



CLASS OF 2019 MBA GRADUATES

## GRADUATE OVERVIEW

Michigan Ross Full-Time MBAs are thoroughly prepared to launch the careers they love, all over the country: 97 percent of graduates had an offer within three months of graduating, and over two thirds accepted roles on the East Coast, West Coast, or Chicago.

### DEMOGRAPHIC OVERVIEW

Class Size.....	423
<b>Undergraduate Majors</b>	
Business .....	25%
Economics .....	11%
Engineering .....	21%
Humanities .....	22%
Other.....	21%
Average Full-Time Work Experience (years) .....	5.6
Average Age .....	30
Women .....	42%
Underrepresented Minorities.....	13%
International .....	35%

### Geographic Distribution

Africa.....	1%
Asia.....	22%
Australia & New Zealand.....	< 1%
Europe .....	3%
India.....	7%
Middle East.....	1%
North America.....	68%
South America.....	6%
<b>Grade Point Average (GPA) .....</b>	<b>3.45</b>
<b>GMAT Score</b>	
Middle 80% Range.....	660-760
Average.....	713

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

# HIRING COMPANIES

A.T. Kearney Inc.

Accenture

Adobe

Alexander Group Inc.

AlixPartners, LLC

Alpha JWC Ventures

Amazon

American Airlines

American Century Investments

American Express Co.

Anheuser-Busch InBev Inc.

Arnold Group

Astrazeneca

Automotive Quality &amp; Logistics

Bain &amp; Co. Inc.

Baltimore Ravens

Bank of America Merrill Lynch

Barclays PLC

Baxter Healthcare Corp.

Bedrock

Bimbo Bakeries USA

BluePrint Research Group

BMO Capital Markets

Boeing Co.

Boston Consulting Group

Broad Residency in Urban Education

Brunswick Corp.

Bschool Travel

Cambridge Associates

Cargill Inc.

Chartis Group

Cisco Systems Inc.

Citi

Civis Analytics

Clorox Co.

CohnReznick Capital Markets

Conagra Brands

Conway MacKenzie Inc.

Coupang

Credit Suisse

Cummins Inc.

Danaher Corp.

Danone North America

DaVita Inc.

Dell Inc.

Deloitte

Discover Financial Services, LLC.

DTE Energy

Duke Eye Center

E &amp; J Gallo Winery

Ecolab Inc.

Enel Green Power North America

Expedia Group

EY

Fiat Chrysler Automobiles

Fidelity Investments

Flagship Pioneering

Ford Motor Co.

Fortive

Frog

General Mills Inc.

General Motors Corp.

Goldman Sachs Group

Google Inc.

Groupon Inc.

Guggenheim Partners

Harbourvest Partners

HARMAN International

Heartman House

Hershey Co.

International Business Machines Corp.

Indigo

InGenius Prep

Ipsy

iStrategyLabs

Johnson &amp; Johnson

JP Morgan Chase &amp; Co.

Kimberly-Clark Corp.

KPMG LLP

Kraft Heinz Co.

Lazard

Lime

LinkedIn

LLamasoft

LoanCore Capital

LPixel Inc.

M&amp;T Bank

M3 Inc.

McKinsey &amp; Co.

MEBL

Medtronic Inc.

Microsoft Corp.

MillerCoors

MISUMI Group Inc.

Morgan Stanley

Nalco Champion

Nationwide Mutual Insurance

NIKE Inc.

Northrop Grumman Corp.

Olam

Oracle Corp.

Owens Corning

OYO Home

Partners Group

PepsiCo Inc.

Per Scholas

Perella Weinberg Partners

Piper Jaffray &amp; Co.

PwC Strategy&amp;

QuintoAndar

Raytheon

RBC Capital Markets

The Related Cos. LP

Republic Services

Restaurant Brands International Inc.

Rivian

Rockbridge Growth Equity LLC

Roland Berger

Root Inc.

S.C. Johnson &amp; Son Inc.

SkySpecs

SoundHound Inc.

Starbucks

Strategy&amp;

T-Mobile

Target Corp.

Tata Consultancy Services

Tencent

Tridge

Tyson Foods Inc.

Uber Technologies Inc.

UnitedHealth Group Inc.

Vanguard Group

Varsity Tutors

Viacom Media Networks

Walmart

Waterstone Management Group

Wayfair

Wells Fargo

West Monroe Partners

Whirlpool Corp.

William Blair

Wipro

Wish

Zillow Group

ZS Associates

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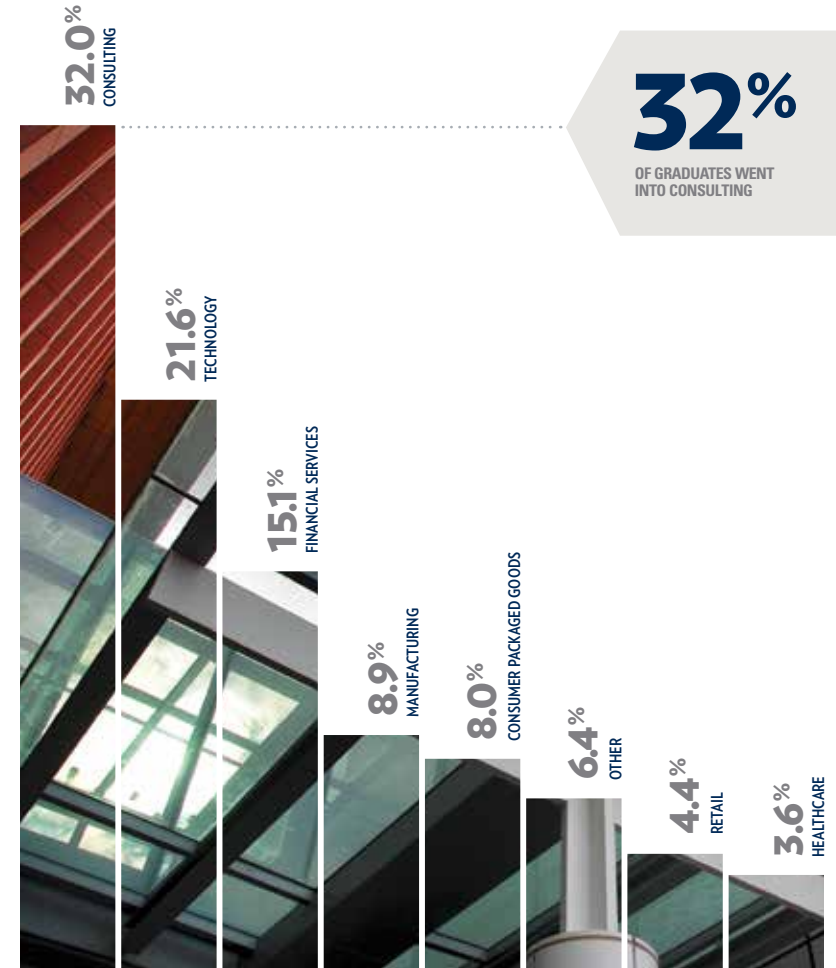

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# ACCEPTANCES BY INDUSTRY

## DETAILED COMPENSATION INFORMATION (94% of accepted offers included usable industry salary data)

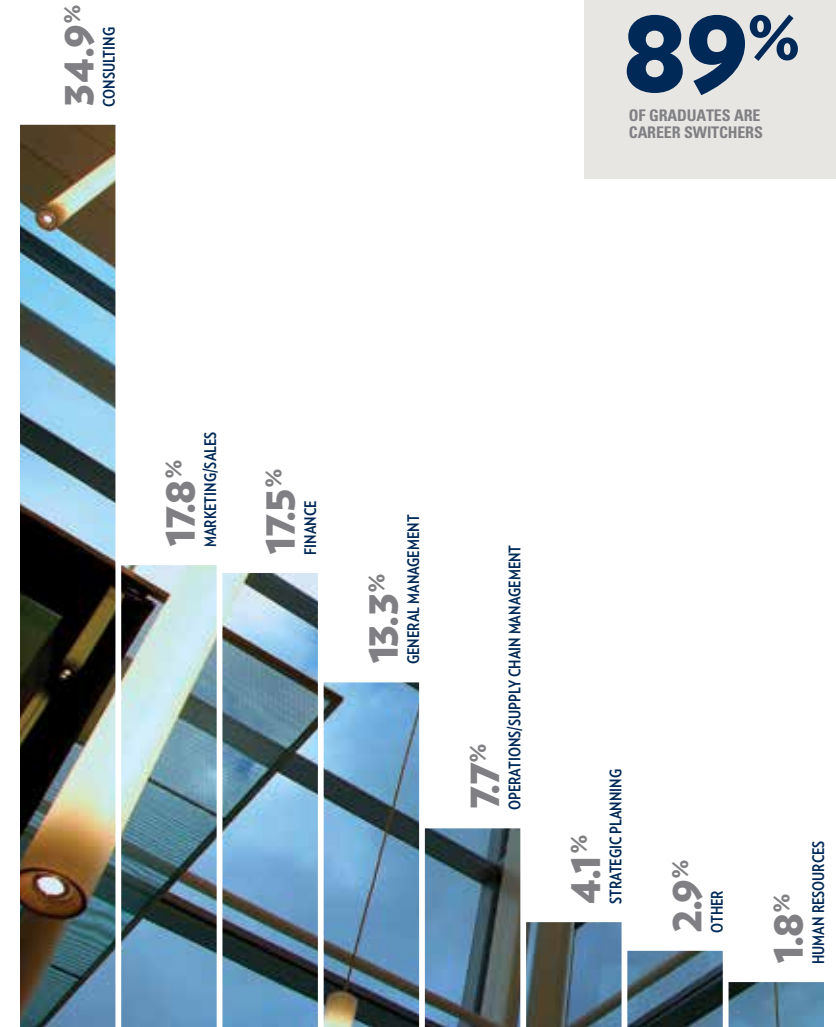
INDUSTRY	BASE SALARY				SIGNING BONUS	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN
Consulting	32.0%	\$150,000	\$142,983	\$72,000-\$170,000	96.2%	\$25,000
Consumer Packaged Goods	8.0%	\$108,000	\$111,920	\$98,000-\$135,000	96.0%	\$30,000
Financial Services	15.1%	\$150,000	\$137,170	\$100,000-\$180,000	96.0%	\$47,500
Healthcare	3.6%	\$120,000	\$121,700	\$114,000-\$135,000	100.0%	\$25,000
Manufacturing	8.9%	\$120,000	\$117,143	\$58,000-\$150,000	93.1%	\$22,000
Retail	4.4%	\$115,000	\$115,667	\$100,000-\$135,000	80.0%	\$25,000
Technology	21.6%	\$122,650	\$121,215	\$80,000-\$154,000	85.3%	\$35,000
Other	6.4%	\$120,000	\$112,933	\$50,000-\$140,000	60.0%	\$25,000



# ACCEPTANCES BY FUNCTION

**2018 DETAILED COMPENSATION INFORMATION** (94% of accepted offers included usable function salary data)

FUNCTION	BASE SALARY				SIGNING BONUS	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN
<b>Consulting</b>	<b>34.9%</b>	<b>\$148,000</b>	<b>\$142,162</b>	<b>\$72,000-\$170,000</b>	<b>95.6%</b>	<b>\$25,000</b>
General Consulting	5.3%	\$145,000	\$146,031	\$125,000-\$165,000	93.8%	\$25,000
Internal Consulting	1.8%	\$135,000	\$131,600	\$120,000-\$148,000	100.0%	\$25,000
Operations/Process Management	2.4%	\$150,000	\$151,786	\$145,000-\$165,000	85.7%	\$27,500
Strategy Consulting	25.4%	\$148,000	\$141,262	\$72,000-\$170,000	96.5%	\$25,000
<b>Finance</b>	<b>17.5%</b>	<b>\$135,000</b>	<b>\$134,675</b>	<b>\$100,000-\$180,000</b>	<b>91.2%</b>	<b>\$47,750</b>
Asset Management	1.2%	\$142,500	\$148,750	\$130,000-\$180,000	75.0%	\$30,000
Corporate Finance	4.7%	\$115,000	\$115,767	\$100,000-\$130,000	80.0%	\$30,000
General Finance	1.5%	\$125,000	\$122,000	\$110,000-\$130,000	100.0%	\$40,000
Investment Banking	8.6%	\$150,000	\$146,034	\$110,000-\$150,000	96.6%	\$50,000
Private Equity/Venture Capital	1.5%	\$127,500	\$125,000	\$110,000-\$135,000	100.0%	\$12,065
<b>General Management</b>	<b>13.3%</b>	<b>\$120,000</b>	<b>\$121,053</b>	<b>\$80,000-\$150,000</b>	<b>100.0%</b>	<b>\$25,000</b>
<b>Human Resources</b>	<b>1.8%</b>	<b>\$108,000</b>	<b>\$110,167</b>	<b>\$105,000-\$120,000</b>	<b>100.0%</b>	<b>\$30,000</b>
<b>Marketing/Sales</b>	<b>17.8%</b>	<b>\$115,000</b>	<b>\$116,046</b>	<b>\$50,000-\$154,000</b>	<b>88.7%</b>	<b>\$30,000</b>
Brand/Product Management	11.8%	\$115,000	\$115,494	\$98,000-\$140,000	91.4%	\$30,000
General Marketing	3.0%	\$120,000	\$122,778	\$114,000-\$140,000	88.9%	\$25,000
Sales	3.0%	\$118,000	\$111,459	\$50,000-\$154,000	77.8%	\$20,000
<b>Operations/Supply Chain Management</b>	<b>7.7%</b>	<b>\$120,000</b>	<b>\$119,200</b>	<b>\$85,000-\$142,000</b>	<b>80.0%</b>	<b>\$30,000</b>
Strategic Planning	4.1%	\$112,504	\$110,272	\$58,000-\$130,000	83.3%	\$22,500
Other	2.9%	\$115,000	\$111,852	\$85,000-\$134,000	37.5%	\$14,402



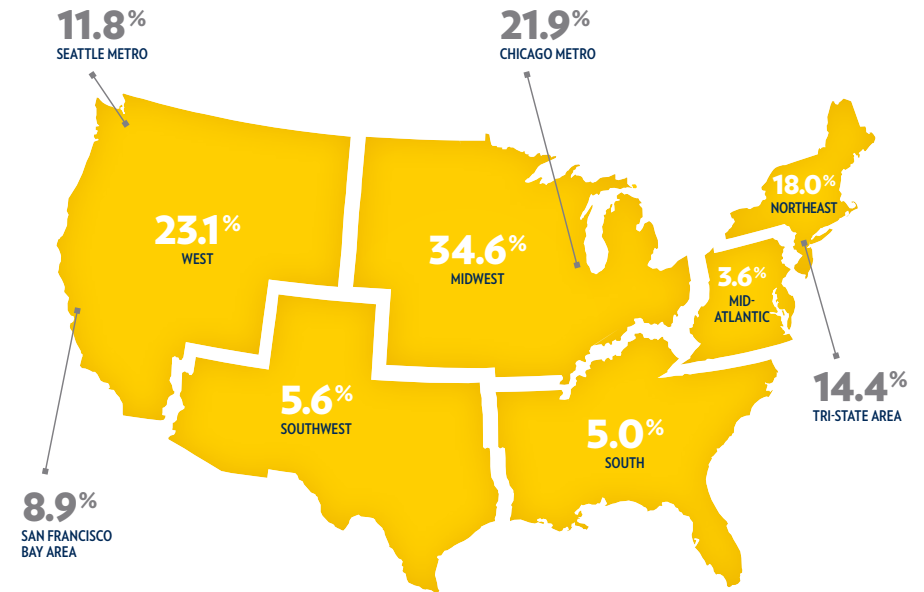
**89%**

OF GRADUATES ARE CAREER SWITCHERS

# ACCEPTANCES BY REGION

## DETAILED COMPENSATION INFORMATION (94% of accepted offers included usable region salary data)

FUNCTION	BASE SALARY				SIGNING BONUS	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN
<b>Mid-Atlantic</b>	<b>3.6%</b>	<b>\$152,000</b>	<b>\$144,333</b>	<b>\$114,000-\$165,000</b>	<b>100.0%</b>	<b>\$25,000</b>
Philadelphia Metro	0.6%	—	—	—	—	—
Washington DC Metro	1.8%	\$155,000	\$148,750	\$120,000-\$165,000	100.0%	\$25,000
Other	1.2%	\$135,000	\$141,667	\$125,000-\$165,000	100.0%	\$30,000
<b>Midwest</b>	<b>34.6%</b>	<b>\$140,000</b>	<b>\$133,931</b>	<b>\$85,000-\$170,000</b>	<b>94.6%</b>	<b>\$25,000</b>
Chicago Metro	21.9%	\$145,000	\$137,333	\$95,000-\$170,000	97.1%	\$25,000
Detroit Metro	8.6%	\$128,000	\$131,460	\$85,000-\$165,000	85.2%	\$25,000
Minneapolis/St. Paul Metro	1.8%	\$120,000	\$129,000	\$108,000-\$165,000	100.0%	\$25,000
Other	2.4%	\$120,000	\$116,625	\$98,000-\$130,000	100.0%	\$20,000
<b>Northeast</b>	<b>18.0%</b>	<b>\$135,000</b>	<b>\$133,842</b>	<b>\$96,128-\$180,000</b>	<b>83.3%</b>	<b>\$30,000</b>
Boston Metro	3.3%	\$135,000	\$137,750	\$110,000-\$180,000	90.0%	\$30,000
Tri-State Area <small>(New York, New Jersey, &amp; Connecticut)</small>	14.4%	\$140,000	\$133,123	\$96,128-\$165,000	81.6%	\$30,000
Other	0.3%	—	—	—	—	—
<b>South</b>	<b>5.0%</b>	<b>\$122,500</b>	<b>\$128,906</b>	<b>\$100,000-\$152,500</b>	<b>93.8%</b>	<b>\$25,000</b>
Atlanta Metro	0.9%	—	—	—	—	—
Miami Metro	0.6%	—	—	—	—	—
Other	3.5%	\$115,000	\$121,818	\$100,000-\$150,000	100.0%	\$25,000
<b>Southwest</b>	<b>5.6%</b>	<b>\$116,500</b>	<b>\$125,389</b>	<b>\$105,000-\$165,000</b>	<b>94.4%</b>	<b>\$25,000</b>
Dallas Metro	2.7%	\$132,500	\$134,750	\$111,000-\$165,000	100.0%	\$25,000
Denver Metro	1.2%	\$117,500	\$120,000	\$105,000-\$140,000	100.0%	\$33,500
Houston Metro	0.6%	—	—	—	—	—
Phoenix Metro	0.3%	—	—	—	—	—
Other	0.9%	—	—	—	—	—
<b>West</b>	<b>23.1%</b>	<b>\$125,000</b>	<b>\$127,329</b>	<b>\$92,000-\$165,000</b>	<b>92.2%</b>	<b>\$30,000</b>
Los Angeles Metro	1.2%	\$131,500	\$130,000	\$92,000-\$165,000	100.0%	\$27,500
San Francisco Bay Area	8.9%	\$132,000	\$131,000	\$105,000-\$165,000	90.0%	\$25,000
Seattle Metro	11.8%	\$125,000	\$124,982	\$108,000-\$142,000	92.3%	\$50,000
Other	1.2%	\$120,000	\$120,000	\$120,000-\$120,000	100.0%	\$22,500
<b>International</b>	<b>10.1%</b>	<b>\$100,818</b>	<b>\$102,586</b>	<b>\$50,000-\$130,000</b>	<b>85.2%</b>	<b>\$25,000</b>
Asia	7.7%	\$110,000	\$107,056	\$50,000-\$130,000	84.2%	\$20,000
Mexico	0.9%	—	—	—	—	—
South America	1.5%	\$90,000	\$87,600	\$72,000-\$100,000	80.0%	\$45,000



**>50%**

OVER 50% OF GRADUATES ACCEPTED OFFERS IN NEW YORK CITY, CHICAGO, SEATTLE, AND SAN FRANCISCO.



**10%**

OF GRADUATES LAUNCHED CAREERS IN 12 COUNTRIES OUTSIDE THE U.S.

# OFFER & COMPENSATION DETAILS

## POSITION SOURCE

	NUMBER	% OF TOTAL
On-Campus/School Facilitated	259	76.6%
On-Campus Recruiting	70	20.7%
Returning to On-Campus/School Facilitated Internship	133	39.3%
Other School Facilitated (Posting, Alumni/Faculty Networking, Etc.)	56	16.6%
Off-Campus/Direct Contact	79	23.4%
Contacted directly	44	13.0%
Other Off-Campus Contact (personal network, Other Job Postings, Etc.)	35	10.4%
Grand Total	338	100.0%

## SUMMARY OF GRADUATES

	U.S. CITIZENS/ PERMANENT RESIDENTS		FOREIGN NATIONALS		TOTAL GRADUATING CLASS	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
Seeking Employment	243	57.3%	109	25.7%	352	83.0%
Returning to Internship Employer	81	19.1%	27	6.4%	108	25.5%
Seeking New Employment	162	38.2%	82	19.3%	244	57.5%
<b>Not Seeking Employment</b>	<b>27</b>	<b>6.4%</b>	<b>15</b>	<b>3.5%</b>	<b>42</b>	<b>9.9%</b>
Continuing education	6	1.4%	0	0.0%	6	1.4%
Not seeking employment for other reasons	2	0.5%	0	0.0%	2	0.5%
Starting a business	6	1.4%	4	0.9%	10	2.4%
Company Sponsored	13	3.1%	11	2.6%	24	5.7%
No Recent Information	17	4.0%	13	3.1%	30	7.1%
Grand Total	287	67.7%	137	32.3%	424	100.0%

## TIMING OF JOB OFFERS

	RECEIVED FIRST OFFER BY GRADUATION	RECEIVED FIRST OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizen/Permanent Resident	95.9%	97.9%
Foreign National	83.5%	95.4%
Grand Total	92.0%	97.2%

## TIMING OF JOB ACCEPTANCES

	ACCEPTED OFFER BY GRADUATION	ACCEPTED OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizen/Permanent Resident	90.1%	96.7%
Foreign National	81.7%	94.5%
Grand Total	87.5%	96.0%

## BASE SALARY BY CITIZENSHIP

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BASE SALARY	MEAN BASE SALARY	BASE SALARY RANGE
U.S. Citizen/Permanent Resident	223	94.9%	\$130,000	\$131,185	\$50,000-\$180,000
Foreign National	94	91.3%	\$125,000	\$124,389	\$58,000-\$170,000
Grand Total	317	93.8%	\$129,000	\$129,197	\$50,000-\$180,000

## SIGNING BONUS BY CITIZENSHIP

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BONUS	MEAN BONUS	BONUS RANGE
U.S. Citizen/Permanent Resident	207	92.8%	\$25,000	\$29,862	\$5,000-\$65,000
Foreign National	82	87.2%	\$28,500	\$32,826	\$5,000-\$80,000
Grand Total	289	91.2%	\$25,000	\$30,703	\$5,000-\$80,000





CLASS OF 2020 MBA INTERNS

## INTERN OVERVIEW

Michigan Ross Full-Time MBA students start their internships right after completing their MAP course, an intensive, seven-week project in which a small team of students solves a real-world business challenge for a sponsor company.

**85**

ROSS HAS 85 MBA PEER CAREER COACHES

### DEMOGRAPHIC OVERVIEW

Class Size.....	443
Undergraduate Majors	
Business.....	27%
Economics.....	14%
Engineering.....	18%
Humanities.....	23%
Other.....	18%
Average Full-Time Work Experience (years).....	5.4
Average Age.....	29
Women.....	44%
Underrepresented Minorities.....	10%
International.....	31%

### Geographic Distribution

Africa.....	1%
Asia.....	13%
Australia & New Zealand.....	< 1%
Europe.....	< 1%
India.....	8%
Middle East.....	< 1%
North America.....	70%
South America.....	7%
Grade Point Average (GPA).....	3.48
GMAT Score	
Middle 80% Range.....	680-740
Average.....	720

# HIRING COMPANIES

15 Seconds of Fame

3M Co.

7-Eleven

A.T. Kearney Inc.

Accenture

Adobe

AES Next

Alexander Group Inc.

AlixPartners LLC

Amazon

American Airlines Inc.

American Express Co.

Amgen Inc.

Analysis Group

Apple Inc.

Argo AI

B Lab

Bain &amp; Co. Inc.

Barclays PLC

BASF

Baxter Healthcare Corp.

Biogen

Bir Reuse

BlackArch Partners

Bloom Energy

Bloomscape

Blue Cross Blue Shield of Michigan

BMO Capital Markets

Boeing Co.

Boston Children's Hospital

Boston Consulting Group

Boston Scientific

Brandless

Bright Health

Bristol-Myers Squibb

Brose

Brunswick Corp.

Carta Healthcare

Cattellyst Foundation

Center for Financial Services Innovation

Center for Socially Engaged Design  
at the University of Michigan

Chain Reaction Innovation

Church &amp; Dwight Co. Inc.

Cisco Systems Inc.

Citi

City of Detroit

Office of Mobility Innovation

Clorox Co.

Coca-Cola Co.

Conagra Brands

Conduent

Conway MacKenzie Inc.

Credit Suisse

Cummins Inc.

CVS Health

D.E. Shaw Renewable Investments

Danaher Corp.

Danone North America

DaVita Inc.

Dell Inc.

Deloitte

Delta Air Lines Inc.

Dermasensor

Detroit Police Department

Detroit Venture Partner

Discover Financial Services LLC

DTE Energy

Ecolab Inc.

Emerson Electric Co.

Environmental Defense Fund

Expeditors International

EY

EZR Shipper Racks

Facebook Inc.

Fidelity Investments

Ford Motor Co.

Fortive

Genentech Inc.

General Electric Co.

General Motors Corp.

GlaxoSmithKline PLC

Goldman Sachs Group

Google Inc.

Greenhill &amp; Co. LLC

Grubhub

Hershey Co.

HomeX

Honest Tea

HP Inc.

International Business Machines Corp.

Illumina

In-Q-Tel

Ingenuity Brands

Instagram

Johnson &amp; Johnson

JP Morgan Chase &amp; Co.

Kirkland &amp; Ellis

KPMG LLP

Kraft Heinz Co.

KraveBeauty

Kresge Foundation

L'Oreal

Land O'Lakes Inc.

LinkedIn

Lubrizon

Major League Baseball

Marriott International Inc.

McDonald's Corp.

McKinsey &amp; Co.

Medtronic Inc.

Microsoft Corp.

Morgan Stanley

Munchkin Inc.

National Grid

National Park Service  
in partnership with Net Impact

Neurocrine Biosciences Inc.

NIKE Inc.

Ocuphire

Oracle Corp.

Owens Corning

Parthenon-EY

Partners Group

Paypal Inc.

PepsiCo Inc.

Pfizer

Piper Jaffray &amp; Co.

Pluralsight

Princess Cruises

Procter &amp; Gamble Co.

Prossano

PwC Strategy&amp;

RapidSOS

RBC Capital Markets

Reckitt Benckiser

The Related Cos. LP

Rivian

Rockbridge Growth Equity LLC

Samsung Electronics America

Sandbox Industries

SAP

Spartan Investment Group

Splunk

Starbucks

Target Corp.

Tencent

Tesla Motors

Traxys North America LLC

Twitter Inc.

Tyson Foods Inc.

Uber Technologies

Under Armour

Vanguard

VaynerMedia LLC

Verizon

VIP.com

Vipshop

Visa Inc.

VSA Partners

Walmart

Warner Bros.

Wells Capital Management

Wells Fargo

Whirlpool Corp.

William Blair

William Davidson Institute  
at the University of Michigan

Workit Health

Wyze Labs

YPF S.A.

Zillow Group

ZS Associates

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**McKinsey&Company**


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**J.P.Morgan**


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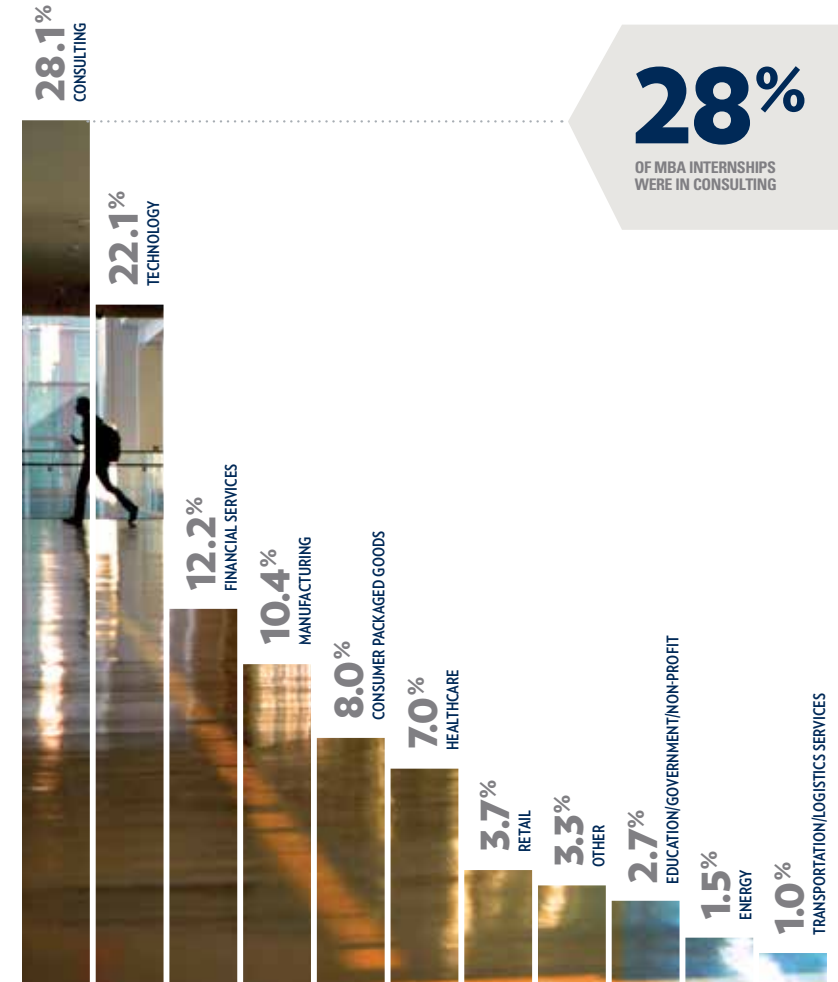

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# ACCEPTANCES BY INDUSTRY

## DETAILED COMPENSATION INFORMATION (97% of accepted offers included usable industry salary data)

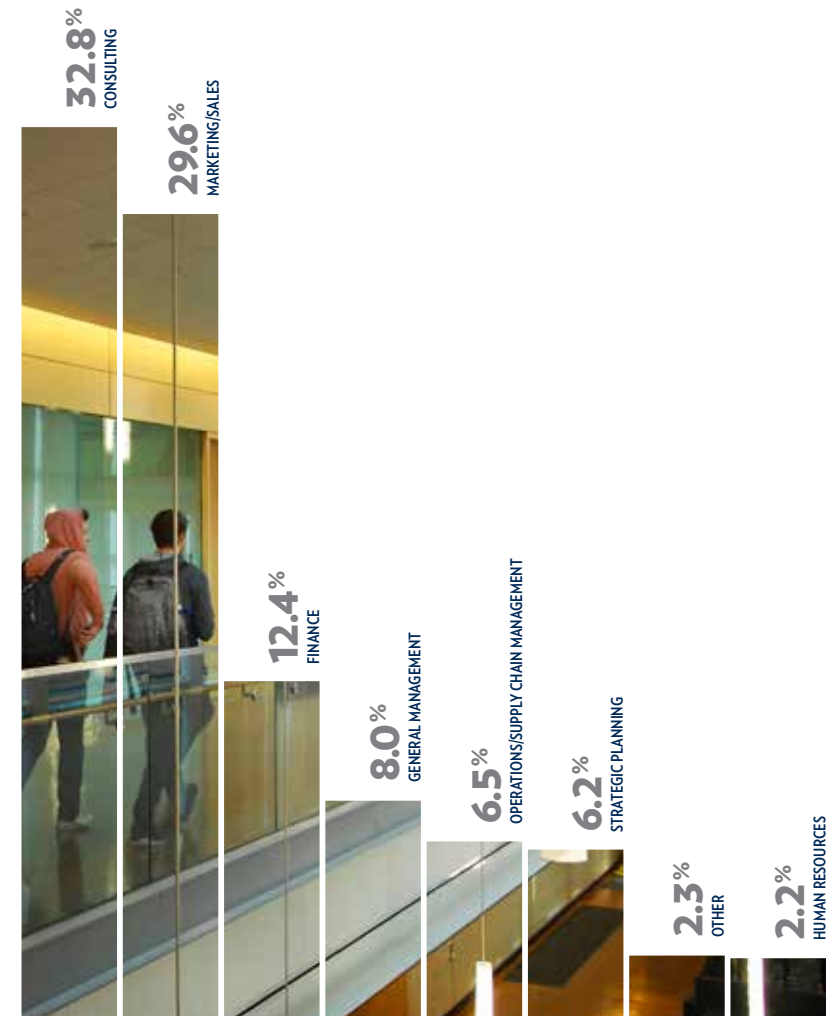
INDUSTRY	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Consulting	28.1%	\$148,800	\$144,528	\$64,560-\$168,000
Consumer Packaged Goods	8.0%	\$82,025	\$81,532	\$40,800-\$103,500
Education/Government/Non-Profit	2.7%	\$48,000	\$43,200	\$30,000-\$56,400
Energy	1.5%	\$62,718	\$69,906	\$43,200-\$120,000
Financial Services	12.2%	\$124,996	\$120,662	\$38,400-\$150,000
Healthcare	7.0%	\$87,036	\$84,068	\$52,800-\$120,000
Manufacturing	10.4%	\$94,080	\$97,546	\$58,992-\$140,000
Retail	3.7%	\$69,312	\$73,837	\$61,440-\$90,000
Technology	22.1%	\$90,000	\$88,990	\$18,000-\$120,696
Transportation/Logistics Services	1.0%	\$74,492	\$71,146	\$38,400-\$97,200
Other	3.3%	\$57,600	\$61,240	\$32,400-\$96,000



# ACCEPTANCES BY FUNCTION

**DETAILED COMPENSATION INFORMATION** (97% of accepted offers included usable function salary data)

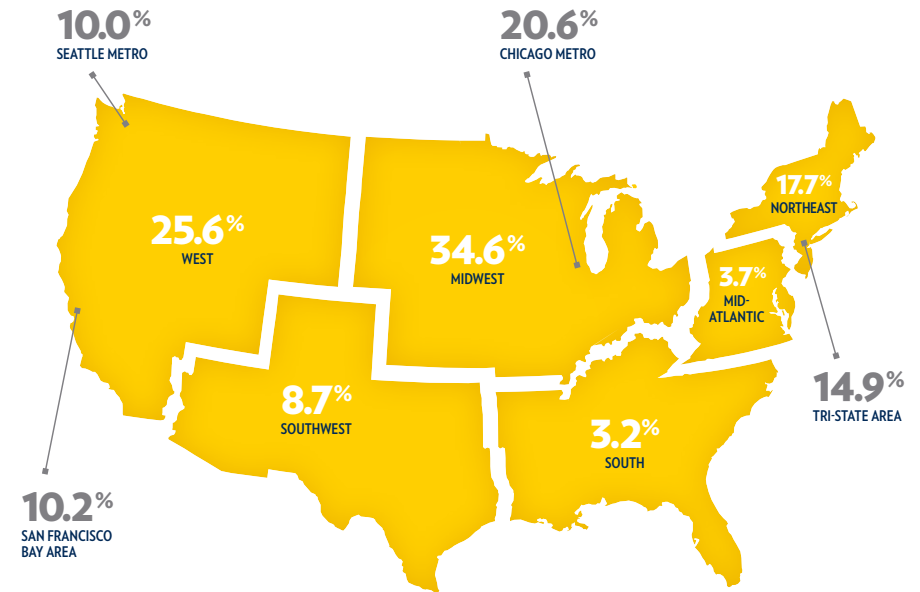
FUNCTION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
<b>Consulting</b>	<b>32.8%</b>	<b>\$144,648</b>	<b>\$134,337</b>	<b>\$30,000-\$168,000</b>
General Consulting	5.2%	\$132,000	\$126,611	\$32,400-\$165,000
Internal Consulting	2.5%	\$92,076	\$89,072	\$37,200-\$120,000
Operations/Process Management	1.5%	\$143,400	\$132,369	\$88,615-\$150,000
Strategy Consulting	23.6%	\$148,398	\$141,300	\$30,000-\$168,000
<b>Finance</b>	<b>12.4%</b>	<b>\$124,996</b>	<b>\$116,893</b>	<b>\$38,400-\$150,000</b>
Corporate Finance	2.5%	\$93,312	\$90,491	\$58,992-\$111,312
General Finance	2.2%	\$111,900	\$111,052	\$78,000-\$150,000
Investment Banking	6.2%	\$150,000	\$142,074	\$114,948-\$150,000
Private Equity/Venture Capital	1.5%	\$60,480	\$59,360	\$38,400-\$72,000
<b>General Management</b>	<b>8.0%</b>	<b>\$102,000</b>	<b>\$98,543</b>	<b>\$18,000-\$132,000</b>
Human Resources	2.2%	\$88,152	\$89,039	\$67,200-\$111,600
<b>Marketing/Sales</b>	<b>29.6%</b>	<b>\$86,400</b>	<b>\$84,783</b>	<b>\$18,000-\$120,696</b>
Brand/Product Management	18.2%	\$86,400	\$87,450	\$36,000-\$120,696
General Marketing	8.7%	\$86,400	\$79,485	\$18,000-\$113,500
Research/Consumer Insights	2.7%	\$88,104	\$83,861	\$57,600-\$105,600
Operations/Supply Chain Management	6.5%	\$84,000	\$84,604	\$64,800-\$110,496
Strategic Planning	6.2%	\$87,504	\$81,593	\$38,400-\$140,000
Other	2.3%	\$57,600	\$58,000	\$36,000-\$91,200



# ACCEPTANCES BY REGION

## DETAILED COMPENSATION INFORMATION (97% of accepted offers included usable region salary data)

REGION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
<b>Mid-Atlantic</b>	<b>3.7%</b>	<b>\$94,836</b>	<b>\$107,896</b>	<b>\$57,600-\$165,000</b>
Philadelphia Metro	0.5%	—	—	—
Washington DC Metro	2.2%	\$129,120	\$118,989	\$57,600-\$165,000
Other	1.0%	\$81,120	\$85,040	\$72,000-\$102,000
<b>Midwest</b>	<b>34.6%</b>	<b>\$120,000</b>	<b>\$117,175</b>	<b>\$31,200-\$165,000</b>
Chicago Metro	20.6%	\$144,000	\$130,489	\$57,600-\$165,000
Detroit Metro	6.2%	\$91,200	\$100,185	\$31,200-\$165,000
Minneapolis/St. Paul Metro	4.2%	\$87,600	\$96,550	\$74,400-\$162,000
Other	3.5%	\$91,392	\$91,989	\$52,800-\$114,000
<b>Northeast</b>	<b>17.7%</b>	<b>\$105,600</b>	<b>\$106,306</b>	<b>\$30,000-\$168,000</b>
Boston Metro	2.5%	\$89,908	\$99,042	\$43,200-\$165,000
Tri-State Area (New York, New Jersey, & Connecticut)	14.9%	\$111,312	\$107,549	\$30,000-\$168,000
Other	0.2%	—	—	—
<b>South</b>	<b>3.2%</b>	<b>\$114,000</b>	<b>\$110,012</b>	<b>\$54,000-\$164,400</b>
Atlanta Metro	1.2%	\$129,120	\$119,232	\$73,440-\$164,400
Other	2.0%	\$114,000	\$110,914	\$54,000-\$150,000
<b>Southwest</b>	<b>8.7%</b>	<b>\$84,000</b>	<b>\$94,886</b>	<b>\$52,800-\$168,000</b>
Dallas Metro	1.7%	\$95,538	\$104,450	\$61,440-\$168,000
Denver Metro	3.0%	\$105,600	\$106,029	\$52,800-\$162,000
Phoenix Metro	0.5%	—	—	—
Other	3.5%	\$76,800	\$81,180	\$67,200-\$129,120
<b>West</b>	<b>25.6%</b>	<b>\$96,000</b>	<b>\$96,502</b>	<b>\$36,000-\$168,000</b>
Los Angeles Metro	3.0%	\$76,800	\$85,844	\$57,600-\$129,120
San Francisco Bay Area	10.2%	\$92,400	\$98,441	\$36,000-\$168,000
Seattle Metro	10.0%	\$103,800	\$105,602	\$38,400-\$165,000
Other	2.5%	\$69,312	\$65,851	\$37,200-\$71,040
<b>International</b>	<b>6.5%</b>	<b>\$84,000</b>	<b>\$78,651</b>	<b>\$18,000-\$147,600</b>
Africa	0.2%	—	—	—
Asia	4.2%	\$114,474	\$90,100	\$18,000-\$144,648
Canada	0.2%	—	—	—
Europe	1.0%	\$88,200	\$100,500	\$78,000-\$147,600
South America	0.7%	—	—	—



**>50%**

OVER 50% OF GRADUATES ACCEPTED OFFERS IN CHICAGO, NEW YORK CITY, SEATTLE, AND SAN FRANCISCO.