

RECRUITERS'

& CORPORATE PARTNERS' GUIDE

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Keep in Touch

Welcome ::

As you review the most recent employment information on Ross students and recent graduates, we'd like to remind you of the many ways in which the mission of the Ross School of Business — to develop leaders who make a positive difference in the world — can benefit you and your organization.

Naturally, if you are a recruiter, we want you to understand how strong our graduates are. We are proud, year after year, to provide you outstanding professional talent to help you realize your business goals. Employers repeatedly tell us that Ross graduates stand out. They have the analytical skills and business acumen to understand the most challenging business problems, and they also possess an equally important practical understanding of how to deploy advanced business concepts and frameworks in any work setting.

Through our commitment to action-based learning, we help students connect business education to the world of business in innovative ways. We continuously immerse our students in relevant, challenging, and live business scenarios that provide significant value to organizations while advancing the skills of our students.

If your company currently is not in a position to hire, we encourage you to partner with our Office of Action-Based Learning to discover how our faculty and students can generate expert-level, innovative, and actionable solutions to your most pressing challenges. In addition, participating in an action-based project with Ross provides an excellent opportunity to assess a potential candidate's fit with your firm, without conducting a formal interview process.

In the following pages, you'll see an overview of some of the different ways organizations all over the world find enduring value in their association with the Ross School.

We look forward to partnering with you soon.

Sincerely,



Alison Davis-Blake
Edward J. Frey Dean
Stephen M. Ross Professor of Business




Damian Zikakis
Director of Career Services



About Our Students ::

BACHELOR OF BUSINESS ADMINISTRATION (BBA)

Currently ranked seventh by *Bloomberg Businessweek*, the BBA program represents one of the most sought-after undergraduate business degrees anywhere. Most students spend their freshman year in the University's College of Literature, Science, and the Arts before applying to Ross. A select number of students enter directly from high school.

MASTER OF BUSINESS ADMINISTRATION (MBA)

Ross offers several options for candidates to earn an MBA. Each focuses on action-based learning, an approach to business education that goes beyond studying cases. By building bridges between the classroom and real organizational settings, Ross MBA students learn leadership by practice as well as example.

Full-time MBA: Our rigorous two-year curriculum attracts students with significant prior academic and career accomplishments. The average age is 28, with an average of five years work experience.

Part-time MBA: This program's two formats both follow the same curriculum as the Full-time program.

Evening Format – Students have an average six years of work experience and tremendous flexibility to customize the curriculum. They take an average of four years to complete their degree while working full time.

Weekend Format – This cohort-driven model includes some distance learning to complement on-campus classes every other weekend. Students work full time while completing the degree in an intensive two years.

Executive MBA (EMBA): EMBA students participate in a very selective cohort of professionals with an average 14 years experience. Many have been chosen by their current employers to receive this intensive education as high-potential executives. The program takes two years to complete, with students coming to Ann Arbor once a month.

MASTER OF MANAGEMENT (MM)

Students in Ross' innovative new MM program will build on a non-business undergraduate degree — such as liberal arts, science, or engineering — with core business fundamentals. The intensive, full-time, 10-month program includes rigorous study in functional business concepts including accounting, finance, and marketing. Students will graduate with the analytics, communications and teamwork skills needed to succeed in a multidisciplinary world. We anticipate our inaugural class to graduate in May 2015.

MASTER OF ENTREPRENEURSHIP (MsE)

MsE students learn to create new technology-focused ventures, either as standalone entities or within established innovative organizations. This groundbreaking, one-year degree program – delivered jointly by Ross and the College of Engineering – presents science- and engineering-focused courses in parallel with business-focused content.

MASTER OF ACCOUNTING (MAcc)

MAcc graduates generally complete the one-year program directly after their undergraduate program. Students' primary emphasis is on the completion of the required master's-level coursework to sit for the Certified Public Accountants' Examination.

MASTER OF SUPPLY CHAIN MANAGEMENT (MSCM)

MSCM students average five years of work experience before joining our one-year program, which trains students to become leaders in supply chain management. MSCM students begin their studies in January and graduate in December. Students spend the summer in an in-depth operations internship with a corporate sponsor.

MINOR IN BUSINESS (MiB)

Provides a broad introduction to fundamental business concepts through a cohesive set of courses. The curriculum enables non-business students to integrate business concepts, skills, and perspectives into declared majors while applying and building upon their analytical, quantitative, and leadership skills.



Sponsorship & Partnering Opportunities ::

Ross is committed to forging meaningful connections between the academic environment and the world of business practice. This collaborative process benefits our students, our faculty, and the sponsoring organizations.



Multidisciplinary Action Projects (MAP)

+ www.bus.umich.edu/map

The Multidisciplinary Action Projects (MAP) course epitomizes the commitment to action-based learning that distinguishes the Ross School from other leading MBA programs. For seven weeks each spring, teams of first-year MBAs work to deliver data-driven solutions to pressing organizational issues facing actual firms. Ross faculty advises the teams throughout the project. Students devote themselves exclusively to MAP as a requirement of the Full-time core curriculum. MAP also plays an integral role in the Part-time, Global, and Executive MBA Programs.

Each year, we accept MAP proposals from corporate, entrepreneurial, and nonprofit sponsors looking to solve complex problems, identify new processes, and target opportunities for growth. When selecting MAP projects for our students, we look for challenging opportunities both in the U.S. and abroad that require thoughtful and executable recommendations.

Since 1992, Ross MAP teams have completed more than 1,700 projects for more than 800 organizations. Each project requires analytical rigor, critical thinking, and genuine teamwork. At the end of the project, teams present their analyses and recommendations to the senior management of their sponsoring organization, both in a written report and final oral presentation.

Sponsors of Ross MAP teams benefit from this educational partnership:

- Seven weeks of undivided attention from Ross MBA students exclusively devoted to their MAP projects as a requirement of the curriculum.
- Top-notch findings and recommendations from high-caliber MBA students with diverse skills, leading-edge knowledge, and broad business experience.
- An opportunity to attract future talent from one of the world's leading business schools.
- High value at a low cost — MAP sponsors are only responsible for costs associated with the team project. This is not a student internship.

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Tauber Institute for Global Operations

+ www.tauber.umich.edu

Today's leaders must manage the larger scope of operations, from the plant floor to the boardroom. This kind of leader doesn't just happen. Utilizing the strengths of Michigan's top-ranked business and engineering schools, as well as a comprehensive leadership development program, the Tauber Institute develops and delivers superior talent. Combined with strong support and input from industry, the Tauber Institute for Global Operations has become one of the premier multidisciplinary operations programs in the world.

A cornerstone of the Tauber Institute program is the 14-week multidisciplinary team project linking aspects of business and engineering. These highly visible, operations-oriented team projects range from strategic analyses to complex supply chain redesigns to detailed plant layout and work flow issues for a specific product line. A successful team project results in a significant ROI for the sponsoring company, in many cases earning or saving millions of dollars.

Award-winning faculty from both the College of Engineering and the Ross School are assigned to each project team, consult regularly with the student team, and make on-site visits to review progress. All teams return to campus to compete in the signature *Spotlight!* scholarship event, which draws extensive attention from industry. Sponsoring companies gain access to highly talented candidates who are focused on operations-related careers.

The following companies are represented on the Tauber Institute's Industry Advisory Board:

3M Co.	Dell Inc.	National Center
Alcoa Inc.	The Dow Chemical Co.	for Manufacturing Sciences
Amazon.com	DTE Energy Co.	National Grid
A.T. Kearney Inc.	Ford Motor Co.	OfficeMax Inc.
The Boeing Co.	General Motors Corp.	Pfizer Inc.
BorgWarner Automotive Inc.	Honeywell International Inc.	SRG Global Inc.
Cardinal Health Inc.	Infosys Technologies Ltd.	Steelcase Inc.
Chagrin Consulting Associates	Intel Corp.	Tauber Enterprises
Cisco Systems Inc.	Masco Corp.	UPS Inc.
ConAgra Foods Inc.	Mayo Clinic	Whirlpool Corp.
Cummins Inc.	McKinsey & Co.	

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William Davidson Institute

+ www.wdi.umich.edu

The William Davidson Institute (WDI) is a nonprofit research and educational institute established at the University of Michigan in 1992. Through a unique structure that integrates research, educational outreach, field-based collaborations, executive education, and development consulting services, WDI creates long-term value for academic institutions, partner organizations, and donor agencies active in emerging markets. The institute sources and funds activities for Ross MBA students, including international MAP projects, two speaker series, internships abroad, and select summer projects proposed by students.

WDI also provides a forum for academics, policymakers, and business leaders to enhance their understanding of these emerging economies. WDI is one of the only institutions of higher learning in the United States that is fully dedicated to understanding and promoting important business and policy issues in emerging market economies.

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Frederick A. and Barbara M. Erb Institute for Global Sustainable Enterprise

+ www.erb.umich.edu

The Erb Institute fosters global sustainable enterprise through research, education, and outreach in a partnership between U-M's Ross School of Business and the School of Natural Resources and Environment. The Institute's acclaimed dual MBA/MS program equips graduates with a unique systems-thinking perspective, coupled with interdisciplinary expertise at the nexus of business and social/environmental sustainability. Expertise in areas including climate change, energy, water and the social impact of business enables graduates to cultivate an understanding of the importance of sustainability in diverse sectors, and the role of business—working with government and nonprofits—to achieve it. The Institute supports master's projects with client companies and organizations, as well as summer internships and other multidisciplinary student field projects. The Institute also organizes workshops, speakers, and conferences that convene business, academic, and policy leaders to discuss the most pressing sustainability challenges facing business and markets today.

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Samuel Zell and Robert H. Lurie Institute for Entrepreneurial Studies/Center for Venture Capital and Private Equity Finance

+ www.zli.bus.umich.edu

The top-ranked Zell Lurie Institute advances the entrepreneurial skills of Ross students through action-based learning programs and courses that augment their career ambitions — whether they plan to launch innovative businesses or join a corporate firm. Students are empowered to co-create entrepreneurial learning experiences, whether participating in a student-led venture capital investment fund, applying for start-up grant funding, competing in business plan competitions, or developing a business at the TechArb accelerator. Signature events engage students, as well as practitioners in venture capital and private equity, to forge new contacts and propel fundraising. Among these, Entrepalooza showcases the best emerging and seasoned entrepreneurs, the Private Equity Conference draws from Michigan's network of private equity and investment bank professionals, and the nationally recognized Michigan Growth Capital Symposium attracts top funds to the premier VC gathering in the Midwest. Together these programs leverage research across the University and enhance broad-based management education.

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Nonprofit and Public Management Center

+ www.nonprofit.umich.edu

The Nonprofit and Public Management Center is a collaboration between the Ross School and the University of Michigan's School of Social Work and Gerald R. Ford School of Public Policy. The center focuses on multidisciplinary, practical experiences for students engaged across all sectors to develop their leadership in governance, assessment, and strategy for organizations that deliver social impact. The center offers many action-based, practical experiences to support students interested in delivering social impact. As part of the Board Fellowship program, students serve as board members for local nonprofits while also completing strategic projects. Through Domestic Corp, students complete paid, high-level consulting internships with national nonprofits. In the Social Impact Challenge, interdisciplinary teams diagnose a real-world problem and design strategic recommendations for a social impact organization. These activities enable students to apply learning and improve leadership skills across sectors.

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Our Talent Pool ::

Employers from an impressive range of fields continue to find exceptional talent at Michigan's Ross School of Business. Recruiters consistently find that our graduates excel at teamwork while bringing outstanding functional expertise to the job.

Because we have so many degree programs at our school, we send graduates into many different jobs in many industries. The staff of Career Services can shepherd you through our different degree programs and help you narrow your criteria to increase your chances of finding the best fit for your organization, whether for an internship or a full-time position.

While this report reflects the employment choices that our 2013 graduates have made, there is much more to what we do than is indicated by the numbers. We look forward to continuing to work with you as we attract, educate, and employ tomorrow's leaders.



Recruit at Ross ::

RECRUIT ON CAMPUS

- Gain immediate access to student résumés, our online job posting system, and various Ross events
- Host an on-site event to introduce your company to Ross students
- Sponsor or participate in student-run events related to your industry

SPONSOR ACTION-BASED LEARNING PROJECTS

- Get a close look at Ross talent by working with a student team
- Receive real solutions to real challenges facing your organization
- Partner with top faculty
- Benefit from cutting-edge analytical tools and methods

GET INVOLVED

- Connect with Ross students early in the recruiting process
- Establish relationships with student clubs through event sponsorship
- Collaborate with Ross faculty to engage students in the classroom



Ross 2013 Top Hiring Companies

Company Name	MBA			PT MBA	MSCM	MAcc	BBA	
	Total	Full-time	Intern	Full-time	Full-time	Full-time	Full-time	Intern
Deloitte	84	25	17	3		17	4	18
PwC	52	6	6			14	4	22
Amazon	49	23	13	6	2		3	2
Accenture Ltd.	39	19	10	2			6	2
EY	37	7	3		1	9	9	8
Citi	36	12	12				3	9
McKinsey & Co.	34	17	12	2			2	1
Microsoft Corp.	34	8	10		2		9	5
JPMorgan Chase & Co.	31	5	3				16	7
The Boston Consulting Group	28	12	8				5	3
Goldman Sachs Group	27	3	1				8	15
Cisco Systems Inc.	23	7	9		1		5	1
Kraft Foods Inc.	21	7	9	1			4	
PepsiCo Inc.	20	3	7				6	4
American Express Co.	19	1	3				6	9
Target Corp.	19	5	4				3	7
Wells Fargo & Co.	19	3	6				3	7
Bain & Co. Inc.	18	8	5				3	2
Booz & Co.	15	5	8	1				1
Dell Inc.	15	4	9	2				
General Motors Corp.	15	2	5				4	4
Ford Motor Co.	14	1	5	2			4	2
Morgan Stanley	14	2					6	6
A.T. Kearney Inc.	13	4	5	3			1	
Google Inc.	13	3	7				1	2
IBM Global Business Services	12	2	3				6	1
RBC Capital Markets	11	2	3				2	4
Sears Holdings Corp.	11	6	5					
General Mills Inc.	10	5	5					
Johnson & Johnson	10	2	5	3				
KPMG LLP	10	1		1		4	2	2
Barclays	9	2	3				2	2
Cardinal Health Inc.	9						4	5
Chrysler Group LLC	9	1	3				3	2
Cummins Inc.	9	1	7	1				
Plante & Moran PLLC	9					2	3	4
Walgreen Co.	9	1	2				3	3

2013 RECRUITING & HIRING COMPANIES



Top Recruiters by Industry

CONSULTING

Deloitte – 38 hires

CONSUMER GOODS

Kraft Foods Inc. – 12 hires

FINANCIAL SERVICES

JPMorgan Chase & Co. – 21 hires

HEALTHCARE

Cardinal Health Inc. – 4 hires

MANUFACTURING

Ford Motor Co. – 7 hires

TECHNOLOGY

Amazon – 34 hires

Number of hires includes full-time hires from the Full-time MBA, Evening MBA, BBA, MSCM, and MAcc classes combined.

2013 Recruiting & Hiring Companies

COMPANY	MBA	MSCM	MAcc	BBA	COMPANY	MBA	MSCM	MAcc	BBA
21st Century Oncology	•				Autodesk Inc.	•			
284 Partners, LLC				•	Auto-Owners Insurance Co.				•
3M Co.	•				Baden, Gage and Schroeder LLC			•	
Abacus Capital				•	Bain & Co. Inc.	•			•
Abbott	•				Banchile	•			
Accenture Ltd.	•			•	Bank of America - Merrill Lynch Inc.	•			•
Acro Service Corp.	•				The Bank of New York Mellon				•
Agora Partnerships	•				The Bank of Tokyo - Mitsubishi UFJ, Ltd	•			
ALARGAN International Real Estate Co.	•				Barclays	•			•
Alcoa Inc.	•				Barnes Group Inc.	•			
The Alexander Group Inc.	•				BASF	•			
Alidade Capital LLC	•				Baxter International Inc.	•			
AlixPartners LLP	•				Bay Energy	•			
Allen & Co. LLC				•	Bayer AG	•			
Ally Financial Inc.				•	BDO USA LLP			•	•
Alticor Inc.	•				Becton, Dickinson and Co.	•			
Amazon	•	•		•	Bell's Brewery				•
Ambassador				•	Benzinga.com				•
American Airlines Inc.	•				Bimbo Bakeries USA	•			
American Axle & Manufacturing Inc.				•	BitTitan				•
American Express Co.	•			•	Bizcorps	•			
American Family Insurance	•				BlackRock Inc.				•
American Green Technology				•	The Blackstone Group				•
Amgen Inc.	•			•	Bloomingdales Inc.				•
Ampush Media Inc.				•	Blue Cross Blue Shield of Michigan				•
Apple Inc.	•				BNP Paribas				•
Ares Management LLC				•	The Boeing Co.	•			
ARGA Investment Management LP				•	Booz & Co. Inc.	•			•
Ascension Health	•				BorgWarner Automotive Inc.	•			
A.T. Kearney Inc.	•			•	The Boston Consulting Group	•			•
Athenahealth Inc.	•				Brightstar Corp.	•			
AT&T Inc.	•				Bristol-Myers Squibb	•			

COMPANY	MBA	MSCM	MAcc	BBA	COMPANY	MBA	MSCM	MAcc	BBA
BroadSpan Capital LLC				•	Cymer Inc.	•			
BrownFlynn				•	The Dannon Co. Inc.	•			
BRT Realty Trust				•	DaVita Inc.	•			
The Cambridge Group	•				The D.E. Shaw Group				•
Capgemini US LLC	•			•	Dell Inc.	•			
Capital One Financial Corp.	•	•		•	Deloitte	•		•	•
Cardinal Health Inc.				•	Delphi Corp.	•			•
Cargill Inc.	•				Delta Air Lines Inc.	•			
Carlisle & Co.				•	Detroit Regional Chamber				•
Catalyst Mutual Funds	•				Detroit Venture Partners LLC	•			
Celanese Corp.	•				Deutsch Family Wine & Spirits	•			
Cencosud S.A.	•				Deutsche Bank AG	•			•
Centerbridge Partners LP				•	Digitas				•
Challenge Detroit	•				Dish Network Corp.	•			
Charles River Associates				•	The Dow Chemical Co.	•			
The Chartis Group LLC	•				Dow Corning Corp.	•			
Chat Sports	•				Duff & Phelps Corp.				•
Chevron Corp.	•				E & J Gallo Winery	•			
China CITIC Bank	•				E .I. du Pont de Nemours and Co.	•			
China-Asean Capital Advisory Co. Ltd.	•				Eaton Corp.	•			
Chrysler Group LLC	•			•	eBay Inc.	•			
CIMB Group				•	Eccella Corp.				•
Circle Graphics	•				Ecolab Inc.	•			
Cisco Systems Inc.	•	•		•	Edgeview Partners LP	•			
Citi	•			•	Education Pioneers	•			
The Clorox Co.	•				Egon Zehnder International				•
CommonBond LLC	•				Electronic Arts Inc.	•			•
ConAgra Foods Inc.	•				Eli Lilly & Co.	•			•
The Connable Office Inc.				•	Emerson	•	•		
Con-way Inc.	•				Energy BBDO				•
Cooper Industries Inc.	•				EnerNOC Inc.	•			
Coyote Logistics LLC				•	Engrade	•			
Credit Suisse	•			•	Equity Residential	•			
Cummins Inc.	•				EY	•	•	•	•
CVS Caremark Corp.	•				Erwin-Penland Inc.				•

COMPANY	MBA	MSCM	MAcc	BBA	COMPANY	MBA	MSCM	MAcc	BBA
ESF Summer Camps	•				Grameen Foundation	•			
Evercore Partners				•	Grassroots Business Fund	•			
Exchange Capital Management Inc.				•	Groupon Inc.	•			
Exelon Corp.	•				Grupo Gloria	•			
Exxon Mobil Corp.	•				Guggenheim Partners				•
F. Hoffmann-La Roche Ltd.	•				The Hartford Financial Services Group				•
Facebook Inc.				•	Health Care REIT Inc.				•
Federated Department Stores Inc.				•	Hewlett-Packard Co.	•			
Fidelity Investments	•				Hillenbrand Industries Inc.	•			
Financial Accounting Standards Board			•		H&M	•			
Firestarter				•	Honest Tea	•			
Fiserv Inc.	•				Houlihan Lokey	•		•	•
Fisher Investments Inc.				•	Humana Inc.	•			
FMC Corp.	•				Huron Consulting Group Inc.	•			•
Ford Motor Co.	•			•	HY Enterprises LLC	•			
Forrester Research				•	IBM Corp.				•
Four Seasons Hotels Inc.	•				IBM Global Business Services	•			•
The Frankel Group Inc.	•				Insight Venture Partners				•
FTI Consulting, Inc.				•	Intel Corp.	•			•
Gaikai-Sony	•				International Lease Finance Corp.	•			
Gallup Consulting	•				IRI				•
GC Timmis and Co.				•	iStar Financial				•
Genentech Inc.	•				Itaú-Unibanco	•			
General Electric Co.	•			•	Jackson National Asset Management LLC				•
General Mills Inc.	•				Jefferies & Co. Inc.	•			•
General Motors Corp.	•			•	Johnson & Johnson	•			
GfK Bridgehead Ltd.	•				Johnson Controls Inc.	•			
GlaxoSmithKline plc	•				JPMorgan Chase & Co.	•			•
Global Entrepreneurship					Kaiser Permanente	•			
Program Indonesia	•				Kalahari Resorts	•			
Goldman Sachs Group	•			•	Keller Enterprises LLC	•			
Google Inc.	•			•	Kellogg Co.				•
Government of Singapore					Kelly Services Inc.	•			
Investment Corp.				•	KeyBank				•
Grainger	•			•	Kimberly-Clark Corp.	•			

COMPANY	MBA	MSCM	MAcc	BBA	COMPANY	MBA	MSCM	MAcc	BBA
Kohlberg Kravis Roberts & Co. L.P.	•				McKinsey & Co.	•			•
Kohler Co.				•	McMaster-Carr	•			
Korea Life Insurance Co.	•				Medtronic Inc.	•			
KPMG LLP	•		•	•	Mercer LLC	•			•
Kraft Foods Inc.	•			•	Merck & Co. Inc.	•			
Land O'Lakes Inc	•				Meritor Inc		•		
Landmark Commercial					Mesirow Financial Consulting LLC				•
Real Estate Services Inc.				•	Microsoft Corp.	•	•		•
LaSalle Investment Management				•	Miller Buckfire & Co. LLC	•			
LATAM Airlines Group	•				MillerCoors LLC	•			
Lazard Ltd.	•			•	MindSwarms				•
Lear Corp.				•	Mission Throttle	•			
LearnZillion Inc.	•			•	Mizuho Corporate Bank Ltd.				•
Leerink Swann & Co.				•	Moelis & Co.				•
Lettuce Entertain You Enterprises				•	Moon Capital Management				•
Liberty Lane Partners LLC	•				Morgan Stanley	•			•
Liberty Mutual Group	•			•	M&T Bank Corp.	•			
Limited Brands Inc.	•				Mullen Advertising Inc.				•
LinkedIn Corp.	•				My City Way	•			
Livefyre	•				MyBuys Inc.				•
Llamosoft Inc.				•	Mytonomy	•			
Lockheed Martin Corp.				•	NanoSatisfi	•			
Loomis, Sayles & Co. LP	•				National Biochemicals Corp.	•			
L'Oreal USA Inc.				•	The Natural Capital Project	•			
Macquarie Capital	•				Navigant Consulting Inc.				•
Makana Capital Management LLC				•	Navistar Inc.				•
Mars North America	•				Nestlé	•			
Masco Corp.	•				New World Systems Corp.	•			
Massachusetts Department of Revenue				•	The Nielsen Co.				•
Massey Knakal Realty Services				•	Nomura International (Hong Kong) Ltd.				•
Matrix Capital Management				•	Nomura Singapore Ltd.				•
Mattel Inc.	•			•	Northwestern Mutual Capital LLC				•
McGladery LLP				•	Northwestern University-Kellogg				
McCord Development	•				School of Management	•			
McGraw Hill Financial	•				Numerix LLC	•			

COMPANY	MBA	MSCM	MAcc	BBA	COMPANY	MBA	MSCM	MAcc	BBA
NVIDIA Corp.	•	•			Riot Games Inc.	•			
Opower	•				Rivalries Unlimited LLC	•			
Organica Water Inc.	•				RJT Compuquest		•		
Ortiz Industry	•				Robert W. Baird & Co. Inc.	•			•
Owens Corning				•	Roberts Enterprise Development Fund	•			
P & M Corporate Finance			•		Rocket Internet GmbH	•			
Pacific Gas & Electric Co.	•				Rocky Mountain Institute	•			
Palisades Media Group Inc.				•	Roland Berger Strategy Consultants	•			•
PATH (Program for Appropriate Technology in Health)	•				Roll Global LLC	•			
Paypal Inc.	•				Root Inc.	•			
PEAK6 Investments L.P.				•	Rosetta	•			•
The Pembina Institute	•				Rothschild Inc.	•			•
PepsiCo Inc.	•			•	The Royal Bank of Scotland				•
Petco Animal Supplies Inc.	•				Royal Dutch / Shell				•
Peter J. Solomon Co.				•	Royal Philips Electronics	•			
Pfizer Inc.	•				R&R Consulting	•			
Philips Healthcare	•				R.W. Baird & Co.	•			
Pillar Social Media				•	SAIC				•
Plante & Moran PLLC			•	•	Salsify Inc.	•			
The PNC Financial Services Group Inc.				•	Samsung Global Strategy Group	•			
The Procter & Gamble Co.	•			•	Samsung Life Insurance Co.	•			
Prophet				•	SanDisk Corp.		•		
ProQuest Co.	•			•	Scientia Advisors LLC	•			
PwC	•		•	•	SCS Global Services	•			
Pyramid Solutions				•	Sears Holdings Corp.	•			
Quicken Loans Inc.	•				Simon-Kucher & Partners	•			
Raymond James & Associates Inc.				•	SinglePlatform				•
RBC Capital Markets	•			•	SiteGround.com Inc.	•			
Reckitt Benckiser Group PLC	•			•	Societe Generale				•
REDICO Inc.	•				Southern California Edison	•			
re:group				•	Southwest Airlines Co.				•
Revlon Inc.	•				Southwestern Advantage				•
Ribbon				•	SpaceX				•
Ricardo Strategic Consulting	•				Sprint	•			
					Square Enix Co. Ltd.	•			

COMPANY	MBA	MSCM	MAcc	BBA	COMPANY	MBA	MSCM	MAcc	BBA
St. Jude Medical Inc.	•				Victory Automotive Group				•
Stage2 Innovations	•				Village Green Cos.	•			
Ünlü & Co.	•				Walgreen Co.	•			•
Steelcase Inc.		•			Wal-Mart Stores Inc.	•			•
Stout Risius Ross Inc.				•	The Walt Disney Co.				•
Stryker Corp.	•			•	Wello	•			
SunEdison LLC	•				Wells Fargo & Co.	•			•
SunRun Inc.	•				Western & Southern Financial Group	•			
SunTrust Banks Inc.	•				WHILL				•
The SWI Group	•				Whirlpool Corp.	•			•
Symantec Corp.	•				William Blair & Co. LLC	•			•
T. Rowe Price Associates Inc.	•				Xian Janssen	•			
The Taft School				•	Young & Rubicam				•
Target Corp.	•			•	YUM! Brands, Inc.	•			
Tata Group	•				Zimmer Inc.	•			
The Taubman Co.	•				ZS Associates	•			•
TD Bank Financial Group	•								
Teach for America				•					
Techstars	•								
TellApart Inc.	•								
TIAA-CREF	•								
Tishman Speyer Properties				•					
TMG Capital	•								
Toyota Motor Corp.	•								
Treacy & Co.	•								
TriNet HR Inc.	•								
Triumph Motorcycles	•								
UBS	•			•					
Unilever	•			•					
United Airlines Inc.	•								
Unitus Impact Fund	•								
University of Michigan	•			•					
UNUM Corp.	•								
U.S. Department of State	•								
Verizon	•			•					



TOP REASONS FOR
ACCEPTING A POSITION

Positioning for Future.....	26.6%
Intellectual Challenge.....	15.7%
Geographic Location.....	14.4%
Financial Gain	9.1%
Lifestyle	6.6%
Variety of Responsibilities.....	6.6%
Prestige	6.5%
Affiliation with Colleagues.....	4.2%
Recognition	1.9%
Other.....	8.4%



MBA Graduate Overview

Demographic Overview

Class Size.....	501
Undergraduate Majors	
Business.....	26%
Engineering	22%
Economics.....	17%
Humanities/Social Sciences.....	17%
Computer Science.....	7%
Math/Physical Sciences	6%
Other	6%
Average Full-time Work Experience (years).....	5
Range (years).....	<1-15 years
Average Age	28
Women	31%
Minorities	28%

Geographic Distribution	
Midwest.....	21%
Mid-Atlantic	20%
West.....	15%
Northeast.....	6%
South	5%
Southwest.....	2%
International.....	31%
Average Grade Point Average (GPA)	3.4
GMAT Score	
Middle 80% Range	650-750
Average	703

*This report conforms to the MBA Career Services & Employer Alliance
Standards for Reporting MBA Employment Statistics.*

Graduates Seeking Employment

	U.S. Citizens/ Permanent Residents		Foreign Nationals		Total Graduating Class	
Seeking Employment	61.7%	316	26.4%	135	88.1%	451
Returning to Internship Employer.....	26.0%	133	9.4%	48	35.4%	181
Seeking New Employment.....	35.7%	183	17.0%	87	52.7%	270
Not Seeking Employment	4.7%	24	1.6%	8	6.3%	32
Continuing Education	0.2%	1	0.0%	0	0.2%	1
Not currently seeking employment	1.0%	5	0.0%	0	1.0%	5
Sponsored Student/Already Employed	2.1%	11	1.4%	7	3.5%	18
Starting/Buying Company	1.4%	7	0.2%	1	1.6%	8
No Information Available.....	3.3%	17	2.3%	12	5.6%	29
Total Graduates	69.7%	357	30.3%	155	100.0%	512

Timing of Job Offers

	Received First Offer by Graduation	Received First Offer Within 3 Months of Graduation
U.S. Citizens/Permanent Residents.....	88.6%	91.1%
Foreign Nationals	77.0%	83.0%
Total.....	85.1%	88.7%

Timing of Job Acceptances

	Accepted Offer by Graduation	Accepted Offer Within 3 Months of Graduation
U.S. Citizens/Permanent Residents.....	79.4%	88.9%
Foreign Nationals	69.6%	78.5%
Total.....	76.7%	85.8%

MBA Graduate Acceptances by Function

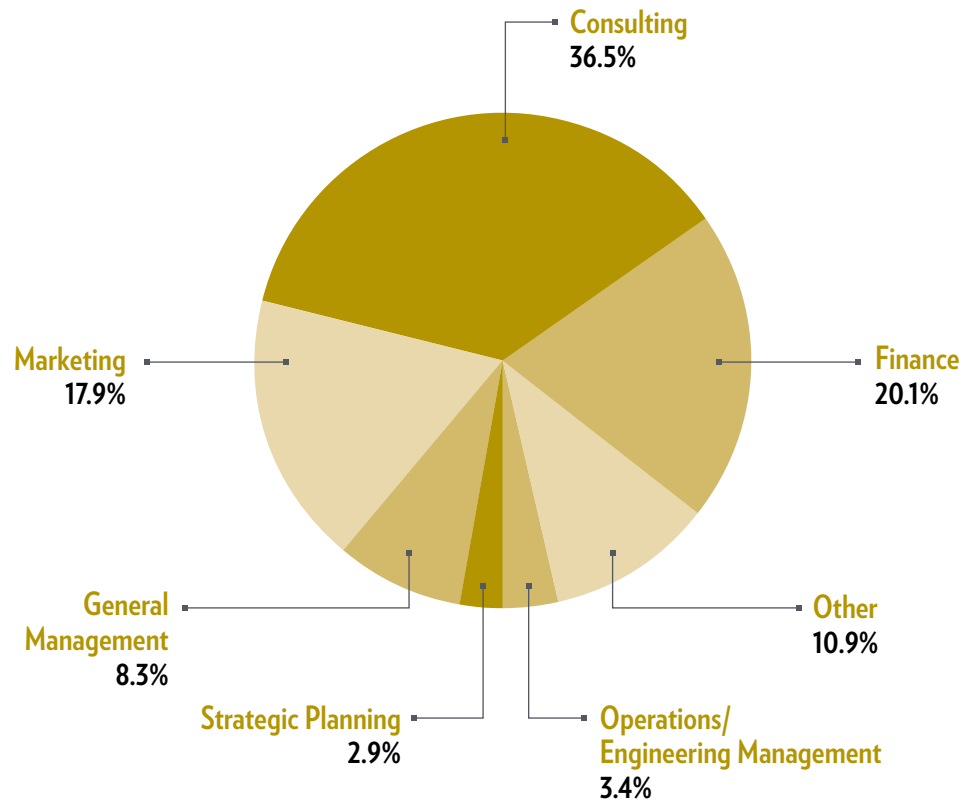
2013 Detailed Compensation Information (96% of accepted offers included useable function salary data.)

Function	Base Salary				Signing Bonus		Other Guaranteed Compensation	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Consulting.....	36.5%	\$135,000	\$125,521	\$71,000-\$150,000	92.9%	\$25,000	60.0%	\$27,413
Strategy Consulting.....	27.6%	\$135,000	\$127,528	\$75,000-\$150,000	96.2%	\$25,000	67.9%	\$27,413
Internal Consulting.....	3.4%	\$110,000	\$105,952	\$80,000-\$125,000	69.2%	\$20,000	69.2%	\$10,000
General Consulting.....	2.9%	\$135,000	\$124,155	\$71,000-\$139,700	81.8%	\$35,000	27.3%	\$53,000
Information Technology/System.....	1.3%	\$135,000	\$134,000	\$130,000-\$135,000	100.0%	\$35,000	60.0%	\$50,000
Operations/Process Consulting.....	1.3%	\$125,000	\$128,400	\$122,000-\$135,000	100.0%	\$35,000	20.0%	\$60,000
Finance.....	20.1%	\$100,000	\$104,146	\$65,000-\$168,000	87%	\$35,000	46.8%	\$10,000
Corporate Finance.....	7.0%	\$105,000	\$108,230	\$99,300-\$130,000	88.9%	\$25,000	66.7%	\$9,077
Investment Banking.....	6.8%	\$100,000	\$101,923	\$65,000-\$125,000	96.2%	\$45,000	34.6%	\$40,000
Other Finance.....	6.3%	\$100,000	\$101,958	\$70,000-\$168,000	75.0%	\$25,000	37.5%	\$20,000
Marketing.....	17.9%	\$101,000	\$103,217	\$25,000-\$135,000	87.0%	\$21,500	56.5%	\$10,000
Product Management.....	14.3%	\$101,000	\$103,655	\$25,000-\$135,000	89.1%	\$25,000	47.3%	\$10,000
General Marketing.....	1.6%	\$103,500	\$104,500	\$95,000-\$120,000	83.3%	\$20,000	100.0%	\$9,800
Marketing—Sales/Retail/Other.....	2.0%	\$100,000	\$99,250	\$85,000-\$120,000	75.0%	\$25,000	87.5%	\$21,500
General Management.....	8.3%	\$105,000	\$108,153	\$87,400-\$135,000	93.8%	\$21,000	56.3%	\$13,500
Operations/Engineering Management....	3.4%	\$115,000	\$109,969	\$75,000-\$135,000	92.3%	\$23,500	46.2%	\$11,250
Strategic Planning.....	2.9%	\$100,000	\$97,727	\$80,000-\$115,000	81.8%	\$20,000	72.7%	\$20,000
Other*.....	10.9%	\$100,000	\$97,727	\$15,000-\$126,000	69.0%	\$15,000	38.1%	\$14,000

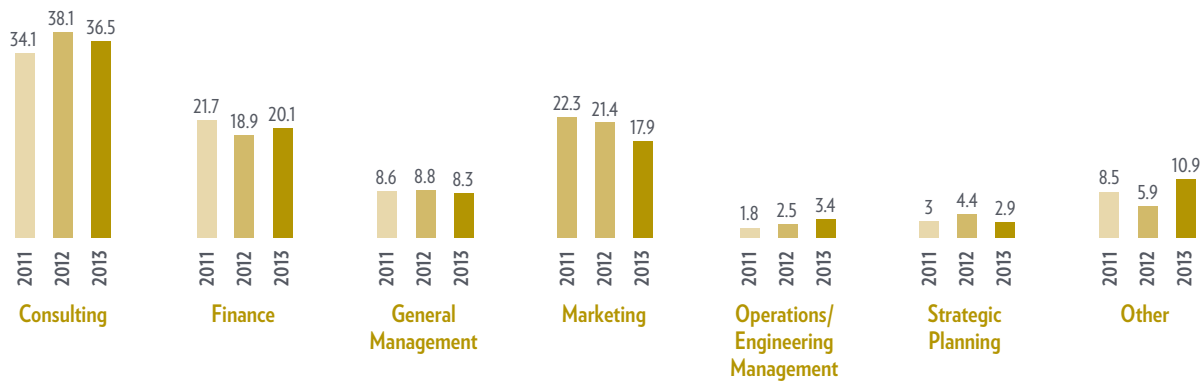
*Other includes Supply Chain Management - 2.3%, E-Commerce - 1.6%, and HR Management - 1.6%.

**THE MEDIAN BASE SALARY FOR
MBA GRADUATES WAS \$112,000.**

2013 Function Distribution (Percent of reported)



2011-13 Comparison (Percent of reported)

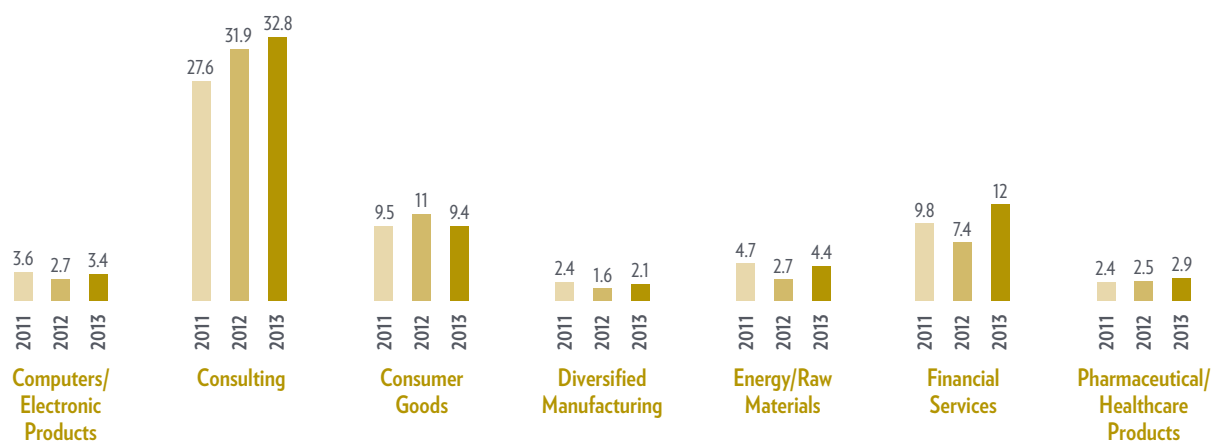


MBA Graduate Acceptances by Industry

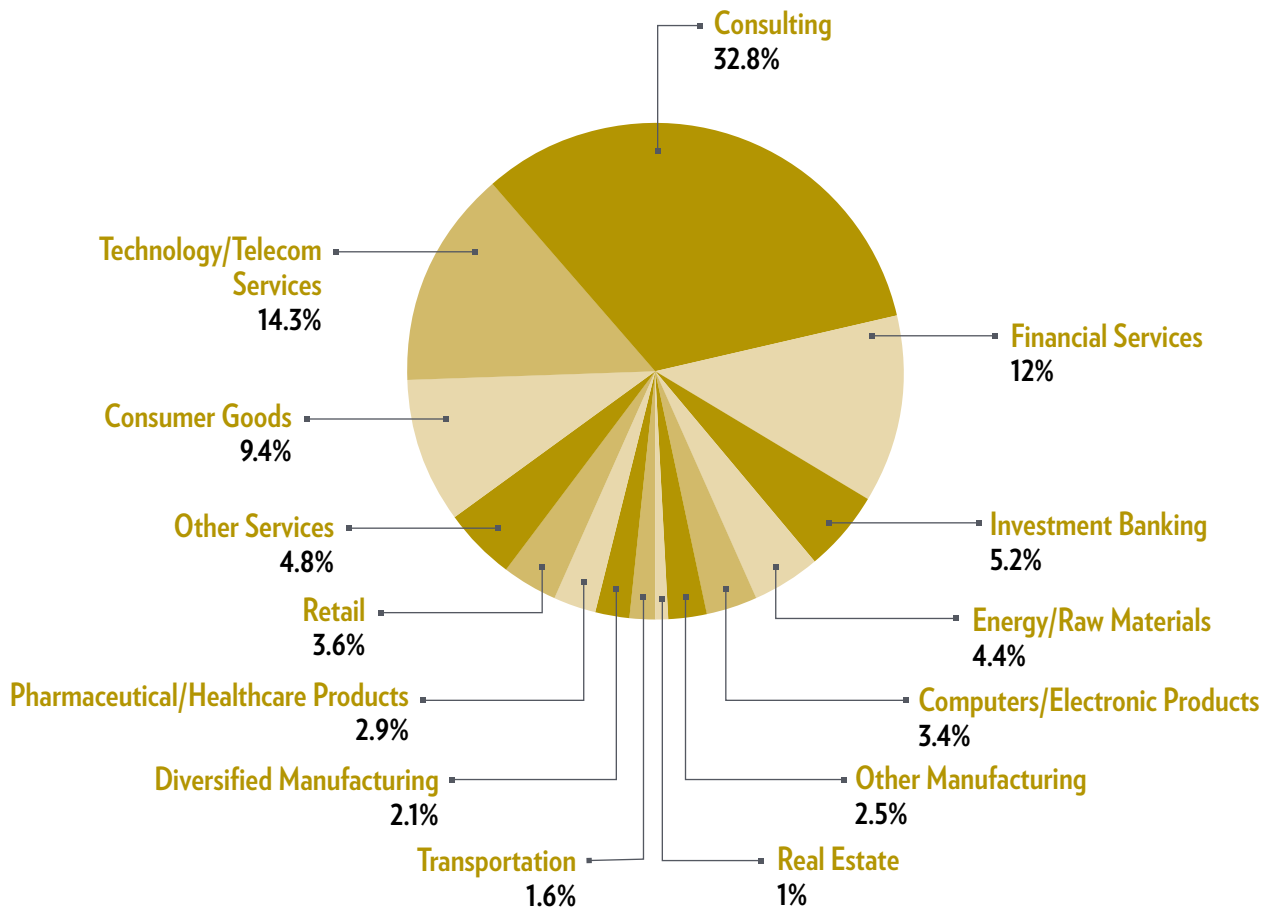
2013 Detailed Compensation Information (96% of accepted offers included useable industry salary data.)

Industry	Base Salary				Signing Bonus		Other Guaranteed Compensation	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Service	75.3%	\$115,000	\$113,775	\$15,000-\$168,000	87.9%	\$25,000	53.6%	\$20,000
Consulting.....	32.8%	\$135,000	\$127,626	\$75,000-\$150,000	96.0%	\$25,000	63.5%	\$30,000
Technology/Telecom Services.....	14.3%	\$115,000	\$112,068	\$25,000-\$135,000	89.1%	\$25,000	47.3%	\$15,250
Financial Services	12%	\$100,000	\$99,041	\$65,000-\$125,000	84.8%	\$30,400	37%	\$20,000
Investment Banking	5.2%	\$100,000	\$101,800	\$72,000-\$168,000	90.0%	\$40,000	50.0%	\$20,000
Retail	3.6%	\$108,500	\$107,857	\$75,000-\$118,000	92.9%	\$20,000	57.1%	\$9,000
Transportation	1.6%	\$100,000	\$101,100	\$93,000-\$120,000	100.0%	\$17,500	83.3%	\$15,600
Real Estate	1.0%	\$75,000	\$73,000	\$60,000-\$82,000	50.0%	\$6,500	100.0%	\$24,700
Other Services.....	4.8%	\$98,900	\$90,878	\$15,000-\$125,000	33.3%	\$15,834	27.8%	\$12,000
Manufacturing.....	24.7%	\$101,000	\$104,246	\$70,000-\$135,000	87.4%	\$20,000	58.9%	\$10,000
Consumer Goods.....	9.4%	\$100,000	\$98,833	\$85,000-\$115,000	91.7%	\$20,000	55.6%	\$9,575
Energy/Raw Materials	4.4%	\$108,000	\$110,765	\$71,000-\$130,000	70.6%	\$17,500	58.8%	\$15,750
Computers/Electronic Products.....	3.4%	\$101,000	\$109,562	\$95,000-\$135,000	84.6%	\$20,000	61.5%	\$7,680
Pharmaceutical/Healthcare Products	2.9%	\$107,000	\$106,091	\$93,000-\$120,000	100.0%	\$20,000	63.6%	\$11,000
Diversified Manufacturing.....	2.1%	\$103,893	\$104,770	\$100,000-\$116,000	100.0%	\$17,500	75.0%	\$9,208
Other Manufacturing.....	2.5%	\$105,500	\$103,291	\$70,000-\$119,200	80.0%	\$21,000	50.0%	\$9,153

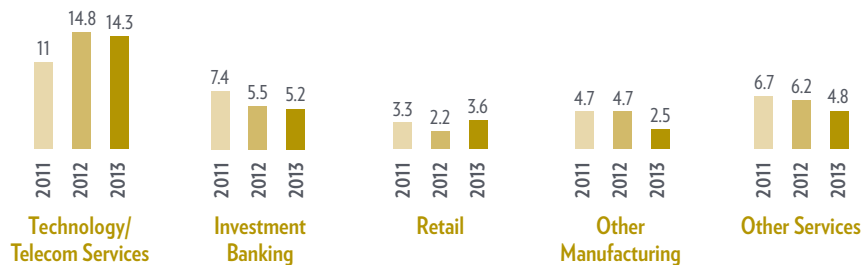
2011-13 Comparison (Percent of reported)



2013 Industry Distribution (Percent of reported)



2011–13 Comparison (Percent of reported)



MBA Graduate Acceptances by Region

2013 Detailed Compensation Information

Region	Base Salary				Signing Bonus		Other Guaranteed Compensation	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Midwest	32.6%	\$112,000	\$113,519	\$70,000-\$150,000	92.8%	\$24,000	59.2%	\$12,000
Chicago, IL	19.5%	\$120,000	\$119,160	\$85,000-\$150,000	96%	\$25,000	61.3%	\$15,000
Detroit, MI	6.0%	\$107,000	\$108,770	\$70,000-\$140,000	82.6%	\$18,000	60.9%	\$12,000
Minneapolis/St. Paul, MN	4.2%	\$104,686	\$103,197	\$87,000-\$110,000	100.0%	\$25,000	56.3%	\$10,000
Other	2.9%	\$100,000	\$100,000	\$90,000-\$110,000	81.8%	\$20,000	18.2%	\$8,900
West	22.9%	\$115,000	\$115,364	\$70,000-\$135,000	85.2%	\$25,000	52.3%	\$15,000
San Francisco, CA	11.7%	\$120,000	\$115,622	\$70,000-\$135,000	80.0%	\$20,000	24.4%	\$16,500
Seattle, WA	8.6%	\$115,000	\$116,939	\$87,000-\$110,000	100.0%	\$30,000	42.4%	\$20,000
Los Angeles, CA	1.0%	\$115,000	\$111,250	\$80,000-\$135,000	25.0%	\$40,000	25.0%	\$7,500
Other	1.6%	\$107,500	\$107,500	\$75,000-\$135,000	83.3%	\$20,000	33.3%	\$5,500
Northeast	20.6%	\$100,000	\$107,841	\$72,000-\$140,000	91.1%	\$30,000	48.1%	\$12,338
NY Metro	18.5%	\$102,500	\$106,827	\$72,000-\$140,000	60.1%	\$30,000	42.9%	\$9,000
Boston, MA	1.8%	\$135,000	\$121,386	\$75,000-\$139,700	100.0%	\$22,500	57.1%	\$18,088
Other	0.3%	—	—	—	—	—	—	—
Southwest	6.0%	\$100,000	\$110,304	\$71,000-\$140,000	87.0%	\$25,000	56.5%	\$10,200
Mid-Atlantic	3.6%	\$120,000	\$115,214	\$60,000-\$135,000	85.7%	\$35,000	21.4%	\$55,194
South	3.1%	\$102,500	\$108,583	\$70,000-\$135,000	75.0%	\$25,000	33.3%	\$42,500
International	11.2%	\$108,252	\$103,952	\$15,000-\$168,000	76.7%	\$26,000	76.7%	\$28,826
Asia	3.6%	\$109,126	\$107,211	\$70,000-\$135,895	92.9%	\$24,708	71.4%	\$26,637
South America	3.6%	\$110,000	\$113,286	\$87,400-\$168,000	85.7%	\$30,200	92.9%	\$27,000
Europe - Free Trade Area Countries	1.0%	\$111,000	\$91,000	\$25,000-\$117,000	75.0%	\$26,000	75.0%	\$48,000
Other	2.9%	\$100,000	\$92,636	\$15,000-\$150,000	45.5%	\$30,000	0.0%	—

**50% OF ROSS MBAS ACCEPTED
POSITIONS IN THE CHICAGO, NEW YORK,
OR SAN FRANCISCO METRO AREAS.**

MBA CLASS OF 2014 // INTERNS

TOP REASONS FOR ACCEPTING A POSITION

Positioning for Future.....	28.3%
Intellectual Challenge.....	18.6%
Geographic Location.....	12.2%
Prestige	9.2%
Variety of Responsibilities.....	5.8%
Financial Gain	5.0%
Lifestyle	4.8%
Recognition	4.5%
Affiliation with Colleagues.....	3.3%
Other.....	8.3%

MBA
14



MBA Interns Overview

Demographic Overview

Class Size.....	502
Undergraduate Majors	
Engineering	26%
Business.....	24%
Humanities/Social Sciences.....	21%
Economics.....	15%
Computer Science.....	5%
Math/Physical Sciences	5%
Other	4%
Average Full-time Work Experience (years).....	5
Range (years).....	<1-15 years
Average Age	28
Women	30%
Minorities	27%

Geographic Distribution

Africa	1%
Asia	16%
Eastern Europe	2%
India	9%
Latin America.....	4%
Middle East.....	1%
North America.....	64%
Oceania.....	1%
Western Europe.....	2%
Average Grade Point Average (GPA).....	3.4
GMAT Score	
Middle 80% Range	650-750
Average	703

MBA Intern Acceptances by Function

Acceptances by Function

Function	% of Reported	Median Base Salary (Annualized)	Mean Base Salary (Annualized)	Base Salary Range (Annualized)
Marketing.....	28.0%	\$81,432	\$79,987	\$14,400-\$119,600
General Marketing.....	14.5%	\$82,394	\$80,418	\$14,400-\$119,600
Product Management.....	7.3%	\$83,198	\$81,777	\$48,000-\$102,000
Other Marketing.....	6.2%	\$78,000	\$76,894	\$38,760-\$104,000
Consulting.....	26.9%	\$132,000	\$112,406	\$10,400-\$140,400
Strategy Consulting.....	13.7%	\$135,000	\$121,857	\$16,250-\$140,400
General Consulting.....	6.2%	\$132,000	\$119,056	\$52,000-\$135,000
Other Consulting.....	7.0%	\$88,400	\$87,942	\$10,400-\$136,800
Finance.....	18.4%	\$98,400	\$89,835	\$36,000-\$126,000
Corporate Finance.....	7.5%	\$84,000	\$84,052	\$36,000-\$124,200
Investment Management.....	6.0%	\$99,996	\$100,434	\$90,000-\$109,200
Other Finance*.....	4.9%	\$90,000	\$85,832	\$52,000-\$126,000
General Management.....	6.7%	\$90,000	\$84,469	\$31,200-\$130,000
Strategic Planning.....	6.0%	\$96,000	\$89,720	\$19,200-\$119,600
Operations/Engineering Management.....	3.6%	\$80,600	\$80,368	\$65,000-\$96,000
Other.....	10.4%	\$82,400	\$77,308	\$32,160-\$108,160
Supply Chain Management.....	2.1%	\$84,680	\$84,685	\$78,960-\$89,960
Entrepreneur.....	1.6%	\$62,400	\$57,560	\$41,166-\$65,000
Human Resource Management.....	1.6%	\$90,798	\$90,253	\$71,760-\$108,160
E-commerce.....	1.3%	\$96,000	\$96,602	\$92,304-\$104,000
Sustainability/Environment.....	1.0%	\$62,500	\$61,190	\$32,160-\$87,600
Other**.....	2.8%	\$78,000	\$72,744	\$43,333-\$96,000

*Other Finance includes Equity Research - 0.8% and Commercial Banking - 0.5%

** Other includes Emerging Markets - 0.8%, Real Estate - 0.8%, Social Entrepreneurship - 0.3%, etc.

Note: Eleven students chose to participate in uncompensated internships or for stipends under \$10,000 (annualized).

**ROSS MBA'S INTERNEED WITH
OVER 180 DIFFERENT COMPANIES
ACROSS 33 INDUSTRIES.**

Intern Acceptances by Industry & Region

Acceptances by Industry

Industry	% of Reported	Median Base Salary (Annualized)	Mean Base Salary (Annualized)	Base Salary Range (Annualized)
Service	64.5%	\$98,400	\$96,755	\$10,400-\$140,400
Consulting.....	20.7%	\$134,420	\$123,656	\$10,400-\$140,400
Technology/Telecom Services	12.4%	\$96,000	\$90,100	\$14,400-\$130,000
Financial Services.....	10.6%	\$99,996	\$88,896	\$43,333-\$108,160
Investment Banking.....	5.2%	\$99,996	\$94,438	\$50,004-\$126,000
Retail.....	4.9%	\$78,000	\$79,905	\$32,160-\$119,600
Healthcare	1.3%	\$85,800	\$78,242	\$45,500-\$101,920
Real Estate.....	1.0%	\$77,500	\$76,630	\$60,000-\$91,520
Transportation.....	1.0%	\$84,000	\$83,739	\$76,956-\$90,000
Other Services	7.4%	\$63,700	\$63,940	\$24,000-\$96,000
Manufacturing.....	35.5%	\$83,076	\$80,966	\$14,664-\$124,200
Consumer Goods	12.4%	\$81,802	\$80,609	\$28,800-\$97,992
Pharmaceutical/Healthcare Products.....	6.2%	\$83,200	\$77,662	\$14,664-\$104,000
Energy/Raw Materials	3.9%	\$88,536	\$90,769	\$65,000-\$124,200
Automotive	3.9%	\$78,000	\$78,295	\$64,480-\$91,000
Computers/Electronic Products.....	4.7%	\$71,520	\$80,143	\$62,400-\$119,600
Diversified Manufacturing.....	1.8%	\$88,400	\$81,365	\$41,600-\$102,000
Other Manufacturing	2.6%	\$86,400	\$81,120	\$36,000-\$90,000

Acceptances by Region

Region	% of Reported	Median Base Salary (Annualized)	Mean Base Salary (Annualized)	Base Salary Range (Annualized)
Midwest.....	38.1%	\$88,400	\$93,936	\$24,000-\$140,400
West	19.9%	\$96,000	\$89,076	\$28,800-\$138,000
Northeast	18.1%	\$99,996	\$98,394	\$14,400-\$135,200
Southwest	7.5%	\$78,000	\$85,134	\$60,000-\$138,000
South	4.9%	\$86,400	\$87,773	\$60,000-\$135,000
Mid-Atlantic.....	2.8%	\$85,488	\$80,805	\$19,200-\$135,200
International	8.7%	\$72,000	\$78,907	\$10,400-\$135,000
Asia	5.2%	\$77,073	\$76,816	\$10,400-\$135,000
South America	1.6%	\$88,000	\$89,333	\$60,000-\$120,000
Other	1.9%	\$60,000	\$75,944	\$16,250-\$132,000

MSCM CLASS OF 2012 //GRADUATES

TOP REASONS FOR ACCEPTING A POSITION

Positioning for Future.....	31.4%
Intellectual Challenge.....	14.3%
Geographic Location.....	11.4%
Financial Gain	5.7%
Lifestyle	5.7%
Power & Influence.....	5.7%
Prestige	5.7%
Autonomy	2.9%
Managing Others	2.9%
Other.....	14.3%



MSCM Graduate Overview

Demographic Overview

Class Size.....	22
Undergraduate Majors	
Engineering	50%
Business.....	36%
Liberal Arts & Science	14%
Average Full-time Work Experience (years).....	6
Range (years).....	< 1-11
Average Age.....	29
Women	27%

Citizenship Distribution*

International.....	86%
United States	14%

Geographic Distribution

China.....	27%
India	41%
United States	14%
Other	18%

Average Grade Point Average (GPA)3.4

GMAT Score

Middle 80% Range	640-730
Average	665

**Some MSCM students hold dual citizenship.*

Graduates Seeking Employment

	U.S. Citizens/ Permanent Residents		Foreign Nationals		Total Graduating Class	
Seeking Employment	14.3%	3	61.9%	13	76.2%	16
Seeking New Employment.....	14.3%	3	61.9%	13	76.2%	16
Returning to Internship Employer	—	—	—	—	—	—
Not Seeking Employment	—	—	—	—	—	—
No Information Available	—	—	23.8%	5	23.8%	5
Total Graduates	14.3%	3	85.7%	18	100%	21

Acceptances by Region

Region	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
West	46.1%	\$100,500	\$103,833	\$85,000-\$130,000
Midwest	23.1%	\$85,000	\$88,333	\$80,000-\$100,000
Southwest	15.4%	\$126,500	\$126,500	\$115,000-\$138,000
Mid-Atlantic.....	7.7%	\$93,000	\$93,000	\$93,000-\$93,000
International	7.7%	\$32,991	\$32,991	\$32,991-\$32,991

Timing of Job Offers

	Received First Offer by Graduation	Received First Offer Within 3 Months of Graduation
U.S. Citizens/Permanent Residents.....	100.0%	100.0%
Foreign Nationals	84.6%	92.3%
Total.....	87.5%	93.8%

Timing of Job Acceptances

	Accepted Offer by Graduation	Accepted Offer Within 3 Months of Graduation
U.S. Citizens/Permanent Residents.....	66.7%	66.7%
Foreign Nationals	61.5%	84.6%
Total.....	62.5%	81.3%

MAcc CLASS OF 2013 //GRADUATES

TOP REASONS FOR ACCEPTING A POSITION

Positioning for Future	24.6%
Geographic Location	15.5%
Intellectual Challenge	12.7%
Prestige	10.6%
Financial Gain	9.9%
Lifestyle	7.0%
Affiliation with Colleagues	5.6%
Recognition	5.6%
Security	4.2%
Other	4.3%



MAcc Graduate Overview

Demographic Overview

Class Size	67
Undergraduate Majors	
Business (BBAs)	79%
Economics	12%
Other	9%
Non-University of Michigan Undergraduates	61%
Women	49%
Underrepresented Minorities	12%
Average Grade Point Average (GPA)	3.60
GMAT Score	
Middle 80% Range	600-720
Median	660

Graduate Employment Overview

	Total	Graduating Class
Seeking Employment	98.5%	66
Seeking New Employment	64.2%	43
Returning to Internship Employer	34.3%	23
Not Seeking Employment	1.5%	1
Sponsored Student/Already Employed	1.5%	1
Total Graduates	100%	67

Acceptances by Function

Function	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Accounting	93.9%	\$55,000	\$54,924	\$47,500-\$62,000
Finance	6.1%	\$61,500	\$63,833	\$60,000-\$70,000

Acceptances by Region

Region	% of Reported	Median Base Salary	Mean Base Salary	Base Salary Range
Midwest	63.3%	\$53,000	\$54,113	\$47,500-\$62,000
Detroit, Mich.	36.7%	\$53,000	\$52,778	\$52,000-\$53,000
Chicago, Ill.	22.4%	\$57,000	\$57,273	\$56,000-\$62,000
Other	4.2%	\$48,750	\$48,750	\$47,500-\$50,000
Northeast	26.5%	\$57,000	\$57,731	\$56,000-\$61,500
Southwest	4.1%	\$61,000	\$61,000	\$52,000-\$70,000
West	4.1%	\$56,500	\$56,500	\$55,000-\$58,000
South	2.0%	\$55,000	\$55,000	\$55,000-\$55,000

Timing of Job Offers

	Received First Offer by Graduation	Received First Offer Within 3 Months of Graduation
U.S. Citizens/Permanent Residents	95.1%	95.1%
Foreign Nationals	52.0%	52.0%
Total	78.8%	78.8%

**THE MEDIAN BASE SALARY FOR
MAcc GRADUATES WAS \$55,000.**

TOP REASONS FOR
ACCEPTING A POSITION

Positioning for Future.....	25.1%
Intellectual Challenge.....	12.8%
Lifestyle	12.0%
Geographic Location	11.8%
Prestige.....	9.0%
Financial Gain	7.9%
Variety of Responsibilities.....	5.2%
Affiliation with Colleagues	5.1%
Recognition	3.9%
Other.....	7.2%



BBA Graduate Overview

Demographic Overview

Class Size.....	404
Average Grade Point Average (GPA)	3.61
Women	31%
Minorities	25%
International Students.....	9%
Prior U-M Studies.....	99%

Timing of Job Offers

	Received First Offer by Graduation	Received First Offer Within 3 Months of Graduation
U.S. Citizens/Permanent Residents.....	90.9%	92.8%
Foreign Nationals.....	83.3%	83.3%
Total.....	90.5%	92.2%

Graduates Seeking Employment

	U.S. Citizens/ Permanent Residents		Foreign Nationals		Total Graduating Class	
Seeking Employment	67.2%	265	4.6%	18	71.8%	283
Seeking New Employment	36.3%	143	3.3%	13	39.6%	156
Returning to Internship Employer	30.9%	122	1.3%	5	32.2%	127
Not Seeking Employment	10.7%	42	2.0%	8	12.7%	50
Starting/Buying Company	0.3%	1	—	—	0.3%	1
Continuing Education	9.6%	38	1.8%	7	11.4%	45
Not currently seeking employment	0.8%	3	0.3%	1	1.0%	4
No Information Available	13.5%	53	2.0%	8	15.5%	61
Total Graduates	91.4%	360	8.6%	34	100%	394

Graduate Acceptances by Region // 2013 Detailed Compensation Information

Region	Base Salary				Signing Bonus		Other Guaranteed Compensation	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Northeast	40.4%	\$70,000	\$65,315	\$40,000-\$84,000	82.2%	\$10,000	26.7%	\$10,000
Midwest	40.0%	\$60,000	\$61,517	\$32,500-\$80,000	77.0%	\$5,000	39.0%	\$10,000
West	12.8%	\$70,000	\$66,147	\$31,000-\$100,000	71.9%	\$5,500	53.1%	\$6,000
South	3.2%	\$51,250	\$52,063	\$35,000-\$70,000	50.0%	\$12,500	50.0%	\$12,500
Mid-Atlantic	2.4%	\$52,500	\$54,667	\$48,000-\$70,000	66.7%	\$9,000	50.0%	\$7,000
Southwest	0.8%	\$62,500	\$62,500	\$55,000-\$70,000	100.0%	\$6,000	50.0%	\$7,000
International	0.4%	\$90,000	\$90,000	\$90,000-\$90,000	100.0%	\$10,000	100.0%	\$15,000

Timing of Job Acceptances

	Accepted Offer by Graduation	Accepted Offer Within 3 Months of Graduation
U.S. Citizens/Permanent Residents	85.7%	89.1%
Foreign Nationals	77.8%	77.8%
Total	85.2%	88.3%

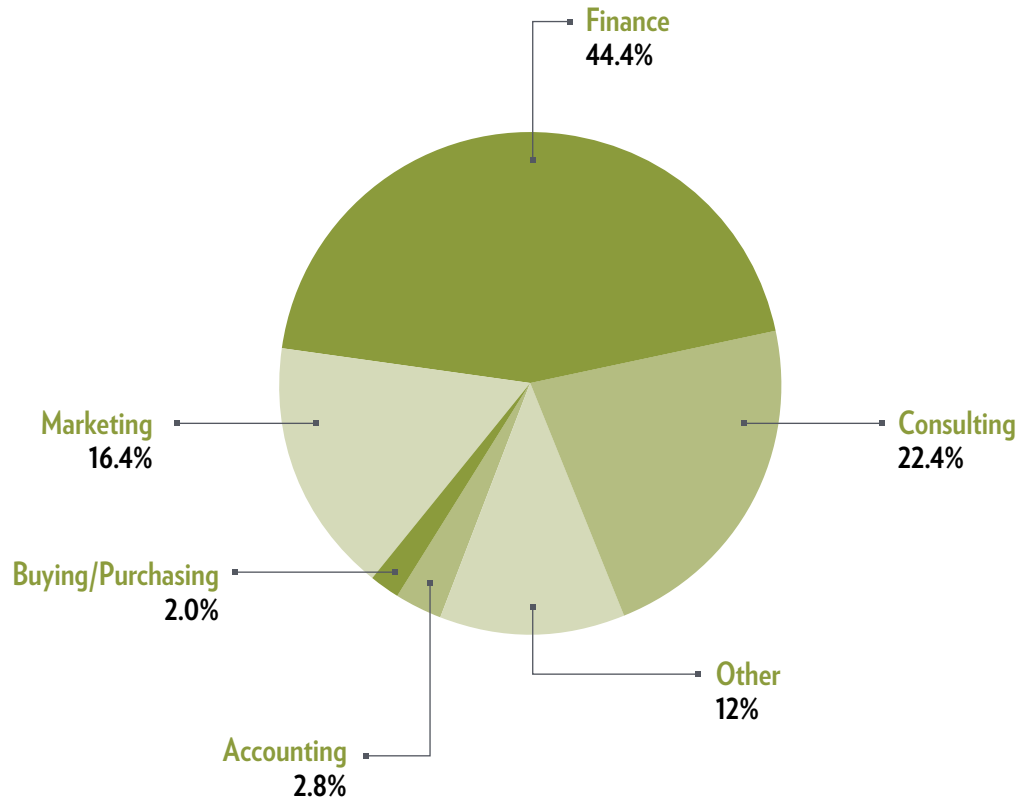
BBA Graduate Acceptances by Function

2013 Detailed Compensation Information (99% of accepted offers included useable function salary data.)

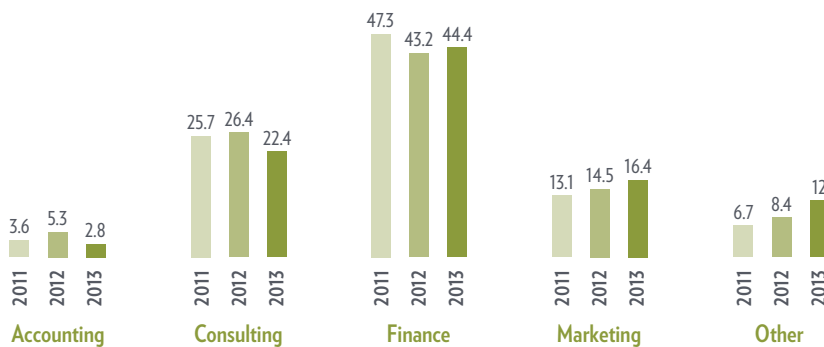
Function	Base Salary				Signing Bonus		Other Guaranteed Compensation	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Finance.....	44.4%	\$70,000	65,875	\$37,800-\$84,000	81.1%	\$10,000	40.5%	\$10,000
Investment Banking.....	16.0%	70,000	69,875	\$60,000-\$75,000	95.0%	\$10,000	40.0%	\$35,000
Corporate Finance.....	12.0%	60,000	60,343	\$52,000-\$76,000	66.7%	\$5,000	46.7%	\$6,250
Sales/Trading.....	4.0%	70,000	69,200	\$60,000-\$72,000	100.0%	\$10,000	20.0%	\$20,000
Investment Management.....	3.2%	70,000	65,850	\$45,000-\$84,000	50.0%	\$10,000	50.0%	\$4,000
Private Client Services/ Wealth Mgmt.....	2.4%	70,000	68,333	\$60,000-\$70,000	100.0%	\$10,000	33.3%	\$10,000
Other Finance.....	6.8%	70,000	63,412	\$37,800-\$70,000	70.6%	\$10,000	41.2%	\$10,000
Consulting.....	22.4%	\$70,000	\$66,875	\$48,000-\$90,000	94.6%	\$5,000	37.5%	\$7,500
Strategy Consulting.....	14.4%	70,000	68,825	\$52,500-\$90,000	100.0%	\$5,500	44.4%	\$8,250
General Consulting.....	4.0%	61,250	62,150	\$48,000-\$75,000	70.0%	\$5,000	30.0%	\$2,500
Other Consulting.....	4.0%	66,500	64,580	\$55,000-\$70,800	100.0%	\$5,500	20.0%	\$8,000
Marketing.....	16.4%	\$55,000	\$59,184	\$31,000-\$100,000	65.9%	\$5,000	31.7%	\$6,000
Product Management.....	4.8%	60,000	68,500	\$55,000-\$100,000	91.7%	\$5,000	25.0%	\$4,000
Sales/Retail.....	4.0%	52,250	54,460	\$35,000-\$90,000	40.0%	\$2,750	40.0%	\$12,500
General Marketing.....	2.4%	56,000	55,717	\$50,000-\$60,000	66.7%	\$5,000	50.0%	\$15,000
Other Marketing.....	5.2%	53,520	55,819	\$31,000-\$87,000	61.5%	\$6,750	23.1%	\$3,000
Accounting.....	2.8%	\$57,000	\$55,871	\$52,000-\$58,800	42.9%	\$2,000	28.6%	\$4,500
Buying/Purchasing.....	2.0%	\$52,000	\$52,000	\$50,000-\$54,000	100.0%	\$2,000	20.0%	\$5,200
Other.....	12.0%	\$55,000	\$56,330	\$34,200-\$75,000	53.3%	\$6,750	33.3%	\$7,250

**78% OF REPORTED OFFERS
TO BBA GRADUATES INCLUDED SIGNING
BONUS INFORMATION.**

2013 Function Distribution *(Percent of reported)*



2011–13 Comparison *(Percent of reported)*



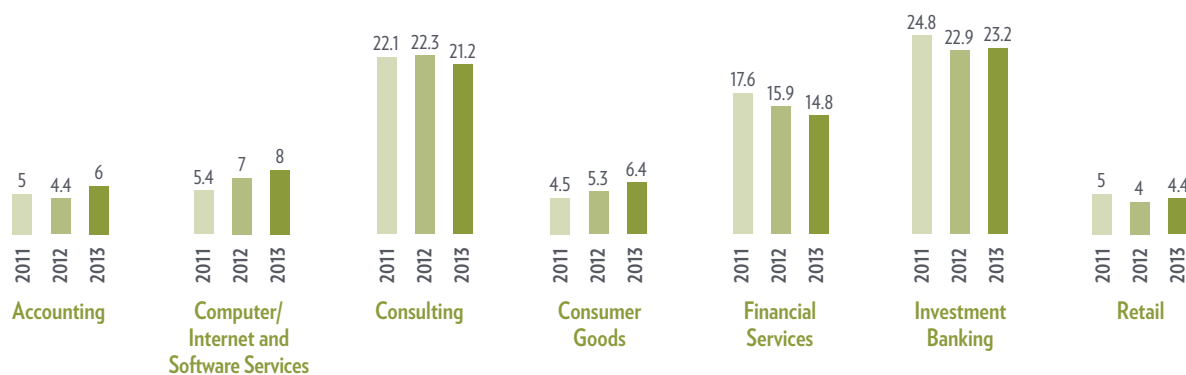
BBA Graduate Acceptances by Industry

2013 Detailed Compensation Information (99% of accepted offers included useable industry salary data.)

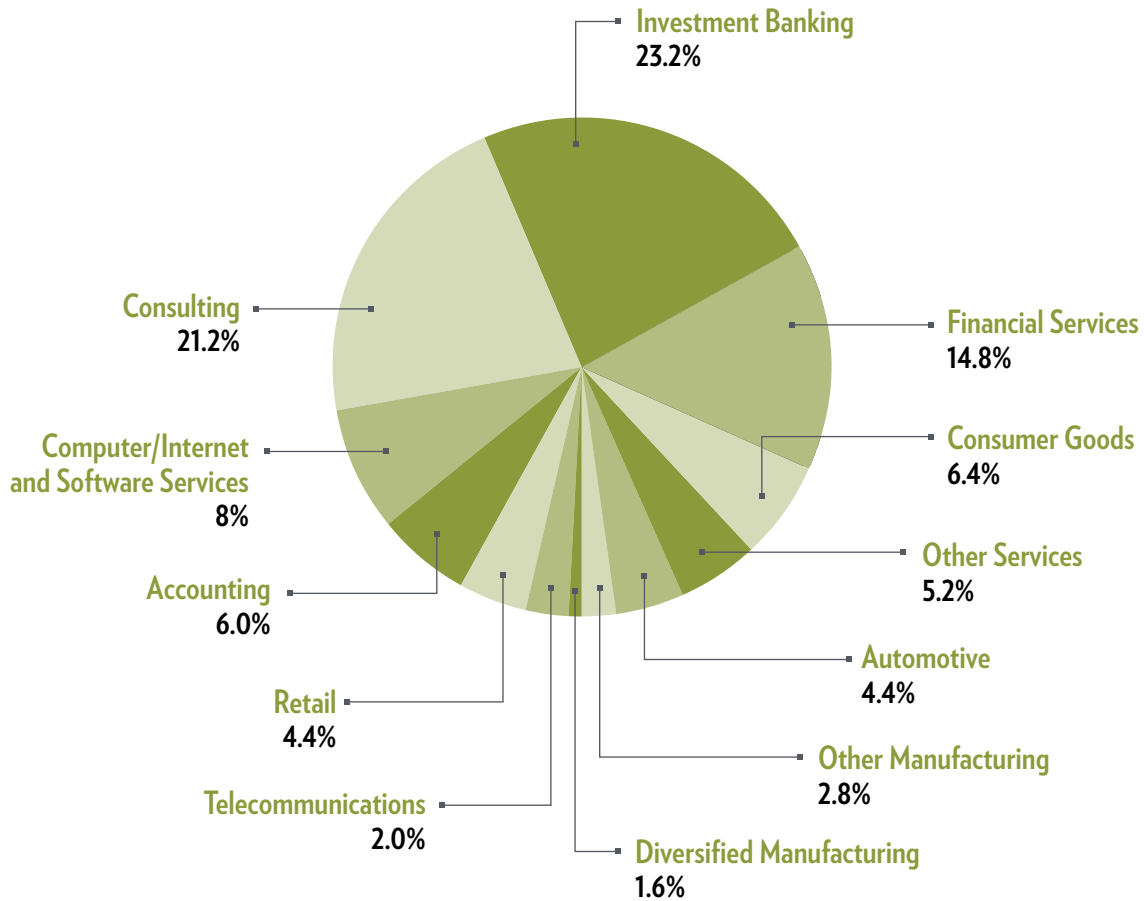
Industry	Base Salary				Signing Bonus		Other Guaranteed Compensation	
	% of Reported	Median	Mean	Range	% of Reported	Median	% of Reported	Median
Service	84.8%	\$70,000	\$64,338	\$31,000-\$100,000	80.7%	\$7,500	38.7%	\$10,000
Investment Banking	23.2%	\$70,000	\$67,148	\$37,800-\$84,000	84.5%	\$10,000	41.4%	\$15,000
Consulting	21.2%	\$70,000	\$66,538	\$45,000-\$90,000	94.3%	\$5,500	41.5%	\$7,250
Financial Services	14.8%	\$70,000	\$66,309	\$50,000-\$72,000	94.6%	\$10,000	35.1%	\$10,000
Computer/Internet & Software Services	8.0%	\$72,500	\$68,800	\$35,000-\$100,000	60.0%	\$5,000	45.0%	\$7,500
Accounting	6.0%	\$58,800	\$58,473	\$48,000-\$70,000	53.3%	\$3,000	13.3%	\$4,500
Retail	4.4%	\$52,500	\$54,455	\$50,000-\$60,000	100.0%	\$3,000	45.5%	\$10,500
Telecommunications	2.0%	\$63,000	\$56,840	\$34,200-\$72,500	40.0%	\$7,000	100.0%	\$5,075
Other Services*	5.2%	\$50,000	\$48,365	\$31,000-\$70,000	30.8%	\$3,750	15.4%	\$11,500
Manufacturing	15.2%	\$56,500	\$57,502	\$52,000-\$72,000	60.5%	\$5,000	26.3%	\$6,000
Consumer Goods	6.4%	\$56,000	\$57,250	\$53,000-\$63,000	87.5%	\$5,000	18.8%	\$3,920
Automotive	4.4%	\$60,000	\$58,734	\$54,300-\$62,180	36.4%	\$3,000	54.5%	\$8,500
Diversified Manufacturing	1.6%	\$56,000	\$47,450	\$20,800-\$57,000	25.0%	\$3,000	25.0%	\$5,500
Other Manufacturing	2.8%	\$55,000	\$54,571	\$52,000-\$58,000	57.1%	\$5,000	—	—

*Other Services includes Real Estate - 2.0%, Advertising - 1.6%, and Non-Profit - 0.8%

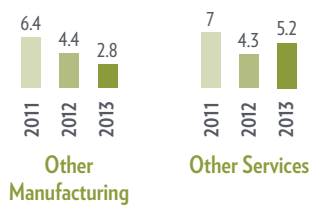
2011-13 Comparison (Percent of reported)



2013 Industry Distribution *(Percent of reported)*



2011-13 Comparison *(Percent of reported)*



TOP REASONS FOR
ACCEPTING A POSITION

Positioning for Future	23.8%
Geographic Location	13.3%
Intellectual Challenge	12.5%
Prestige	10.7%
Lifestyle	10.4%
Recognition	5.6%
Affiliation with Colleagues	5.2%
Financial Gain	4.8%
Variety of Responsibilities	4.6%
Other	9.1%



BBA Interns Overview & Acceptances

Demographic Overview

Class Size	423
Average Grade Point Average (GPA)	3.63
Average Middle 80% Range	3.2-3.9
Women	34%
Minorities	5%
International Students	14%
Prior U-M Studies	99%

Acceptances by Region

Region	% of Reported	Median Base Salary (Annualized)	Mean Base Salary (Annualized)	Base Salary Range (Annualized)
Northeast	46.8%	\$65,000	\$59,018	\$15,600-\$93,600
Midwest	39.0%	\$49,686	\$47,879	\$14,560-\$104,000
West	8.1%	\$50,958	\$51,161	\$26,000-\$80,400
Southwest	2.0%	\$46,512	\$43,725	\$13,000-\$65,000
South	1.7%	\$43,680	\$46,440	\$38,400-\$60,000
Mid-Atlantic	1.2%	\$41,600	\$37,960	\$20,280-\$52,000
International	1.2%	\$94,200	\$86,472	\$69,996-\$95,220

Acceptances by Function

Function	% of Reported	Median Base Salary (Annualized)	Mean Base Salary (Annualized)	Base Salary Range (Annualized)
Finance	46.7%	\$69,600	\$62,157	\$18,571-\$104,000
Investment Banking	16.3%	\$69,996	\$69,439	\$31,200-\$104,000
Corporate Finance	8.9%	\$43,940	\$45,764	\$31,200-\$62,400
Sales/Trading	5.3%	\$69,996	\$74,505	\$69,600-\$95,220
Private Client Services/Wealth Mgmt	3.3%	\$64,804	\$64,540	\$49,920-\$72,800
Investment Management	2.0%	\$70,200	\$52,074	\$18,571-\$72,800
Other Finance	10.9%	\$65,000	\$59,940	\$33,280-\$72,800
Marketing	14.7%	\$38,100	\$39,675	\$15,600-\$70,200
General Marketing	5.3%	\$39,520	\$43,595	\$20,800-\$70,200
Product Management	3.7%	\$46,800	\$47,688	\$35,352-\$61,200
Advertising	2.4%	\$20,800	\$22,660	\$15,600-\$34,560
Other Marketing	3.3%	\$34,320	\$37,053	\$29,120-\$60,580
Consulting	13.0%	\$57,510	\$55,883	\$20,800-\$88,660
Strategy Consulting	5.3%	\$62,400	\$61,847	\$49,972-\$88,660
General Consulting	3.3%	\$57,000	\$53,610	\$24,000-\$64,480
Other Consulting	4.4%	\$49,920	\$50,488	\$20,800-\$65,000
Accounting	12.6%	\$52,000	\$51,339	\$18,200-\$65,000
Operations Management	1.6%	\$34,386	\$35,653	\$20,280-\$53,560
Other	11.4%	\$35,360	\$38,771	\$13,000-\$80,400

Acceptances by Industry

Industry	% of Reported	Median Base Salary (Annualized)	Mean Base Salary (Annualized)	Base Salary Range (Annualized)
Service	86.2%	\$60,000	\$55,488	\$13,000-\$104,000
Investment Banking	26.8%	\$69,992	\$65,672	\$18,571-\$95,220
Financial Services	17.5%	\$65,000	\$61,880	\$14,560-\$104,000
Consulting	13.4%	\$54,080	\$56,497	\$31,200-\$88,660
Accounting	9.8%	\$53,000	\$52,062	\$20,800-\$60,000
Technology	6.1%	\$47,816	\$48,126	\$18,200-\$80,400
Retail	5.7%	\$37,440	\$37,810	\$31,200-\$49,972
Other Services	6.9%	\$21,424	\$23,716	\$13,000-\$35,360
Manufacturing	13.8%	\$41,600	\$41,789	\$22,880-\$60,000
Consumer Goods	4.9%	\$46,098	\$43,048	\$33,144-\$50,388
Automotive	3.3%	\$40,800	\$39,025	\$33,280-\$42,240
Other Manufacturing	5.6%	\$41,600	\$42,290	\$22,880-\$60,000

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