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 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.
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%

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%

Timing of Job Offers

<table>
<thead>
<tr>
<th></th>
<th>Received First Offer by Graduation</th>
<th>Received First Offer Within 3 Months of Graduation</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Citizens/Permanent Residents</td>
<td>90.9%</td>
<td>92.8%</td>
</tr>
<tr>
<td>Foreign Nationals</td>
<td>83.3%</td>
<td>83.3%</td>
</tr>
<tr>
<td>Total</td>
<td>90.5%</td>
<td>92.2%</td>
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</tbody>
</table>
Graduates Seeking Employment

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

Graduate Acceptances by Region // 2013 Detailed Compensation Information

<table>
<thead>
<tr>
<th>Region</th>
<th>Base Salary</th>
<th>Signing Bonus</th>
<th>Other Guaranteed Compensation</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>% of Reported</td>
<td>Median</td>
<td>Mean</td>
</tr>
<tr>
<td>Northeast</td>
<td>40.4%</td>
<td>$70,000</td>
<td>$65,315</td>
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<tr>
<td>Midwest</td>
<td>40.0%</td>
<td>$60,000</td>
<td>$61,517</td>
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<tr>
<td>West</td>
<td>12.8%</td>
<td>$70,000</td>
<td>$66,147</td>
</tr>
<tr>
<td>South</td>
<td>3.2%</td>
<td>$51,250</td>
<td>$52,063</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>2.4%</td>
<td>$52,500</td>
<td>$54,667</td>
</tr>
<tr>
<td>Southwest</td>
<td>0.8%</td>
<td>$62,500</td>
<td>$62,500</td>
</tr>
<tr>
<td>International</td>
<td>0.4%</td>
<td>$90,000</td>
<td>$90,000</td>
</tr>
</tbody>
</table>

Timing of Job Acceptances

<table>
<thead>
<tr>
<th></th>
<th>Accepted Offer by Graduation</th>
<th>Accepted Offer Within 3 Months of Graduation</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Citizens/Permanent Residents</td>
<td>85.7%</td>
<td>89.1%</td>
</tr>
<tr>
<td>Foreign Nationals</td>
<td>77.8%</td>
<td>77.8%</td>
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<tr>
<td>Total</td>
<td>85.2%</td>
<td>88.3%</td>
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</table>
## 2013 Detailed Compensation Information

(99% of accepted offers included usable function salary data.)

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

78% of reported offers to BBA graduates included signing bonus information.
2013 Function Distribution (Percent of reported)

- Finance: 44.4%
- Consulting: 22.4%
- Marketing: 16.4%
- Buying/Purchasing: 2.0%
- Other: 12%
- Accounting: 2.8%

2011–13 Comparison (Percent of reported)

- Accounting
  - 2011: 3.6%
  - 2012: 5.3%
  - 2013: 2.8%
- Consulting
  - 2011: 25.7%
  - 2012: 26.4%
  - 2013: 22.4%
- Finance
  - 2011: 47.3%
  - 2012: 43.2%
  - 2013: 44.4%
- Marketing
  - 2011: 13.1%
  - 2012: 14.5%
  - 2013: 16.4%
- Other
  - 2011: 6.7%
  - 2012: 8.4%
  - 2013: 12%
### BBA Graduate Acceptances by Industry

#### 2013 Detailed Compensation Information

(99% of accepted offers included useable industry salary data.)

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

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

#### 2011–13 Comparison

(Percent of reported)

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
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<td>5</td>
<td>4.4</td>
<td>6</td>
<td>5.4</td>
<td>7</td>
<td>8</td>
<td>4.5</td>
<td>5.3</td>
<td>6.4</td>
</tr>
<tr>
<td>Computer/Internet and Software Services</td>
<td>5</td>
<td>4.4</td>
<td>6</td>
<td>5.4</td>
<td>7</td>
<td>8</td>
<td>4.5</td>
<td>5.3</td>
<td>6.4</td>
</tr>
<tr>
<td>Consulting</td>
<td>17.6</td>
<td>15.9</td>
<td>14.8</td>
<td>17.6</td>
<td>15.9</td>
<td>14.8</td>
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<td>23.2</td>
<td>24.8</td>
<td>22.9</td>
<td>23.2</td>
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<tr>
<td>Financial Services</td>
<td>22.1</td>
<td>22.3</td>
<td>21.2</td>
<td>22.1</td>
<td>22.3</td>
<td>21.2</td>
<td>22.1</td>
<td>22.3</td>
<td>21.2</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>22.1</td>
<td>22.3</td>
<td>21.2</td>
<td>22.1</td>
<td>22.3</td>
<td>21.2</td>
<td>22.1</td>
<td>22.3</td>
<td>21.2</td>
</tr>
<tr>
<td>Retail</td>
<td>5</td>
<td>4</td>
<td>4.4</td>
<td>5</td>
<td>4</td>
<td>4.4</td>
<td>5</td>
<td>4</td>
<td>4.4</td>
</tr>
</tbody>
</table>
2013 Industry Distribution (Percent of reported)

- Investment Banking: 23.2%
- Consulting: 21.2%
- Competition and Software Services: 8%
- Accounting: 6.0%
- Retail: 4.4%
- Telecommunications: 2.0%
- Other Services: 5.2%
- Automotive: 4.4%
- Financial Services: 14.8%
- Consumer Goods: 6.4%
- Other Manufacturing: 2.8%
- Diversified Manufacturing: 1.6%

2011–13 Comparison (Percent of reported)

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

<table>
<thead>
<tr>
<th>Region</th>
<th>% of Reported</th>
<th>Median Base Salary (Annualized)</th>
<th>Mean Base Salary (Annualized)</th>
<th>Base Salary Range (Annualized)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northeast</td>
<td>46.8%</td>
<td>$65,000</td>
<td>$59,018</td>
<td>$15,600-$93,600</td>
</tr>
<tr>
<td>Midwest</td>
<td>39.0%</td>
<td>$49,686</td>
<td>$47,879</td>
<td>$14,560-$104,000</td>
</tr>
<tr>
<td>West</td>
<td>8.1%</td>
<td>$50,958</td>
<td>$51,161</td>
<td>$26,000-$80,400</td>
</tr>
<tr>
<td>Southwest</td>
<td>2.0%</td>
<td>$46,512</td>
<td>$45,725</td>
<td>$13,000-$65,000</td>
</tr>
<tr>
<td>South</td>
<td>1.7%</td>
<td>$43,680</td>
<td>$46,440</td>
<td>$38,400-$60,000</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>1.2%</td>
<td>$41,600</td>
<td>$37,960</td>
<td>$20,280-$52,000</td>
</tr>
<tr>
<td>International</td>
<td>1.2%</td>
<td>$94,200</td>
<td>$86,672</td>
<td>$69,996-$95,220</td>
</tr>
</tbody>
</table>

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%
## Acceptances by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>% of Reported</th>
<th>Median Base Salary (Annualized)</th>
<th>Mean Base Salary (Annualized)</th>
<th>Base Salary Range (Annualized)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Service</td>
<td>86.2%</td>
<td>$60,000</td>
<td>$55,488</td>
<td>$13,000-$104,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>26.8%</td>
<td>$69,992</td>
<td>$65,672</td>
<td>$18,571-$95,220</td>
</tr>
<tr>
<td>Financial Services</td>
<td>17.5%</td>
<td>$65,000</td>
<td>$61,880</td>
<td>$14,560-$104,000</td>
</tr>
<tr>
<td>Consulting</td>
<td>13.4%</td>
<td>$54,080</td>
<td>$56,497</td>
<td>$31,200-$88,660</td>
</tr>
<tr>
<td>Accounting</td>
<td>9.8%</td>
<td>$55,000</td>
<td>$52,062</td>
<td>$20,800-$60,000</td>
</tr>
<tr>
<td>Technology</td>
<td>6.1%</td>
<td>$47,816</td>
<td>$48,126</td>
<td>$18,200-$60,000</td>
</tr>
<tr>
<td>Retail</td>
<td>5.7%</td>
<td>$37,440</td>
<td>$37,810</td>
<td>$13,000-$35,360</td>
</tr>
<tr>
<td>Other Services</td>
<td>6.9%</td>
<td>$21,424</td>
<td>$23,716</td>
<td>$13,000-$80,400</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>15.8%</td>
<td>$41,600</td>
<td>$41,789</td>
<td>$22,880-$60,000</td>
</tr>
<tr>
<td>Consumer Goods</td>
<td>4.9%</td>
<td>$46,098</td>
<td>$43,048</td>
<td>$33,144-$50,388</td>
</tr>
<tr>
<td>Automotive</td>
<td>3.3%</td>
<td>$40,800</td>
<td>$39,025</td>
<td>$33,280-$42,240</td>
</tr>
<tr>
<td>Other Manufacturing</td>
<td>5.6%</td>
<td>$41,600</td>
<td>$42,290</td>
<td>$22,880-$60,000</td>
</tr>
</tbody>
</table>

## Acceptances by Function

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