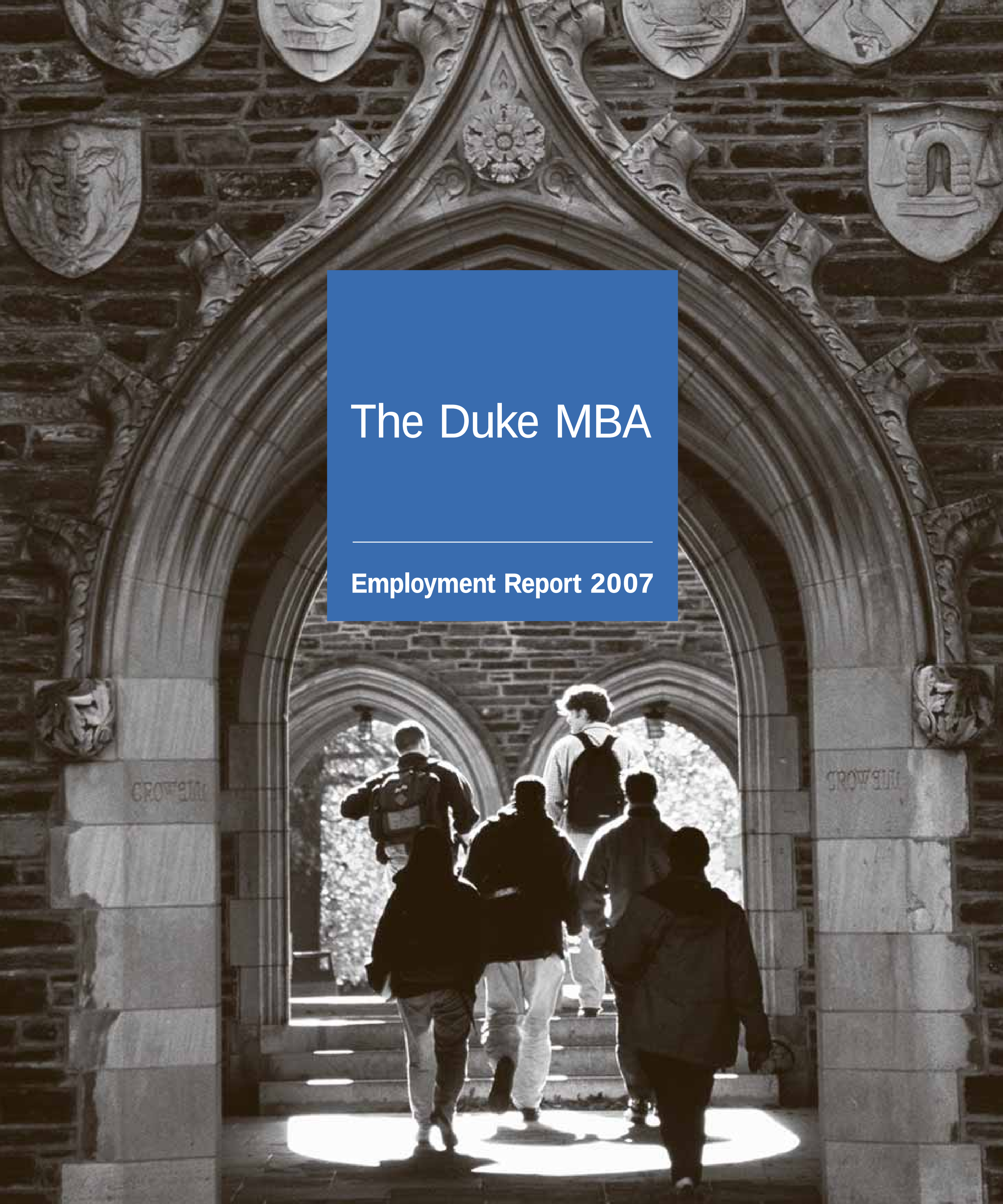


The Duke MBA

Employment Report 2007

Contents

Why Duke?

Why companies recruit at Duke

LEADERS READY FOR THE GLOBAL MARKETPLACE

Technology and the emergence of a truly global marketplace have changed business forever. To succeed—both on an organizational level and on a personal level—business leaders today need a broad perspective, a breadth of knowledge and skills that enable them to think strategically and move decisively.

The Duke MBA program was designed for this purpose, to shape and educate a new breed of business leaders who are ready to aggressively compete in a diverse, international business environment. ▸

AN A-LIST BUSINESS SCHOOL

Duke's unique approach to management education and its innovative global and multidisciplinary programs have garnered accolades from respected publications such as *BusinessWeek*, *The Financial Times*, and *U.S. News and World Report*, who rate The Duke MBA among the best in the world.

In its 2006 survey, *BusinessWeek* ranked Duke one of the Top 10 business schools in the country. Duke earned an A+ in all areas scored, the only business school to do so.

Communication	A+
Teamwork	A+
Analytic Skills	A+
Teaching Quality	A+
Career Services	A+

DUKE'S MULTIDISCIPLINE APPROACH

The Duke MBA curriculum stresses the importance of a strong foundation in general management, yet is flexible enough to accommodate career and personal goals.

In other words, we're not merely creating specialists in finance, management, or marketing. We move beyond narrow classifications. We educate thoughtful global managers with superior technical, interpersonal, and quantitative skills. In addition, we give our students the option of pursuing functional concentrations to gain even more knowledge. Our health sector management program, for example, is the most respected program of its kind among top-tier business schools.

WORLD RENOWNED FACULTY

From marketing to accounting to strategy and beyond, Duke boasts some of the most intelligent and creative thought leaders in the business world—professors whose cutting-edge research and insights guide corporations, shed new light on the international economy, and influence their peers worldwide.

THE CAREER MANAGEMENT CENTER

Duke makes it easy for recruiters to find the candidates best suited for their needs. The Duke MBA Career Management Center (CMC) offers recruiters the ability to interact with diverse groups of students from both the Daytime and Executive MBA programs through job postings, presentations, on-campus interviews, and career fairs.

"Duke is an attractive place for us to recruit because of its emphasis on teamwork. We are a global organization working on complex problems, and we need people who understand that they can't do it all alone, leaders who know how to bring people with various perspectives together to solve problems. We talk about a combination of humility and ambition, what I personally call 'humblition'—which means you are very driven and tenacious but at the same time know you can't do everything yourself. That's what we find in Duke students: polished collaborative leaders."

-Kevin Wright of IBM

> Duke MBAs are superstars at Frito Lay – their teamwork, enthusiasm, quality of thinking, and leadership are all highly valued. Each brand leader we've brought in has delivered results.
>
> Plus, the CMC staff is always responsive, making each on campus visit worthwhile.
>
> Fuqua will continue to be a core source for interns and full-time leaders here at Frito-Lay.

–Mike Quintana, Product Manager
Kids and Teens Innovation
Frito-Lay North America

USING THIS REPORT

Our 2006-2007 Employment Report will help you gain valuable insight into attracting and hiring Duke MBA talent. The following pages include a list of the companies that have hired Duke MBAs as well as salary data by function, industry, and geography. This year's employment statistics reveal an overall rise in the number, quality, and diversity of employers hiring Duke MBAs. So if you're looking for a committed, collaborative, competitive global business leader, you're looking in the right place.

To learn more about The Duke MBA or recruiting options, please visit our Web site at **www.fuqua.duke.edu/cmc.**

Top Employers of Duke MBAs in 2006-2007

COMPANY	FULL-TIME HIRES (CLASS OF 2007)	INTERNS (CLASS OF 2008)	TOTAL DUKE MBA HIRES (2006–2007)
Johnson & Johnson	17	7	24
Citi	10	13	23
Bank of America	16	6	22
Deloitte Consulting	13	5	18
Kraft Foods	8	7	15
Accenture	10	4	14
Dell, Inc.	4	10	14
McKinsey & Company	11	2	13
Lehman Brothers	6	6	12
Morgan Stanley	7	5	12
American Express Company	4	7	11
IBM Corporation	3	8	11
Unilever	6	3	9
Goldman Sachs	4	4	8
Procter & Gamble	2	6	8
Wachovia Securities	5	3	8
ZS Associates	2	6	8
Bain & Company	3	4	7
Eli Lilly and Company	2	5	7
JPMorgan	3	4	7
Microsoft Corporation	7	0	7
A.T. Kearney	2	4	6
Bear Stearns	2	4	6
The Boston Consulting Group	4	2	6
Diamond Management & Technology Consultants	4	2	6
Google, Inc.	1	5	6
Merrill Lynch	1	5	6
Apple, Inc.	3	2	5
Booz Allen Hamilton	4	1	5
Chevron Corporation	3	2	5
Intel Corporation	2	3	5
John Deere	3	2	5
The Thomson Corporation	1	4	5
Amgen, Inc.	2	2	4
Bristol-Myers Squibb	0	4	4
Constellation Energy	3	1	4
DuPont	0	4	4
Frito-Lay, Inc.	1	3	4
Infosys Consulting	2	2	4
Limited Brands, Inc.	3	1	4
Medtronic	2	2	4
Merck & Co.	2	2	4
UBS Investment Bank	1	3	4
Woori Bank	2	2	4

Companies Hiring Duke Grads and Interns in 2006-2007

The companies listed below hired at least one Duke MBA for either full-time employment or an internship. Companies marked with an asterisk (*) hired at least one student who did not have U.S. citizenship or permanent work authorization. Companies listed in bold represent 2006-07 Equity Partners, recognized for their financial investment in The Fuqua School of Business.

3M
A.T. Kearney*
Abbott Vascular
Accenture
Accuitive Medical Ventures
Acuity Edge
Adobe Systems Inc.*
ADVANTIS Management Consulting*
AEA Investors
Agema LLC
Agora Partnerships
AIG Consumer Finance Group*
AIG United Guaranty
Albemarle Corporation
AllianceBernstein, L.P.*
Alpha Cement, principal company of the Holcim Group*
Alvarez and Marsal
Amazon.com
American Airlines
American Express Company
Amgen, Inc.
Amylin Pharmaceuticals, Inc.
Analog Devices, Inc.
Apple, Inc.*
Archstone Consulting
Aruba Networks
ASCEND Worldwide LLC*
The Aurora Funds, Inc.
Avaya Inc.*
AVOS Life Sciences
Bacardi U.S.A.
Bain & Company*
Bank of America*
Bank of Nova Scotia*
Barclays Capital*
Barclays Capital Asia Limited*
Barclays Global Investors*
Bausch & Lomb
BB&T
Bear Stearns*
BearingPoint*
BellSouth Corporation
Best Buy*
Biogen Idec
Booz Allen Hamilton*
The Boston Consulting Group*
Boston Scientific Corporation*
Brasil Telecom*
Bridge Strategy Group LLC
Bristol-Myers Squibb*

Companies Hiring Duke Grads and Interns

Broadcom
Brunswick Corporation
Builder Financial
Buildlinks
Cambridge Associates
Capgemini*
Cargill
Catholic Health Iniatives
Center of Research for Development*
Centocor, Inc.
Central Bank of Thailand*
ChannelAdvisor
Chatham Financial Corporation*
Cherokee Investment Partners
Chevron Corporation
Chicago Public Education Fund
Chris C. Crenshaw Financial Services
CIGNA Corporation
Cisco Systems*
Citi*
The Coca-Cola Company
Common Good Ventures
Community Vocational Enterprises, Inc.
Constellation Energy*
Credit Suisse*
D&B
Daiichi Sankyo, Inc
DaimlerChrysler Corporation
Del Monte Foods
Dell, Inc.*
Deloitte Consulting*
Delta Air Lines, Inc.
Deutsche Bank*
Diageo
The Dial Company
Diamond Management & Technology Consultants*
Discover Financial Services*
Domo, Inc.
Dream Incubator*
Dubai Health Care City
Duff & Phelps, LLC*
Duke Energy Corporation
Duke University
Duke University Athletic Association
Duke University Hospital*
DuPont*
E*Trade
eBay Inc.*
Ecowater of the South
Edgeview Partners
EDS*
Education Pioneers*
Electronic Arts*
Eli Lilly and Company*
EMBARQ
Emerson Electric*
Expedia
ExxonMobil Corporation*
Eyeblaster*
FedEx Services
Fidelis SeniorCare
Fidelity Consulting & New Business Development
Fidelity Investments
First Data Corp*
Ford Motor Company
Foster's Market*
FPL Energy
Frito-Lay, Inc.
GE Energy Financial Services
GE Healthcare*
Genentech*
General Electric
General Mills, Inc.
General Motors Corporation*
General Motors, New York Treasurers Office*
Gerdau S.A.*
Global Endowment Management
Goldman Sachs*
Good Capital
Google, Inc.*
Green Street Advisors
Gulf Capital
Hamilton Lane Advisors
Harrah's Entertainment, Inc.
Hasbro
HCA Healthcare
HCL America, Inc.*
Health Strategies International
Heinz North America
Hershey Foods Corporation
Hewlett Packard*
HSBC*
HSBC Card Services*
Humana, Inc.
Hyundai Securities Co*
IBM Corporation
IM Trust*
Imperial Oil*
IMS Consulting*
Indegene*
Infosys Consulting*
Infosys Technologies Ltd.*
Intel Corporation*
Inter-American Development Bank*
International Bridges to Justice
International Business Ethics Institute
ITX international Holdings, Inc*
Jefferies & Company, Inc.
Jefferson Health System
John Deere
Johnson & Johnson*
JPMorgan*
JPMorgan Private Bank*
Kase Printing
Kiawah Capital Partners
Kraft Foods
Laboratory Corporation of America
Lehman Brothers*
Lenovo Group Limited

Companies Hiring Duke Grads and Interns

Liberty Mutual Group*
Limited Brands, Inc
The Link Group
Lockheed Martin
Lowe's Companies, Inc.
M&T Bank Corporation
Mars & Co.
Masterfoods USA, A Division of Mars, Incorporated
The Mathews Company
Mattel, Inc.*
McKinsey & Company*
McMaster-Carr
McNeil Consumer Healthcare
MeadWestvaco Corporation*
Medtronic
Mercer Management Consulting*
Merck & Co.
Meriturn Partners, LLC
Merrill Lynch*
Microsoft Corporation*
Miller Brewing Company
Milliken
Morgan Stanley*
Multisectoral Bank of Investing (BMI)
Nationwide Financial
NCIDEA
NEC Electronics Corporation*
Needham and Company*
Nestle USA
New York Life Insurance Company
Nike*
Nissan North America
North Highland
Northwest Airlines, Inc.*
Novozymes North America, Inc
Oak Value Capital Managment, Inc.*
Ogilvy & Mather*
Organic
Pappas Ventures
Pardot LLC
Pepsi Cola Company
Pfizer Inc.
Philips*
PIMCO*
The Pittsburgh Foundation
PricewaterhouseCoopers LLP
Procter & Gamble*
Progress Energy*
Prophet
PRTM*
Prudential Capital Group
PwC Financial Consulting*
Quintiles Transnational Corp.
Rackspace Managed Hosting*
RBC Centura*
Relativity Technologies*
RGM Centros Internacionales de Servicio*
Roche
RodBlu Investments*
Roland Berger*
RSM McGladrey, Inc.
Schering-Plough Consumer Health Care*
ScottMadden, Inc.
SES Americom
Shinsei Bank, Limited*
Siemens Management Consulting*
Simmons Vedder & Company
Simon-Kucher and Partners
SJF Ventures
Small Business & Technology Development Center
Smith Breeden Associates, Inc.
Sony Ericsson Mobile Communications*
Stifel, Nicolaus & Company
Stoneacre Partners, LLC
Sun Microsystems*
SunTrust Robinson Humphrey
Target Corporation
Thomas Weisel Partners
ThomasLloyd Capital
The Thomson Corporation*
Thornburg Investment Management
Triangle Community Foundation
UBS Investment Bank*
UCB Pharma, Inc.*
UNC Management Company
Unibanco*
Unigestion
Unilever
Unitech Realty Investors (Private) Limited*
United Nations International Labour Organization*
US Biodiesel Group, LLC.
The Venetian Resort Hotel Casino
VF Corporation
Vinotto Company Limited*
W.R. Grace & Co.*
Wachovia Securities*
Walt Disney Parks & Resorts
Washington Mutual Bank*
Wellington Managment Company, LLP*
Western & Southern Life Financial Group
Weston Presidio Capital
Whirlpool Corporation*
William Blair & Company
Winrock International*
Wireless Generation
Woori Bank*
WPP
Wyeth Consumer Healthcare
Yahoo!*
Yahoo! Search Marketing
ZS Associates*

Information about full-time positions offered to the class of 2007

All salary and bonus information listed here was calculated based on full-time offers reported by September 30, 2007. Compensation information is student-reported and the percentage reporting signing bonus information does not indicate the percentage of students who received this compensation. For example, a student may choose not to share his or her bonus information or may not have known the bonus amount at the time the offer was reported.

A total of 377 students from the class of 2007 were seeking employment in 2006-07. Of that total, 255 were U.S. citizens or permanent residents and 122 were foreign nationals.

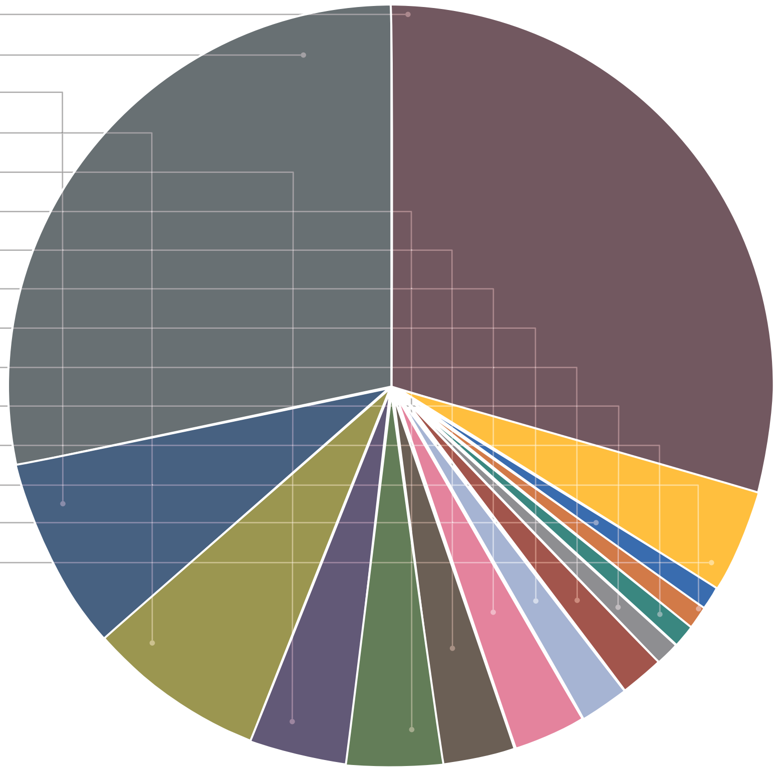
TIMING OF FIRST JOB OFFER	**Total** students seeking employment	Number of students who received their first offer by **graduation (5.13.07)**	Number of students who received their first offer by **3 months after graduation**	Students who did not receive an offer by **3 months after graduation**
With permanent U.S. work authorization	255	225 (88%)	231 (90%)	24 (9%)
Without permanent U.S. work authorization	122	97 (80%)	105 (86%)	17 (14%)
All graduates seeking employment	377	322 (85%)	336 (89%)	41 (11%)

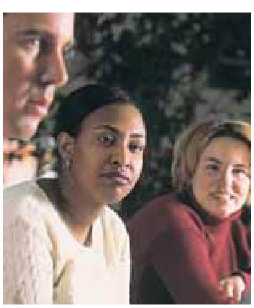
TIMING OF FIRST JOB ACCEPTANCE	**Total** students seeking employment	Number of students who accepted **by graduation**	Number of students who accepted by **3 months after graduation**	Students who did not accept an offer by **3 months after graduation**
With permanent U.S. work authorization	255	209 (82%)	222 (87%)	33 (13%)
Without permanent U.S. work authorization	122	89 (73%)	98 (80%)	24 (20%)
All graduates seeking employment	377	298 (79%)	320 (85%)	57 (15%)

Job Offer Statistics

SOURCES OF EMPLOYMENT by percentage of graduates

- **31%** Summer internship
- **28%** On-campus interview
- **9%** Personal contact
- **8%** CareerCompass job posting
- **4%** Internet search or online job posting
- **4%** Pre-Fuqua employer
- **3%** SIP / office hours / recruiting dinner
- **3%** Fuqua alumnus / alumnae
- **2%** Executive recruiter
- **2%** National Black MBA Conference
- **1%** Other MBA Conference
- **1%** Telephone interview
- **1%** NSHMBA conference
- **1%** Resume book
- **4%** Other source





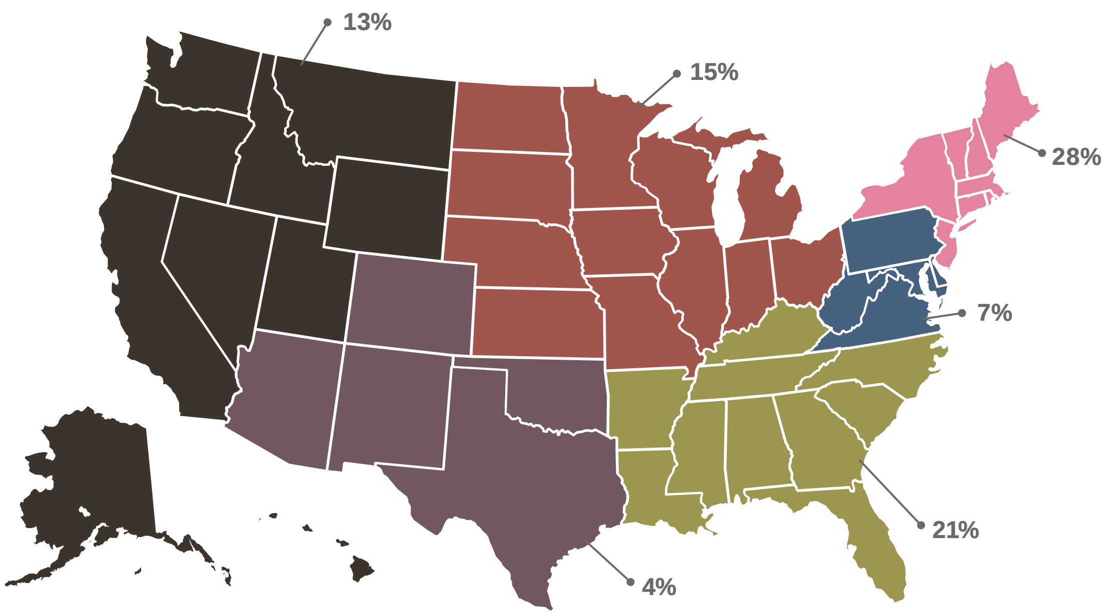
BASE SALARY INFORMATION IN ANNUAL AMOUNTS	Median	High	Low
With permanent U.S. work authorization	$95,000	$250,000	$58,000
signing bonus	$20,000	$55,000	$1,600
Without permanent U.S. work authorization	$95,000	$130,000	$41,000
signing bonus	$20,000	$44,000	$5,000
All graduates seeking employment	$95,000	$250,000	$41,000
signing bonus	$20,000	$55,000	$1,600

SALARY AND SIGNING BONUS BY PROFESSIONAL FUNCTION	Percent working in that function*	Median salary	High salary	Low salary	Median signing bonus
Asset management	4%	$95,000	$250,000	$41,000	$15,000
Investment banking	17%				
Investment banking	12%	$95,000	$120,000	$70,000	$40,000
Sales & trading	5%	$95,000	$130,000	$95,000	$40,000
Consulting	22%	$120,000	$132,500	$80,000	$20,000
Marketing/Sales	26%				
Brand/product management	11%	$90,000	$110,000	$75,480	$20,000
Marketing	13%	$93,500	$112,000	$44,000	$20,000
Sales	1%	$89,000	$90,000	$88,000	$12,500
Market research	1%	$96,250	$107,500	$85,000	$32,500
Corporate functions	30%				
Business development	2%	$95,014	$100,000	$75,000	$25,000
Finance/accounting	12%	$95,000	$125,000	$72,000	$15,000
General management	10%	$92,500	$110,000	$58,000	$15,000
Operations/supply chain	1%	$103,500	$105,000	$90,000	$10,000
Product development	1%	$90,000	$100,000	$85,000	$18,750
Strategic business planning	3%	$93,000	$105,000	$60,000	$25,000
Other functions**	2%	$95,000	$120,000	$75,000	$12,500

*Percentages do not add up to 100 because of rounding

**"Other functions" includes those in which fewer than 1% of graduates accepted jobs: advertising/ public relations, equity research, human resources and management information systems.

SALARY AND SIGNING BONUS BY GEOGRAPHIC REGION	Median salary	High salary	Low salary	Median signing bonus
Northeast	$95,000	$250,000	$76,258	$25,000
South	$95,000	$125,000	$58,000	$16,500
Midwest	$99,000	$120,000	$80,000	$20,000
West	$100,000	$132,500	$70,000	$15,000
Mid-Atlantic	$100,000	$122,000	$85,000	$20,000
Southwest	$92,750	$120,000	$85,000	$15,000
International	$92,500	$125,000	$41,000	$16,200



International **12%**

Salary Information

SALARY AND SIGNING BONUS BY INDUSTRY	Percent working in that industry*	Median salary	High salary	Low salary	Median signing bonus
Airlines	1%	$85,500	$87,500	$75,480	$16,500
Asset management	2%	$95,000	$125,000	$93,000	$14,000
Automotive	1%	$97,506	$100,008	$95,004	$12,500
Biotechnology	3%	$95,000	$110,000	$85,000	$15,000
Computer hardware	3%	$98,250	$112,000	$90,000	$10,000
Computer software	3%	$104,000	$110,000	$97,000	$20,000
Consulting	21%	$120,000	$132,500	$80,000	$20,000
Consumer products	13%	$90,000	$110,000	$70,000	$20,000
Energy/utilities	3%	$100,000	$110,000	$75,000	$10,000
Financial services	25%	$95,000	$130,000	$70,000	$40,000
Health care	1%	$99,000	$105,000	$95,014	$25,000
Insurance	2%	$100,000	$110,000	$95,000	$20,000
Internet	2%	$90,000	$102,000	$85,000	$17,500
Manufacturing	4%	$90,063	$100,000	$44,000	$10,000
Media	1%	$90,000	$90,000	$85,000	$15,000
Medical devices	1%	$94,000	$103,000	$85,000	$20,000
Non-profit	1%	$72,000	$75,000	$60,000	—
Pharmaceuticals	3%	$96,750	$107,500	$72,000	$21,250
Private equity	1%	$90,000	$250,000	$41,000	—
Real estate	2%	$85,000	$95,000	$75,000	$5,000
Retail	2%	$95,000	$105,000	$85,000	$15,000
Technology Services	2%	$98,000	$112,000	$87,500	$15,000
Telecommunications	1%	$90,000	$100,000	$85,000	$16,250
Venture capital	1%	$100,000	$125,000	$100,000	$25,000
Other**	1%	$93,300	$112,000	$58,000	$15,000

*Percentages do not add up to 100 because of rounding
**"Other" includes those in which fewer than 1% of graduates accepted jobs: advertising, equity research, human resources, management information systems, market research, sales and private client servies.


SUN ALLIANCE & LONDON INSU
POLICE
12
ICE CREAM

Information about internship positions offered to the class of 2008

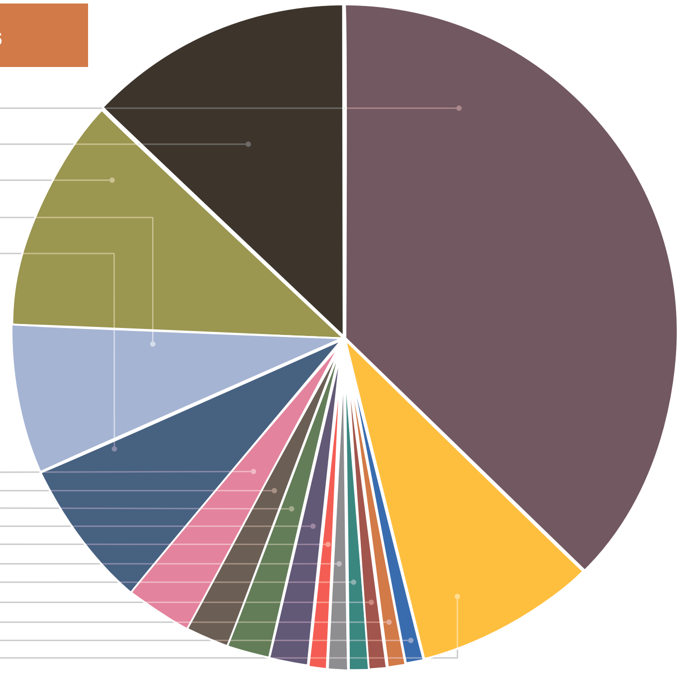
All salary information listed here was calculated based on internship offers and acceptances reported by September 30, 2007. Compensation information is student-reported. A total of 357 students from the class of 2008 were seeking internships in 2006-2007. Of that total, 237 were U.S. citizens or permanent residents and 120 were foreign nationals.

TIMING OF FIRST INTERNSHIP OFFER	**Total** students seeking internships	Number of students who received first offer by **5.13.07**	Number of students who received first offer by **8.15.07**	Number of students who did not report an offer by **8.15.07**
With permanent U.S. work authorization	237	225 (95%)	230 (97%)	7 (3%)
Without permanent U.S. work authorization	120	102 (85%)	108 (90%)	12 (10%)
All first-year students seeking internships	357	327 (92%)	338 (95%)	19 (5%)

TIMING OF FIRST INTERNSHIP ACCEPTANCE	**Total** students seeking internships	Number of students who accepted by **5.15.07**	Number of students who accepted by **8.15.07**	Number of students who had not accepted by **8.15.07**
With permanent U.S. work authorization	237	225 (95%)	230 (97%)	7 (3%)
Without permanent U.S. work authorization	120	102 (85%)	108 (90%)	12 (10%)
All first-year students seeking internships	357	327 (92%)	338 (95%)	19 (5%)

BASE SALARY INFORMATION IN MONTHLY AMOUNTS	Median	High	Low
With permanent U.S. work authorization	$6,319	$10,833	$825
Without permanent U.S. work authorization	$6,610	$12,600	$512
All first-year students seeking internships	$6,500	$12,600	$512

SOURCES OF EMPLOYMENT by percentage of students



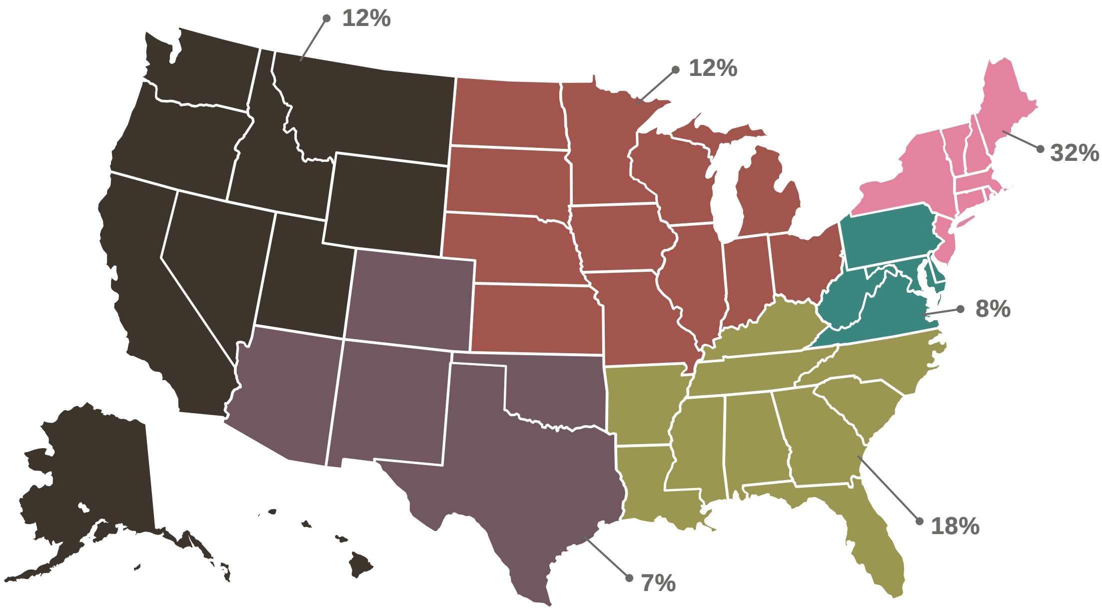
- **39%** On-campus interview
- **12%** Personal contact
- **10%** CareerCompass job posting
- **8%** SIP / office hours / recruiting dinner
- **7%** Internet search or online job posting
- **3%** Fuqua alumnus / alumnae
- **2%** CareerCompass contact
- **2%** National Black MBA Conference
- **2%** Student club activity
- **1%** Other MBA conference
- **1%** Pre-Fuqua employer
- **1%** Executive recruiter
- **1%** Resume book
- **1%** Week in Cities
- **1%** NSHMBA conference
- **9%** Other source

MONTHLY SALARY BY PROFESSIONAL FUNCTION	Percent working in that function*	Median salary	High salary	Low salary
Asset management	1%	$5,792	$7,791	$4,500
Investment banking	13%			
Investment banking	11%	$7,917	$8,333	$1,733
Sales & trading	4%	$7,917	$7,917	$2,140
Equity research	2%	$7,917	$8,100	$5,815
Consulting	16%	$9,167	$10,833	$1,083
Marketing/Sales	33%			
Marketing	15%	$6,153	$12,600	$1,431
Brand/product management	13%	$6,200	$7,917	$2,600
Market research	1%	$6,192	$8,667	$5,600
Corporate functions	35%			
Business development	4%	$5,000	$7,000	$2,000
Finance/accounting	15%	$6,000	$10,000	$867
General management	7%	$6,165	$8,100	$512
Operations/supply chain	2%	$5,650	$10,500	$3,700
Private client services	1%	$7,917	$7,917	$7,900
Strategic business planning	6%	$5,000	$8,667	$765
Other functions**	2%	$5,100	$6,200	$2,383

* Percentages do not add up to 100 because of rounding

** "Other functions" includes those in which fewer than 1% of students accepted internships: advertising, human resources, management information systems, and product development.

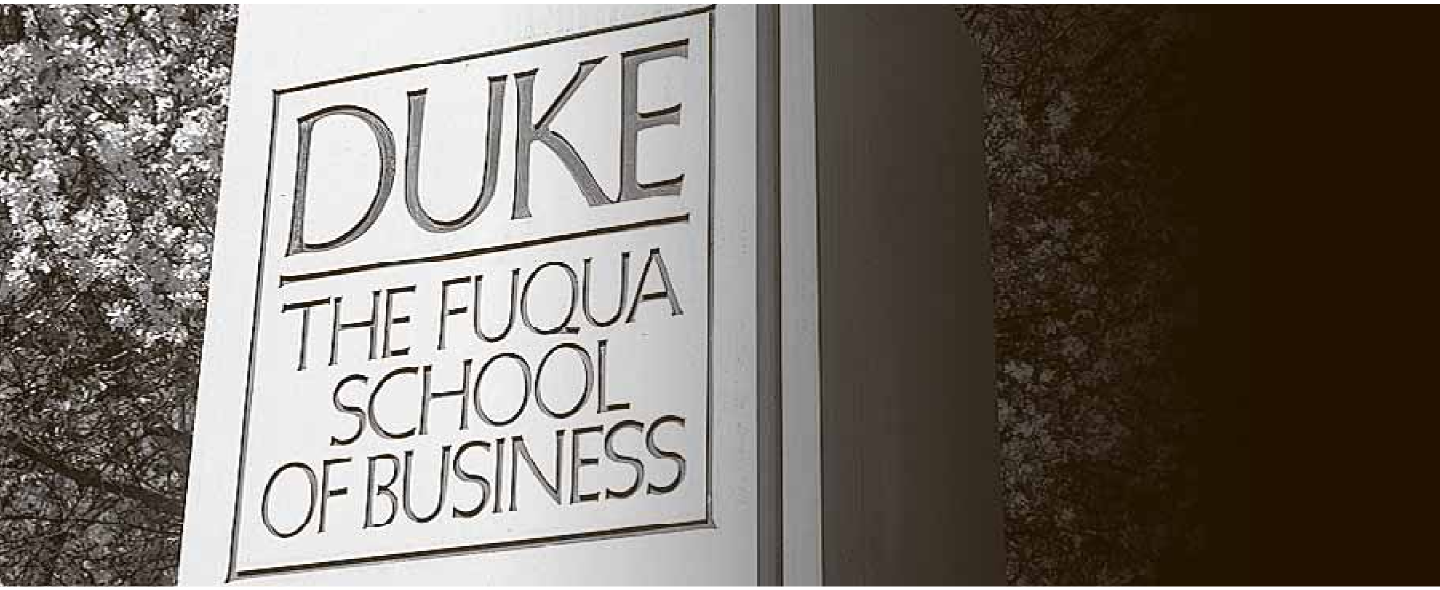
MONTHLY SALARY BY GEOGRAPHIC REGION	Median salary	High salary	Low salary
Northeast	$7,917	$10,000	$1,350
South	$6,000	$10,000	$1,500
Midwest	$6,300	$10,833	$1,431
West	$6,100	$12,600	$1,800
Mid-Atlantic	$5,800	$10,000	$1,750
Southwest	$6,327	$10,000	$4,000
International	$6,067	$10,000	$512



International **11%**

MONTHLY SALARY BY INDUSTRY*	Percent working in that industry	Median salary	High salary	Low salary
Automotive	1%	$6,000	$7,500	$5,800
Biotechnology	2%	$5,596	$6,413	$1,431
Computer hardware	5%	$5,917	$8,100	$5,300
Consulting	13%	$9,583	$10,833	$825
Consumer products	13%	$5,910	$7,917	$3,000
Energy/utilities	2%	$7,322	$7,500	$4,500
Financial services	29%	$7,917	$8,667	$867
Health care	2%	$4,600	$8,677	$2,400
Internet	4%	$6,734	$7,000	$3,467
Manufacturing	4%	$6,000	$6,500	$2,250
Non-profit	4%	$3,117	$4,500	$2,400
Pharmaceuticals	6%	$6,350	$7,550	$2,600
Private equity	2%	$4,500	$10,000	$1,500
Retail	1%	$4,350	$6,500	$1,517
Sports/Entertainment	1%	$5,000	$6,000	$4,000
Technology Services	4%	$6,500	$12,600	$1,350
Telecommunications	2%	$6,332	$7,250	$3,700
Venture capital	1%	$4,500	$5,000	$3,500
Other**	4%	$6,799	$8,000	$512

* Some students also accepted non-paid internships, which are not included in this report.
** "Other" includes those in which fewer than 1% of graduates accepted jobs: advertising, equity research, human resources, management information systems, market research, sales and private client servies.



For more information, contact

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