



2013 FULL REPORT

EMPLOYMENT REPORT



Major Employers 2013

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Companies That Hired Four or More Graduates (31 Companies)	Number of Hires	Percent of Hires	Number of Intern Hires
McKinsey & Company, Inc.	41	8.7%	29
Bain & Company, Inc.	21	4.4%	9
The Boston Consulting Group, Inc	18	3.8%	22
Credit Suisse	13	2.8%	15
A.T. Kearney, Inc.	12	2.5%	8
Amazon.com, Inc.	10	2.1%	7
Morgan Stanley	10	2.1%	4
Citigroup, Inc.	9	1.9%	7
JPMorgan Chase & Co.	9	1.9%	17
Anheuser-Busch InBev	8	1.7%	1
Booz & Company, Inc.	8	1.7%	3
Accenture	7	1.5%	10
Apple Inc.	7	1.5%	12
Deloitte Consulting	7	1.5%	8
Goldman Sachs Group Inc.	7	1.5%	7
Google Inc.	7	1.5%	10
PIMCO	7	1.5%	13
L.E.K. Consulting	6	1.3%	4
Microsoft Corporation	6	1.3%	2
Pepsico, Inc.	6	1.3%	3
Deutsche Bank AG	5	1.1%	5
Kraft Foods Inc.	4	0.8%	1
Procter & Gamble Co.	4	0.8%	3
Samsung Group	4	0.8%	5
Vmware, Inc.	4	0.8%	9
William Blair & Company LLC	4	0.8%	2
Hires at Companies Hiring Four or More Graduates (26 Companies)	244	51.7%	
Hires at Companies Hiring Two or Three Graduates (28 Companies)	65	13.8%	
Hires at Companies Hiring One Graduate	163	34.5%	
Total	472	100%	

Class Analysis: Full-Time

Employment Profile	Percent of Class	Number of Students
Seeking Employment	89.8%	520
Not Seeking Employment	9.7%	56
Sponsored	4.7%	27
Starting Own Business/Entrepreneur	2.9%	17
Postponing Job Search	1.7%	10
Not Seeking, Other Reason	0.3%	2
Not Responding to Survey	0.5%	3
Total Graduates	100.0%	579

Employment Profile	At Graduation	By Three Months Post Graduation
Job Offers⁽¹⁾		
US Citizens/Permanent Residents	86.0%	93.2%
International Graduates	87.0%	94.7%
Total	86.3%	93.7%
Job Acceptances⁽¹⁾		
US Citizens/Permanent Residents	81.8%	90.3%
International Graduates	82.8%	91.7%
Total	82.1%	90.8%
Demographic Profile⁽²⁾		
Mean Age	28	
Mean Years of Work Experience	5	
Female	35.0%	
International	33.0%	
Married	18.0%	

(1) Represents percent of students who are seeking employment. Three MBA graduates, representing 0.6% of graduates seeking employment, reneged on offers that had been accepted.

(2) Demographic information is based on Full-Time MBA students matriculating in September 2011.

Class Analysis: Full-Time (continued)

Salary By Citizenship: Full-Time

Citizenship	Percent of Hires	Number of Hires	Minimum Salary ⁽¹⁾	Maximum Salary ⁽¹⁾	Median Salary ⁽¹⁾
US Citizens/Permanent Residents	67.2%	317	\$44,400	\$250,000	\$115,000
International Graduates	32.8%	155	\$60,000	\$160,000	\$115,000
All	100.0%	472	\$44,400	\$250,000	\$115,000

Salary By Undergraduate Major: Full-Time

Undergraduate Major ⁽²⁾	Percent of Hires	Number of Hires	Minimum Salary ⁽¹⁾	Maximum Salary ⁽¹⁾	Median Salary ⁽¹⁾
Business Degree	53.0%	246	\$52,000	\$250,000	\$112,000
Technical Degree	31.5%	146	\$50,000	\$160,000	\$115,000
Other	15.5%	72	\$44,400	\$140,000	\$120,000
All	100.0%	464	\$44,400	\$250,000	\$115,000

Salary By Years of Experience: Full-Time

Years of Experience	Percent of Hires	Number of Hires	Minimum Salary ⁽¹⁾	Maximum Salary ⁽¹⁾	Median Salary ⁽¹⁾
Less than 1 year	0.0%	0			
1 to 3 years	6.6%	31	\$44,400	\$150,000	\$120,000
3 to 5 years	46.6%	220	\$60,000	\$250,000	\$115,000
More than 5 years	46.8%	221	\$50,000	\$150,000	\$112,500
All	100.0%	472	\$44,400	\$250,000	\$115,000

(1) Compensation information is self-reported. Eighty-eight percent of students reporting accepted offers included salary information. Insufficient data indicates less than 1% reporting for all accepted offers and/or less than 50% with salary information.

(2) Undergraduate Major information is unavailable for eight graduates.

Class Analysis: Intern

Employment Profile	Percent of Class	Number of Students
Seeking Employment	91.2%	548
Not Seeking Employment	8.8%	53
Starting Own Business/Entrepreneur	4.2%	25
Continuing Education	1.3%	8
Sponsored	1.5%	9
Not Seeking, Other Reason	1.3%	8
Postponing Job Search	0.5%	3
Not Responding to Survey	0.0%	
First-Year Students	100.0%	601
Job Offers⁽¹⁾		
US Citizens/Permanent Residents	100.0%	
International Students	100.0%	
Total	100.0%	
Job Acceptances⁽¹⁾		
US Citizens/Permanent Residents	100.0%	
International Students	100.0%	
Total	100.0%	
Demographic Profile⁽²⁾		
Mean Age	28	
Mean Years of Work Experience	5	
Female	35.0%	
International	32.0%	
Married	18.0%	

(1) Represents percent of students who are seeking employment.

(2) Demographic information is based on full-time MBA students matriculating in September 2013.

New Hires by Function: Full-Time

Function (Click on a function for more info)	Percent of Hires	Number of Hires	Minimum Salary	Maximum Salary	Median Salary ⁽¹⁾	Median Sign-On ^(1,2,3)
Business Development (4)	2.8%	13	\$52,000	\$120,000	\$89,000	
Consulting	30.9%	146	\$44,000	\$155,000	\$135,000	\$25,000
Finance	40.3%	190	\$70,000	\$250,000	\$100,000	\$40,000
Company Finance (Analysis/Treasury)(4)	7.4%	35	\$70,000	\$140,000	\$108,000	
Investment Banking	12.7%	60	\$100,000	\$130,000	\$100,000	\$40,000
Investment Management/Research (4)	7.6%	36	\$100,000	\$200,000	\$110,000	\$40,000
Mergers & Acquisitions within a Company	1.3%	6	\$83,000	\$125,000	\$101,500	\$20,000
Private Client Services	1.1%	5	\$100,000	\$115,000	\$100,000	\$40,000
Private Equity (4)	4.9%	23	\$100,000	\$250,000	\$120,000	
Real Estate	1.3%	6	\$78,878	\$125,000	\$110,000	\$20,000
Sales & Trading	1.9%	9	\$80,000	\$110,000	\$100,000	
Venture Capital	2.1%	10	\$90,000	\$146,000	\$105,000	
General Management (4)	6.6%	31	\$50,000	\$180,000	\$112,650	\$20,000
Marketing	10.8%	51	\$82,500	\$135,000	\$110,000	\$20,000
Advertising/Communications	0.2%	1	Insufficient Data ⁽¹⁾			
Brand/Product Management (4)	8.5%	40	\$90,000	\$135,000	\$106,000	\$20,000
Research	0.8%	4	Insufficient Data ⁽¹⁾			
Sales	1.3%	6	\$82,500	\$130,000	\$117,500	
Operations - Supply Chain Mgmt/Logistics	1.9%	9	\$100,000	\$120,000	\$120,000	\$20,000
Product Development (4)	1.5%	7	\$60,000	\$125,000	\$115,000	\$17,500
Strategic Planning (4)	4.9%	23	\$70,000	\$120,000	\$107,500	
Other	0.4%	2	Insufficient Data ⁽¹⁾			
All Values	69.1%	472	\$44,000	\$250,000	\$115,000	\$25,000

(1) Compensation information is self-reported. Eighty-eight percent of students reporting accepted offers included salary information. Insufficient data indicates less than 1% reporting for all accepted offers and/or less than 50% with salary information.

(2) To be noted in this table, at least 50% of accepted offers in this function reported a bonus. Overall, 60% of accepted offers reported a sign-on bonus.

(3) In addition to base salary and sign-on bonus, 11% of students received other guaranteed compensation with a median of \$27,500. Other guaranteed compensation includes guaranteed year-end bonuses and excludes prerequisites (e.g., tuition reimbursements, relocation, automobile) and variable compensation (e.g., performance bonuses, stock options).

(4) Accepted offers in these functions include graduates working at start-ups: Business Development (7), Finance - Company Finance (Analysis/Treasury) (2), Finance - Investment Management/Research (1), Finance - Private Equity (1), General Management (2), Marketing - Brand/Product Management (3), Product Development (1), Strategic Planning (1). In total, 3.8% of accepted offers for the Class of 2013 were with start-ups. For base salary, the minimum was \$50,000, the maximum was \$200,000, and the median was \$89,000.

New Hires by Function: Intern

Function (Click on a function for more info)	Percent of Hires	Number of Hires ⁽¹⁾	Minimum Monthly Salary ⁽²⁾	Maximum Monthly Salary ⁽²⁾	Median Monthly Salary ⁽²⁾
Business Development	6.0%	34	\$400	\$8,600	\$5,867
Consulting(3)	22.2%	125	\$2,000	\$20,300	\$11,000
Finance	47.2%	266	\$700	\$25,000	\$8,085
Commercial Banking/Lending	1.1%	6	\$3,000	\$8,333	\$6,875
Company Finance (Analysis/Treasury) (4)	5.3%	30	\$1,100	\$9,208	\$6,933
Investment Banking	16.3%	92	\$1,300	\$20,000	\$8,333
Investment Management/Research	8.2%	46	\$2,000	\$10,047	\$8,333
Mergers & Acquisitions within a Company	1.2%	7	\$4,333	\$10,000	\$8,334
Private Client Services	0.7%	4	Insufficient data (2)		
Private Equity (4)	8.5%	48	\$700	\$25,000	\$5,000
Real Estate	1.2%	7	\$5,000	\$8,500	\$5,500
Risk Management (4)	0.4%	2	Insufficient data (2)		
Sales & Trading	1.2%	7	\$8,085	\$9,500	\$8,333
Venture Capital (4)	3.0%	17	\$1,666	\$10,000	\$4,000
General Management (4)	2.8%	16	\$2,000	\$9,687	\$8,000
Marketing	11.7%	66	\$1,200	\$9,208	\$6,500
Advertising/Communications	0.4%	2	Insufficient data (2)		
Brand / Product Management (4)	7.8%	44	\$1,800	\$9,200	\$6,500
Merchandising	0.9%	5	Insufficient data (2)		
Research (4)	1.1%	6	\$4,000	\$9,208	\$4,450
Sales (4)	1.6%	9	\$1,200	\$8,200	\$7,107
Operations - Supply Chain Mgmt / Logistics	1.4%	8	\$4,400	\$8,800	\$8,000
Product Development	0.7%	4	Insufficient data (2)		
Project Management (4)	1.2%	7	\$700	\$8,320	\$6,800
Strategic Planning	6.6%	37	\$1,000	\$10,417	\$6,500
Other	0.2%	1	Insufficient Data ⁽²⁾		
Total	100.0%	564	\$400	\$25,000	\$8,000

(1) Sixteen students in the Class of 2014 reported having two internships.

(2) Compensation information is self-reported. Ninety-five percent of students reporting accepted intern offers included salary information. Of that, 4% reported receiving no salary. For the 91% who reported salaries, the minimum, maximum and median monthly salaries are represented above. Insufficient data indicates less than 1% reporting offers and/or less than 50% with salary information.

(3) Bonus information: 11 percent of accepted offers reported in the consulting industry received a sign-on bonus, for which the median bonus was \$2,500.

(4) Accepted offers in these functions include students doing summer internships at start-ups: Business Development (17), Finance - Company Finance (Analysis/Treasury)(2), Finance - Private Equity (1), Finance - Risk Management (1), Finance - Venture Capital (1), General Management (2), Marketing - Brand/Product Management (2), Marketing - Research (2), Marketing - Sales (1), Project Management (3), Strategic Planning (3). In total, 6.2% of accepted offers for the Class of 2014 were with start-ups. For monthly base salary, the minimum was \$1,000, the maximum was \$7,500 and the median was \$4,000.

New Hires by Industry: Full-Time

Industry (Click on an industry for more info)	Percent of Hires	Number of Hires	Minimum Salary(1)	Maximum Salary(1)	Median Salary(1)	Median Sign-On(1,2,3)
Consulting	30.7%	145	\$44,400	\$155,000	\$135,000	\$25,000
Consumer Products	2.1%	10	\$94,000	\$110,000	\$105,500	\$25,000
Education/Government/Non-Profit	1.7%	8	\$61,000	\$120,000	\$90,000	
Energy	1.1%	5	\$110,000	\$130,000	\$110,000	
Financial Services	35.0%	165	\$80,000	\$250,000	\$100,000	\$40,000
Diversified Financial Services	4.9%	23	\$100,000	\$135,000	\$100,000	\$40,000
Insurance	1.5%	7	\$100,000	\$135,000	\$110,000	\$20,000
Investment Banking/Brokerage	14.2%	67	\$82,000	\$130,000	\$100,000	\$40,000
Investment Management/Research (4)	8.3%	39	\$80,000	\$200,000	\$110,000	
Private Equity	3.8%	18	\$90,000	\$146,000	\$102,500	
Venture Capital	2.3%	11	\$90,000	\$146,000	\$102,500	
Food Service/Lodging	2.1%	10	\$80,000	\$135,000	\$110,000	\$20,000
Food/Beverage/Tobacco	4.2%	20	\$70,000	\$114,000	\$100,000	\$20,000
Health Care Products and Services (5)	2.5%	12	\$75,000	\$180,000	\$112,500	\$15,000
Manufacturing/Chemicals/Plastics	3.8%	18	\$95,000	\$139,000	\$110,000	\$20,000
Media/Entertainment/Sports	0.6%	3	Insufficient Data(1)			
Retail	1.3%	6	\$52,000	\$105,000	\$100,000	
Technology	12.3%	58	\$50,000	\$160,000	\$115,000	\$20,000
E-Commerce and Internet	5.3%	23	\$60,000	\$160,000	\$115,000	\$25,000
Hardware	2.5%	12	\$105,000	\$125,000	\$120,000	\$20,000
Software	3.2%	15	\$50,000	\$130,000	\$125,000	\$35,000
Telecommunications	1.3%	6	\$105,000	\$115,000	\$113,150	\$13,000
Other	2.5%	12	Insufficient Data(1)			
Total	100.0%	472	\$44,400	\$250,000	\$115,000	\$25,000

(1) Compensation information is self-reported. Eighty-eight percent of students reporting accepted offers included salary information. Insufficient data indicates less than 1% reporting for all accepted offers and/or less than 50% with salary information.

(2) To be noted in this table, at least 50% of accepted offers in this industry reported a bonus. Overall, 60% of accepted offers reported a sign-on bonus.

(3) In addition to base salary and sign-on bonus, 11% of students received other guaranteed compensation with a median of \$27,500. Other guaranteed compensation includes guaranteed year-end bonuses and excludes perquisites (e.g., tuition reimbursements, relocation, automobile) and variable compensation (e.g., performance bonuses, stock options).

(4) Investment Management/Research also includes Mutual Fund and Hedge Fund firms.

(5) Health Care Products and Services includes the following industries: Biotech & Life Sciences, Healthcare Products/Medical Devices, Healthcare Services, and Pharmaceutical Products.

New Hires by Industry: Intern

Industry (Click on an industry for more info)	Percent of Hires	Number of Hires ⁽¹⁾	Minimum Monthly Salary ⁽²⁾	Maximum Monthly Salary ⁽²⁾	Median Monthly Salary ⁽²⁾
Consulting (3)	20.2%	114	\$2,833	\$20,300	\$11,100
Consumer Products	2.8%	16	\$3,170	\$7,150	\$6,408
Education/Government/Nonprofit	3.0%	17	\$400	\$7,500	\$5,000
Energy	1.8%	10	\$2,000	\$9,208	\$6,933
Financial Services	42.9%	242	\$700	\$25,000	\$8,333
Commercial Banking	0.9%	5	Insufficient Data ⁽²⁾		
Diversified Financial Services	5.9%	33	\$5,000	\$20,000	\$8,333
Insurance	0.9%	5	Insufficient Data ⁽²⁾		
Investment Banking/Brokerage	17.2%	97	\$1,300	\$11,446	\$8,333
Investment Management/Research	7.8%	44	\$1,000	\$12,500	\$8,333
Private Equity	7.6%	43	\$700	\$25,000	\$5,000
Venture Capital	2.7%	15	\$1,666	\$10,000	\$4,000
Food Service/Lodging	1.1%	6	\$4,400	\$8,200	\$6,200
Food/Beverage/Tobacco	2.5%	14	\$5,284	\$7,500	\$6,762
Health Care Products and Services (4)	3.5%	20	\$1,800	\$8,294	\$6,500
Manufacturing/Chemicals/Plastics	2.8%	16	\$1,500	\$9,600	\$6,800
Media/Entertainment/Sports	1.4%	8	\$2,000	\$8,666	\$4,920
Retail	2.1%	12	\$2,500	\$8,000	\$6,500
Technology	13.3%	75	\$1,000	\$9,687	\$8,000
E-Commerce and Internet	6.9%	39	\$1,000	\$8,333	\$8,000
Hardware	2.8%	16	\$3,200	\$9,687	\$8,000
Software	2.5%	14	\$2,500	\$9,200	\$7,500
Other	2.5%	14	Insufficient Data ⁽²⁾		
Total	100.0%	564	\$400	\$25,000	\$8,000

(1) Sixteen students in the Class of 2014 reported having two internships.

(2) Compensation information is self-reported. Ninety-five percent of students reporting accepted intern offers included salary information. Of that, 4% reported receiving no salary. For the 91% who reported salaries, the minimum, maximum and median monthly salaries are represented above. Insufficient data indicates less than 1% reporting offers and/or less than 50% with salary information.

(3) Bonus information: 12 percent of accepted offers reported in the consulting industry received a sign-on bonus, for which the median bonus was \$2,500.

(4) Health care Products and Services includes the following industries: Biotech & Life Sciences, Healthcare Products/Medical Devices, Healthcare Services and Pharmaceutical Products.

New Hires by Location: Full-Time

Region (Click on a region for more info)	Percent of Hires	Number of Hires	Median Salary ⁽¹⁾
United States	83.1%	392	\$115,000
Midwest	32.8%	155	\$125,000
Chicago	26.1%	123	\$130,500
Minneapolis	1.5%	7	\$105,000
Northeast	23.3%	110	\$100,000
New York City	19.3%	91	\$100,000
Boston	3.8%	18	\$135,000
West	16.3%	77	\$120,000
San Francisco	10.0%	47	\$120,000
Seattle	3.6%	17	\$115,000
Los Angeles	2.3%	11	\$105,000
Southwest	6.1%	29	\$110,000
Dallas	2.5%	12	\$135,000
Houston	2.1%	10	\$110,000
Mid-Atlantic	2.3%	11	\$130,000
Washington D.C.	1.9%	9	\$130,000
South	2.1%	10	\$115,000
International	16.9%	80	\$110,650
Latin America and the Caribbean	7.4%	35	\$112,000
Sao Paulo	2.1%	10	\$120,000
Mexico City	1.9%	9	\$106,000
Santiago	1.7%	8	\$124,376
Asia	4.4%	21	\$107,500
Seoul	1.5%	7	\$110,000
Singapore	1.1%	5	\$121,000
Europe	3.6%	17	\$111,650
London	2.1%	10	\$108,150
Africa - Sub-Saharan	0.4%	2	Insufficient Data ⁽¹⁾
Canada	0.4%	2	Insufficient Data ⁽¹⁾
Middle East and North Africa	0.4%	2	Insufficient Data ⁽¹⁾
Australia	0.2%	1	Insufficient Data ⁽¹⁾
Total	100.0%	472	\$115,000

(1) Compensation information is self-reported. Eighty-eight percent of students reporting accepted offers included salary information. Insufficient data indicates less than 1% reporting for all accepted offers and/or less than 50% with salary information.

New Hires by Location: Intern

Region (Click on a region for more info)	Percent of Hires	Number of Hires ⁽¹⁾	Median Monthly Salary ⁽²⁾
United States	86.5%	488	\$8,000
Midwest	37.6%	212	\$7,000
Chicago	32.6%	184	\$7,000
Minneapolis	1.8%	10	\$6,634
Northeast	22.9%	129	\$8,333
New York	19.5%	110	\$8,333
Boston	2.5%	14	\$8,000
West	16.5%	93	\$8,000
San Francisco	11.0%	62	\$8,000
Los Angeles	3.5%	20	\$8,000
Seattle	1.4%	8	\$8,000
Southwest	4.4%	25	\$8,333
Houston	1.4%	8	\$8,800
Dallas	1.2%	7	\$11,200
Mid-Atlantic	3.0%	17	\$8,143
Washington, DC	2.5%	14	\$8,072
South	2.1%	12	\$7,700
International	13.5%	76	\$8,381
Latin America and the Caribbean	5.5%	31	\$8,000
São Paulo	2.8%	16	\$8,000
Mexico City	1.4%	8	\$8,550
Asia	4.6%	26	\$8,602
Beijing	1.2%	7	\$5,000
Europe	2.3%	13	\$8,500
London	1.4%	8	\$8,426
Africa - Sub-Saharan	0.5%	3	Insufficient Data ⁽²⁾
Canada	0.4%	2	Insufficient Data ⁽²⁾
Australia	0.2%	1	Insufficient Data ⁽²⁾
Total	100.0%	564	\$8,000

(1) Sixteen students in the Class of 2014 reported having two internships.

(2) Compensation information is self-reported. Ninety-five percent of students reporting accepted intern offers included salary information. Of that, four percent reported receiving no salary. For the 91 percent who were paid, the minimum, maximum and median monthly salaries are represented above. Insufficient data indicates less than one percent reporting offers and /or less than 50% with salary information.

New Hires by Job Source: Full-Time

Method of Hire (Click on a job source for more info)	Percent of Hires	Number of Hires
School Facilitated	76.5%	361
Summer Employer (Booth-Facilitated)	45.1%	213
Interview on Campus - Invite Schedule	15.3%	72
Booth Job Posting/Resume Referral Service	5.7%	27
Other Booth Source (e.g., EIP, Fellow Student/Faculty/Student Groups)	3.0%	14
Alumni Contact	2.8%	13
Booth Facilitated Relationships (e.g., Blog, CNN, GTS Contacts)	2.5%	12
Interview on Campus - Bid Schedule	2.1%	10
Direct Contact with Company⁽¹⁾	23.5%	111
Personal/Prior Business Contact	11.9%	56
Summer Employer (Student-Facilitated)	5.1%	24
Organization Website/External Job Board/Industry Event	2.3%	11
Other Source	4.2%	20
Total	100.0%	472

(1) Approximately two-fifths of the accepted offers generated by students' direct contact with companies were with firms where the school has an established recruiting relationship.

New Hires by Job Source: Intern

Method of Hire (Click on a job source for more info)	Percent of Hires	Number of Hires ⁽¹⁾
School Facilitated	84.8%	478
Interview on Campus - Invite Schedule	38.1%	215
Booth Job Posting/Resume Referral Service	20.7%	117
Other Booth Source	9.4%	53
Interview on Campus - Bid Schedule	8.3%	46
Booth Facilitated Relationships (e.g., Blog, CNN, GTS Contacts)	5.0%	28
Alumni Contact	2.5%	14
School-Supported Career Fair (NSHMBAA, NBMBA, DISCO and Reaching Out)	0.9%	5
Direct Contact with Company⁽²⁾	15.2%	86
Personal/Prior Business Contact	11.5%	65
Organization Website/External Job Board/Industry Event	2.3%	13
Other Source	1.4%	8
Total	100.0%	564

(1) Sixteen students in the Class of 2014 reported having two internships.

(2) Approximately one-third of the accepted offers generated by students' direct contact with companies were with firms where the school has an established recruiting relationship.