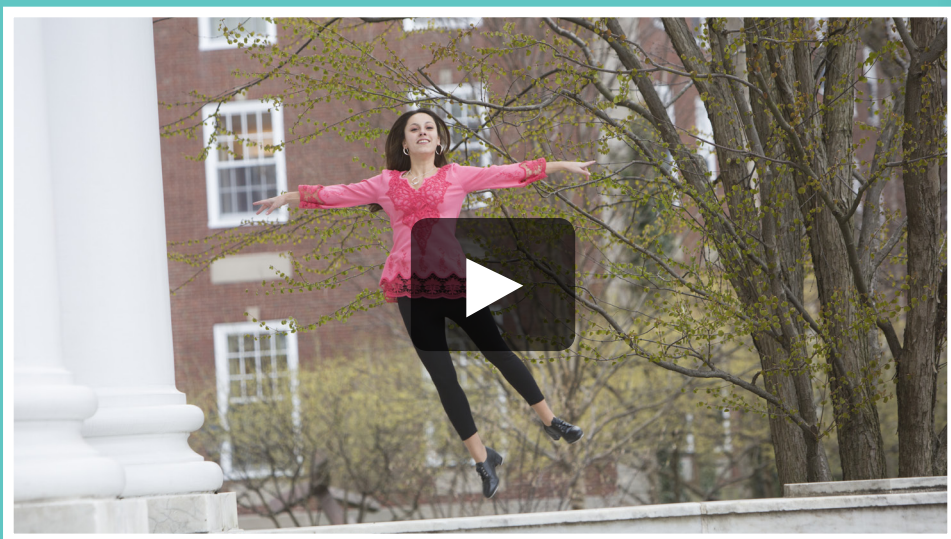
315

Average Months of Post-College Work Experience	50
Number of Industries Represented**	51
Number of Countries Represented	72

UNDERGRADUATE MAJOR

43% ECONOMICS AND BUSINESS	34% SCIENCE, TECHNOLOGY, ENGINEERING, MATHEMATICS
22% HUMANITIES AND SOCIAL SCIENCES	1% OTHER

*Total number of students as of May 2013
**The number of industry categories available on the Class of 2014 admissions application decreased as compared to the Class of 2013.



VIDEO

ALINE CAMARGO ON HER PASSION FOR
ENTERTAINMENT AND THE ARTS

ALINE MBA 2013 CAMARGO

“MY MISSION AS A WORLDWIDE
CITIZEN IS TO HELP CREATE
MORE OPPORTUNITIES FOR
ARTISTS WITH LIMITED
STRUCTURE TO SUCCEED.”

HOME REGION

São Paulo, Brazil

SUMMER INTERNSHIP

Global Strategic Marketing Intern,
Genzyme

UNDERGRADUATE EDUCATION

Universidade de São Paulo /
Ecole Nationale Supérieure de
Chimie de Paris

POST-HBS POSITION

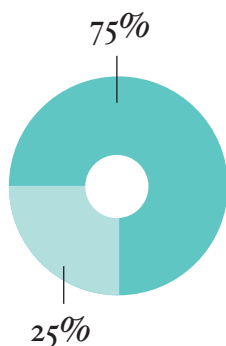
Brand Manager, Sephora - Kendo,
San Francisco, California

HBS ACTIVITIES

VP of Conference, Marketing &
Consumer Packaged Goods Club,
HBS Show Pianist

CLASS OF 2013

EMPLOYMENT PROFILE



682

SOUGHT EMPLOYMENT

223

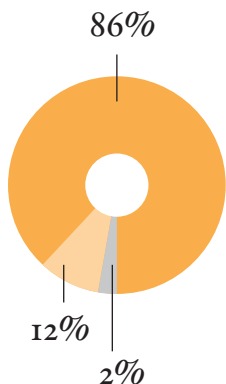
DID NOT SEEK EMPLOYMENT

- 14% Company Sponsored
- 7% Starting Own Business
- 1% Continuing Education
- <1% Postponed Job Search
- 3% Other

905
TOTAL STUDENTS

CLASS OF 2014

EMPLOYMENT PROFILE



787

SOUGHT EMPLOYMENT

22

NO INFORMATION AVAILABLE

107

DID NOT SEEK EMPLOYMENT

- 2% Company Sponsored
- 7% Starting Own Business
- <1% Continuing Education
- <1% Postponed Job Search
- 3% Other

916
TOTAL STUDENTS

REIMAGINE RECRUITING

Career & Professional Development strives to provide our recruiting partners with the latest insights into our students' career interests and job search strategies. With a goal to understand the latest recruiting trends at HBS, an extensive research project was launched last spring.

STUDENT INSIGHTS

Students look for opportunities that will allow them to pursue their personal and professional development goals, with a particular emphasis on developing skills. Students place less emphasis

on organizational culture during their internship searches, but the importance of a strong cultural fit increases considerably as they pursue their career searches.

KEY TAKEAWAYS

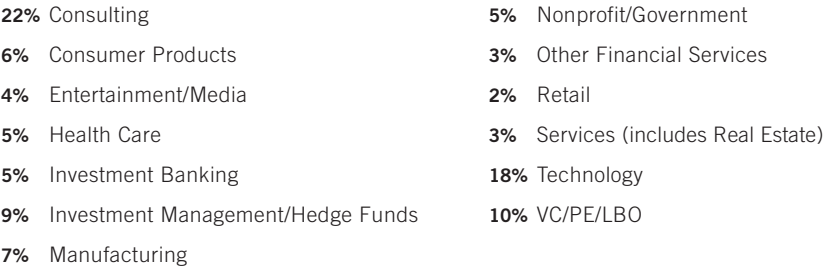
80% of students rate interactions with former employees who are HBS alums or current students as effective when learning about an organization. Yet, this method is only utilized by 30% of recruiters surveyed.

92% of students perceive targeted emails directly from organizations to be extremely efficient in capturing their attention.

CLASS OF 2013

CAREER CHOICES

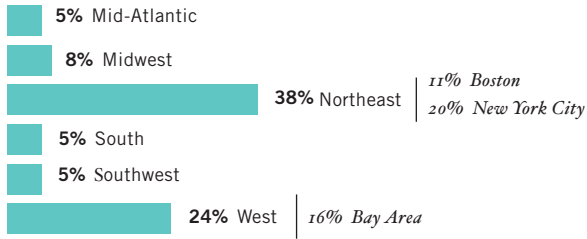
EMPLOYMENT BY INDUSTRY



EMPLOYMENT BY LOCATION

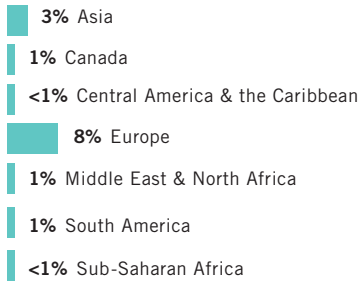
83%

UNITED STATES



17%

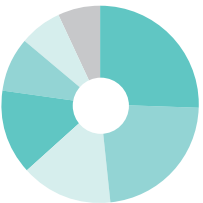
INTERNATIONAL



CLASS OF 2013

CAREER CHOICES

EMPLOYMENT BY FUNCTION



COMPENSATION

	Median Base Salary	Median Signing Bonus	Median Other Guaranteed Compensation
Consulting	\$135,000	\$25,000	\$26,600
Consumer Products	\$100,000	\$25,000	n/a
Entertainment/Media	\$110,000	\$13,000	n/a
Health Care	\$120,000	\$20,000	\$20,000
Investment Banking	\$100,000	\$40,000	\$12,500
Investment Management/Hedge Funds	\$125,000	\$30,000	\$72,500
Manufacturing	\$120,000	\$20,000	n/a
Nonprofit/Government	\$90,000	n/a	n/a
Other Financial Services	\$110,000	\$25,000	n/a
Retail	\$102,500	\$10,000	n/a
Services (includes Real Estate)	\$100,000	\$12,000	n/a
Technology	\$115,000	\$20,000	\$22,625
VC/PE/LBO	\$150,000	\$25,000	\$125,000
All Industries	\$120,000	\$25,000	\$30,000

Compensation data is reported in U.S. dollars and is not listed for categories reported by less than 1% of students seeking employment. Other guaranteed compensation includes only those offer components that are guaranteed; it does not include bonuses, reimbursements, profit sharing, 401(k) match, stock and/or stock options, etc.

A portrait of March Bishop, a young woman with blonde hair, smiling and wearing a dark blue Harvard Business School jacket. She is sitting outdoors, leaning against a light blue structure.

MARCH BISHOP

MBA 2013

**“HBS HAS BEEN AN ESSENTIAL
TIME FOR REFLECTION. BECAUSE
OF THIS TIME FOR REFLECTION
AND EXPLORATION, I GAINED THE
CONFIDENCE AND OPPORTUNITIES
TO EXPERIMENT.”**

HOME REGION

Arnold, Maryland

UNDERGRADUATE EDUCATION

University of Rochester

HBS ACTIVITIES

Middle East and North Africa Club;
Social Enterprise Club; Business,
Industry and Government Club

SUMMER INTERSHIP

Project Manager, Marketing and
Communications, Roshan,
Afghanistan

POST-HBS POSITION

Sr. Manager, Integrated
Communications, Roshan,
Afghanistan



IMPACT OF FIELD

Moving into the third year of the Field Immersion Experiences for Leadership Development (FIELD), it's important to reflect upon the impact this curriculum innovation has had on students at HBS.

“I used to think that leadership was exclusively a natural gift, but I now know that it can be learned. You need to connect the dots among many different disciplines. HBS gives us the frameworks for improving our ability to lead.”

PATRICK AKL, CLASS OF 2014

133

**ORGANIZATIONS
HOSTED PROJECTS
WITH STUDENTS
DURING THE FIELD
2 GLOBAL
IMMERSION**

The development of an innovative curriculum, FIELD, introduces students to leadership, global business challenges, and the process for designing and launching a business. Building on HBS's historic strength in the case method, FIELD pushes the

MBA education beyond learning management principles in an action-oriented context and into direct experiences that, through integrated study, practice, and reflection, develop graduates capable of inspired leadership.



VIDEO
FOLA FOLOWOSELE ON THE
BUSINESS OF SPORTS

**“BY CONSISTENTLY BEING
EXPOSED TO OTHERS WHO HAVE
RAISED THE BAR OF EXCELLENCE,
I HAVE SUBCONSCIOUSLY RAISED
THE BAR THAT I SET FOR MYSELF
AS WELL.”**

FOLA
MBA 2013
FOLWOSELE

HOME REGION

Lagos, Nigeria

UNDERGRADUATE EDUCATION

Williams College

HBS ACTIVITIES

Africa Business Club

SUMMER INTERNSHIP

Sports Marketing Intern,
PUMA North America

Summer Strategy Associate,
Grupo Technos S.A.

POST-HBS POSITION

Corporate Strategy Development,
Nike, Portland, Oregon

CLASS OF 2014

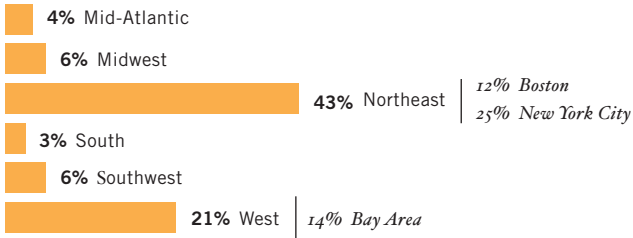
INTERNSHIP CHOICES

EMPLOYMENT BY INDUSTRY

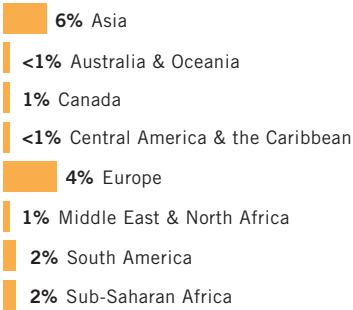
14% Consulting	5% Nonprofit/Government
7% Consumer Products	4% Other Financial Services
4% Entertainment/Media	3% Retail
6% Health Care	5% Services (includes Real Estate)
7% Investment Banking	17% Technology
11% Investment Management/Hedge Funds	11% VC/PE/LBO
5% Manufacturing	

EMPLOYMENT BY LOCATION

83%
UNITED STATES



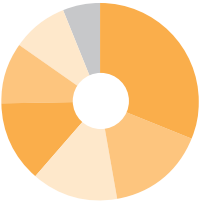
17%
INTERNATIONAL



CLASS OF 2014

INTERNSHIP CHOICES

EMPLOYMENT BY FUNCTION



13% Business Development	14% Marketing (includes Product Management)
16% Consulting	9% Strategic Planning
31% Finance	6% Other
10% General Management	

COMPENSATION

	Median Base Salary	Median Other Guaranteed Compensation
Consulting	\$11,000	\$2,500
Consumer Products	\$6,400	\$5,000
Entertainment/Media	\$2,300	n/a
Health Care	\$6,400	\$2,000
Investment Banking	\$8,333	\$2,000
Investment Management/Hedge Funds	\$10,000	\$2,500
Manufacturing	\$7,300	n/a
Nonprofit/Government	\$4,000	n/a
Other Financial Services	\$6,666	n/a
Retail	\$4,900	n/a
Services (includes Real Estate)	\$6,450	n/a
Technology	\$6,450	\$3,000
VC/PE/LBO	\$6,000	n/a
All Industries	\$7,083	\$2,500

A portrait of Patrick Connolly, a man with dark hair and a beard, wearing a blue shirt and a dark blazer. He is standing in front of a green metal gate.

“HBS HAS IMBUED ME WITH A MORE FINELY HONED ABILITY TO SEE THE BIG PICTURE IN THE FACE OF A GREAT DEAL OF DISPARATE (AND OFTEN CONFLICTING) INFORMATION AND UNCERTAINTY.”

PATRICK CONNOLLY

MBA 2014

HOME REGION

Chapin, South Carolina

UNDERGRADUATE EDUCATION

Oberlin College and Conservatory of Music

HBS ACTIVITIES

Finance Club, Investment Club, VCPE Club

SUMMER INTERNSHIP

Investment Banking Summer Associate, Lincoln International, Chicago, Illinois and New York City, New York

ALUMNI: WHERE ARE THEY NOW?

Over 70,000 Harvard Business School Alumni are a part of the global community at HBS. With a common goal of creating a positive difference in the world, this pool of candidates makes HBS a great place to hire experienced talent for your organization. Post a job or connect with Alumni Clubs around the globe and create awareness of opportunities at your firm. Resume books are also available to help target your hiring efforts.

80

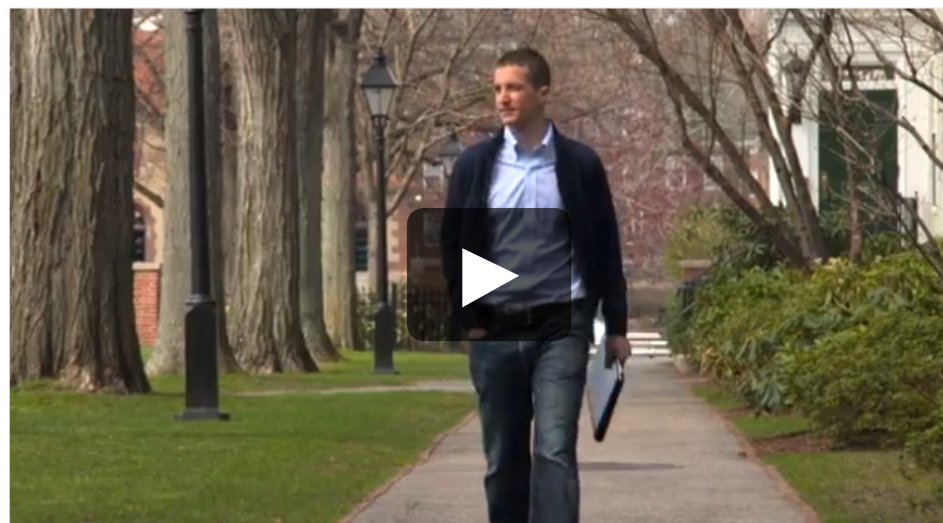
ALUMNI CLUBS AND ASSOCIATIONS ARE AVAILABLE TO CONNECT WITH IN OVER 25 COUNTRIES AROUND THE WORLD

1228

ALUMNI CLUB EVENTS HELD THROUGHOUT THE YEAR

2500+

ALUMNI IN THE RESUME BOOK



VIDEO
JONATHAN EVANS ON THE
TECHMEDIA CLUB

MBA 2013

JONATHAN EVANS

**“MY PASSION FOR
TECHNOLOGY-DRIVEN
IMPACT FUELS MY INTEREST
IN JOINING A COMPANY
THAT REACHES MILLIONS
EVERY DAY.”**

HOME REGION

Tunkhannock, Pennsylvania

UNDERGRADUATE EDUCATION

Boston College

HBS ACTIVITIES

TechMedia Club

SUMMER INTERNSHIP

Business Development Intern,
Facebook

POST-HBS POSITION

Management Associate,
Rotational Leadership Program,
Box.com

GETTING STARTED

There are numerous ways to get involved in recruiting at HBS. Below are recruiting options to consider as you begin to develop your approach.

CREATE AN ACCOUNT IN CAREER HUB

Post a Job, Request a Class or Club Resume Book and Sign Up for Events



CONNECT WITH A STUDENT CLUB

Participate in Conferences, Club Events and Career Fairs



REQUEST A CLASS OR CLUB RESUME BOOK

Target your Outreach Efforts



PARTICIPATE IN A RECRUITING EVENT

Meet Students and Market Opportunities at your Organization



PROPOSE AN INDEPENDENT PROJECT

Students Address Organizations' Real-Time Challenges with Support from Faculty Advisers



OUR STUDENTS, THEIR STORIES, YOUR OPPORTUNITY

1,800 students, each with his or her own story of their past experience and their vision for the future, make up the community of HBS students.



1,800 Stories. Be a Part of the Next Chapter.



www.hbs.edu/recruiting



RECRUIT

MBA STUDENTS

Hire current students for your summer or full-time positions.

ALUMNI

Connect with HBS alumni for your immediate hiring needs.



LEARN

MBA PROGRAM

Encourage your employees to apply to HBS.

EXECUTIVE EDUCATION

Continue your lifelong learning at HBS.

HARVARD BUSINESS PUBLISHING

Access content from the world's top business minds.



ENGAGE

MBA PROGRAM

To increase your brand awareness on campus, collaborate with a student club or become a Global Partner for FIELD 2.

CORPORATE GIVING

Enhance your firm's relationship with HBS.

ALUMNI CLUBS

Network with alumni around the globe on a wide range of business and social levels.

Career & Professional Development
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Soldiers Field
Boston, MA 02163-1317
617.495.6232
mbacareers@hbs.edu
@HBSRecruitMBA

www.hbs.edu/recruiting

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