



CLASS OF 2018 MBA GRADUATES

GRADUATE OVERVIEW

Michigan Ross Full-Time MBAs are thoroughly prepared to launch the careers they love, all over the country: 94 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.....	400
Undergraduate Majors	
Business	22%
Economics	15%
Engineering	22%
Humanities	22%
Other.....	19%
Average Full-Time Work Experience (years)	5
Average Age	30
Women	39%
Underrepresented Minorities.....	10%
International	32%

Geographic Distribution

Africa.....	< 1%
Asia	9%
Australia & New Zealand.....	< 1%
Europe	2%
India	7%
Middle East	3%
North America.....	70%
South America.....	8%
Grade Point Average (GPA)	3.4
GMAT Score	
Middle 80% Range.....	690-740
Average.....	709

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

TOP HIRING COMPANIES

Employers hiring two or more Michigan Ross graduates or interns in 2017-2018

COMPANY	FULL-TIME	INTERN	TOTAL
Amazon	44	31	75
McKinsey & Co.	17	13	30
EY	12	13	25
Deloitte	10	13	23
PwC	14	8	22
Microsoft Corp.	9	12	21
Bain & Co., Inc.	9	11	20
Citi	10	8	18
Boston Consulting Group	11	6	17
Google, Inc.	6	9	15
General Motors Corp.	5	9	14
Dell, Inc.	4	8	12
Johnson & Johnson	4	8	12
Boeing Co.	6	5	11
PepsiCo Inc.	4	7	11
Accenture	7	2	9
JP Morgan Chase & Co.	3	6	9
American Express Co.	3	5	8
Bank of America Merrill Lynch	3	5	8
Cummins Inc.	1	7	8
Dow Chemical Co.	2	6	8
Varsity Tutors	3	4	7
Walmart	2	4	6
William Blair	3	3	6
Barclays PLC		5	5
Brunswick Corp.	4	1	5
Cisco Systems, Inc.	3	2	5
Oracle Corp.		5	5
S.C. Johnson & Son, Inc.	4	1	5
Tyson Foods, Inc.	1	4	5
A.T. Kearney, Inc.	3	1	4

COMPANY	FULL-TIME	INTERN	TOTAL
AB InBev		4	4
Credit Suisse	2	2	4
Danaher Corp.	1	3	4
General Mills Inc.	2	2	4
IBM	1	3	4
Lazard	1	3	4
Procter & Gamble Co.	1	3	4
RBC Capital Markets	2	2	4
Root Inc.	1	3	4
Whirlpool Corp.	1	3	4
ZS Associates	2	2	4
3M Co.	2	1	3
AlixPartners, LLC	3		3
Baxter Healthcare Corp.		3	3
Boston Scientific	2	1	3
Cargill Inc.	2	1	3
DaVita Inc.	2	1	3
Delta Air Lines, Inc.	1	2	3
Ford Motor Co.		3	3
Goldman Sachs Group	1	2	3
Itau-Unibanco	1	2	3
KPMG LLP	1	2	3
L'Oreal USA Inc.	2	1	3
MillerCoors	2	1	3
NIKE Inc.		3	3
NRP Group LLC	2	1	3
Starbucks	1	2	3
Target Corp.	2	1	3
UnitedHealth Group Inc.	2	1	3
Wayfair	3		3
Wells Fargo	1	2	3

COMPANY	FULL-TIME	INTERN	TOTAL
Adobe Systems, Inc.	2		2
American Airlines	1	1	2
Amgen, Inc.	2		2
athenahealth, Inc.		2	2
BD (Becton, Dickinson & Co.)	1	1	2
Bethesda Softworks, subsidiary of ZeniMax Media Inc.	2		2
BMO Capital Markets	1	1	2
Borgwarner Inc.		2	2
Cerner Corp.	2		2
Clorox Co.	2		2
Conway MacKenzie, Inc.		2	2
Crescent Way Capital Partners		2	2
Danone North America		2	2
Discover Financial Services, LLC.	2		2
Emerson Electric Co.		2	2
Expedia Group		2	2
Facebook, Inc.	1	1	2
Fidelity Investments	1	1	2
Fortive Corp.		2	2
Intel Corp.	1	1	2
Mayo Clinic		2	2
Paypal Inc.	1	1	2
Piper Jaffray & Co.	2		2
Republic Services	2		2
Rivian		2	2
Roland Berger	2		2
Samsung Global Strategy Group	2		2
Stoneridge		2	2
TriNet	1	1	2
Vanguard Group	1	1	2
Visa, Inc.	1	1	2

HIRING COMPANIES

3M Co.
A.T. Kearney Inc.
Accenture
Adobe Systems Inc.
AlixPartners LLC
Amazon
American Airlines
American Express Co.
Amgen Inc.
Analysis Group
Anthem Inc.
Atwell LLC
Autodesk Inc.
Bain & Co. Inc.
Balyasny Asset Management
Bank of America Merrill Lynch
BASF
BD (Becton, Dickinson & Co.)
Beacon Group
Bethesda Softworks, subsidiary of ZeniMax Media Inc.
BMO Capital Markets
Boeing Co.
Boston Consulting Group
Boston Scientific
BP
Brunswick Corp.
Cargill Inc.
Cerner Corp.
Cisco Systems Inc.
Citi
Clever Inc.

Clorox Co.
Comer Capital Group
Credit Suisse
Cruise Automation
Ctrip.com International Limited
Cummins Inc.
CVS Health
Danaher Corp.
DaVita Inc.
DayBlink Consulting
Dell Inc.
Deloitte
Delta Air Lines Inc.
Deutsche Bank
Dimensional Fund Advisors
Discover Financial Services LLC
Dow Chemical Co.
DraftKings
Dropbox
EY
Facebook Inc.
Fidelity Investments
Fishpeople Seafood
General Mills Inc.
General Motors Corp.
Goldman Sachs Group
Google Inc.
Harris Williams & Co.
Hewlett Packard Enterprise
IBM
IDEX Corp.
Intel Corp.

Itau-Unibanco
Johnson & Johnson
J.P. Morgan
KPMG LLP
L.E.K. Consulting
L'Oreal USA Inc.
Land O'Lakes Inc.
Lazard
Leinweber Foundation
Lincoln International LLC
Macquarie
McKinsey & Co.
MGM Resorts International
Microsoft Corp.
MillerCoors
Moelis & Co.
Moss Adams Capital
Mount Sinai Hospital
New York Life Insurance Co.
NRP Group LLC
Ottawa Avenue Private Capital
Paypal Inc.
PepsiCo Inc.
Pfizer
Piper Jaffray & Co.
PPG Industries Inc.
Procter & Gamble Co.
PwC
RBC Capital Markets
The Related Companies LP
Republic Services
Roland Berger

Root Inc.
S.C. Johnson & Son Inc.
Salesloft
Samsung Global Strategy Group
Schneider Electric
Shopee
Starbucks
Takeda Pharmaceuticals USA Inc.
Target Corp.
Tesla Motors
TriNet HR Inc.
Trinity Health
Tyson Foods Inc.
UCLA Health System
UnitedHealth Group Inc.
Vanguard Group
Varsity Tutors
Virtus Partners
Visa Inc.
VMware
Walmart Stores Inc.
Wayfair
Wells Fargo
West Monroe Partners
Whirlpool Corp.
White & Case LLP
William Blair
WinWin
Wipro
WorldQuant LLC
ZS Associates
Zurich American Insurance Co.

amazon

McKinsey&Company

BCG

Google

citi

PEPSICO

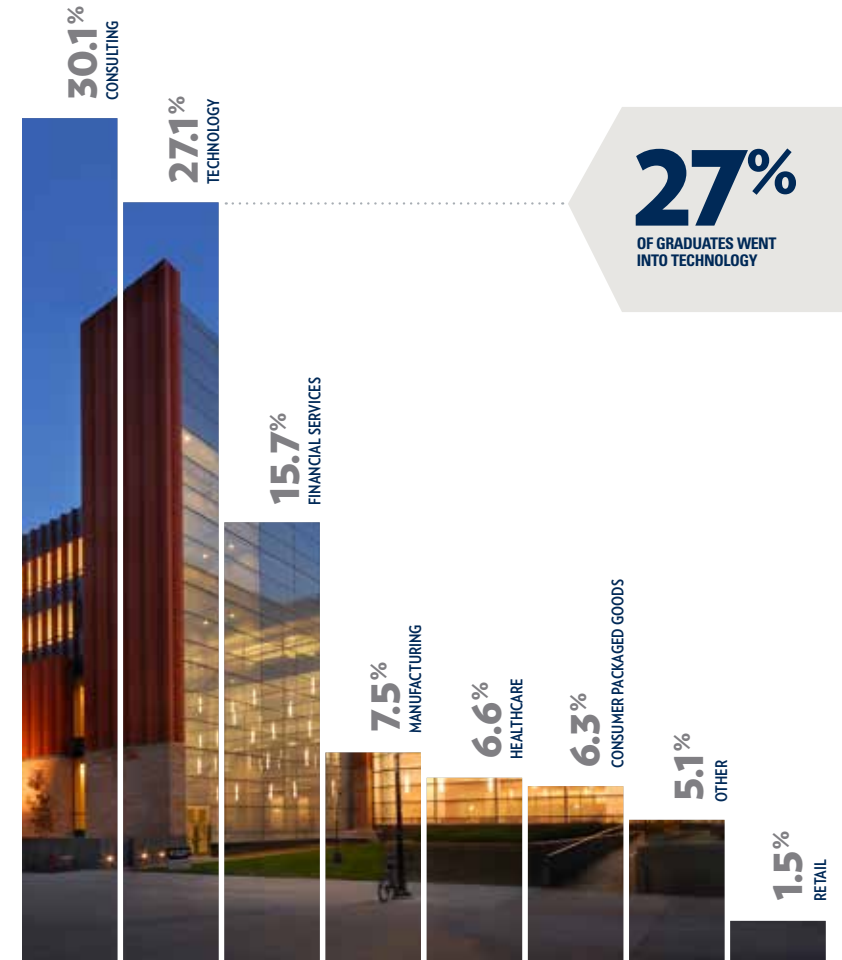
Microsoft

Johnson+Johnson

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	30.1%	\$147,000	\$136,677	\$70,000-\$170,000	94.9%	\$25,000
Consumer Packaged Goods	6.3%	\$110,000	\$110,211	\$100,000-\$120,000	94.7%	\$35,000
Financial Services	15.7%	\$125,000	\$125,563	\$70,000-\$243,000	87.5%	\$40,000
Healthcare	6.6%	\$120,000	\$118,115	\$82,300-\$140,000	90.0%	\$20,000
Manufacturing	7.5%	\$115,008	\$119,334	\$100,000-\$140,097	91.3%	\$22,000
Retail	1.5%	\$110,000	\$113,000	\$105,000-\$130,000	100.0%	\$15,000
Technology	27.1%	\$130,000	\$125,134	\$73,000-\$158,000	89.5%	\$40,000
Other	5.1%	\$115,000	\$117,536	\$95,000-\$180,000	50.0%	\$25,000



ACCEPTANCES BY FUNCTION

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

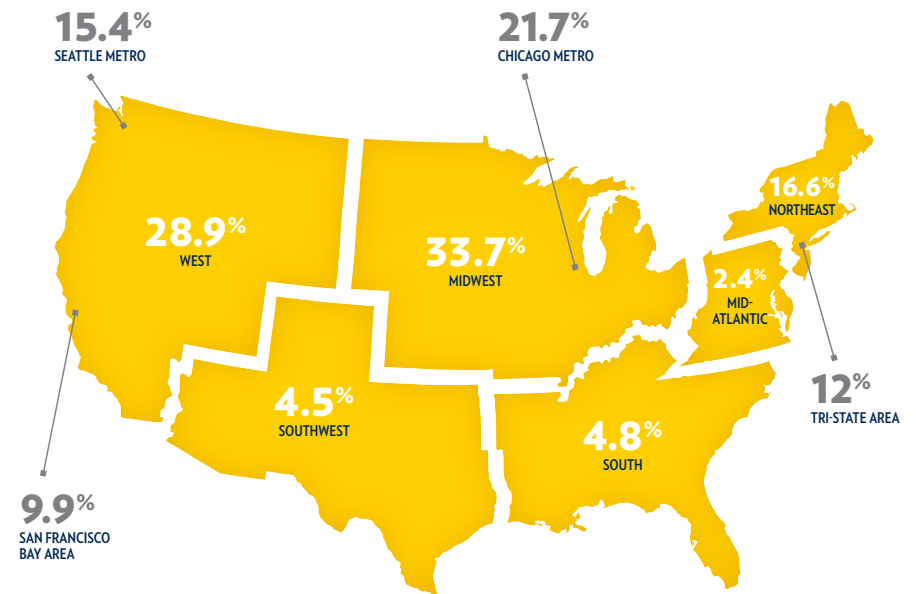
FUNCTION	BASE SALARY				SIGNING BONUS	
	% OF REPORTED	MEDIAN	MEAN	RANGE	% OF REPORTED	MEDIAN
Consulting	33.1%	\$145,000	\$135,754	\$70,000-\$170,000	95.3%	\$25,000
Internal Consulting	3.3%	\$118,000	\$118,871	\$108,585-\$140,000	90.9%	\$20,000
IT/Systems Consulting	1.8%	\$135,000	\$128,000	\$90,000-\$147,000	100.0%	\$25,000
Operations/Process Management	2.4%	\$135,000	\$136,973	\$100,780-\$152,500	100.0%	\$25,000
Strategy Consulting	25.6%	\$147,000	\$138,501	\$70,000-\$170,000	95.1%	\$25,000
Finance	16.9%	\$125,000	\$126,120	\$80,000-\$243,000	84.0%	\$42,500
Corporate Finance	5.7%	\$115,000	\$116,882	\$80,000-\$158,000	88.2%	\$30,000
General Finance	2.7%	\$128,000	\$149,833	\$125,000-\$243,000	16.7%	\$35,000
Investment Banking	8.4%	\$125,000	\$126,667	\$120,000-\$150,000	96.3%	\$48,750
General Management	12.0%	\$125,000	\$121,677	\$80,000-\$140,097	90.0%	\$28,000
Human Resources	2.1%	\$110,250	\$112,000	\$105,000-\$125,000	100.0%	\$20,000
Marketing/Sales	22.6%	\$120,000	\$119,829	\$73,000-\$155,000	91.8%	\$30,000
Brand/Product Management	15.1%	\$120,000	\$120,980	\$73,000-\$155,000	93.9%	\$35,000
General Marketing	7.5%	\$118,500	\$117,480	\$100,000-\$148,000	87.5%	\$25,000
Operations/Supply Chain Management	7.8%	\$130,000	\$124,625	\$105,000-\$135,000	87.5%	\$40,000
Strategic Planning	3.3%	\$117,500	\$113,580	\$70,000-\$145,000	70.0%	\$25,700
Other	2.1%	\$110,000	\$121,250	\$85,000-\$180,000	25.0%	\$30,000



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
Mid-Atlantic	2.4%	\$143,500	\$138,500	\$110,000-\$152,000	62.5%	\$25,000
Philadelphia Metro	0.3%	—	—	—	—	—
Washington, D.C. Metro	2.1%	\$147,000	\$140,429	\$110,000-\$152,000	57.1%	\$25,000
Midwest	33.7%	\$126,750	\$131,005	\$80,000-\$243,000	92.5%	\$25,000
Chicago Metro	21.7%	\$141,000	\$136,029	\$90,000-\$170,000	97.1%	\$25,000
Detroit Metro	3.6%	\$115,000	\$117,719	\$80,000-\$152,500	81.8%	\$25,000
Minneapolis/St. Paul Metro	3.9%	\$115,000	\$119,430	\$105,000-\$152,000	92.3%	\$25,000
Other	4.5%	\$122,500	\$127,786	\$95,000-\$243,000	78.6%	\$25,000
Northeast	16.6%	\$125,000	\$125,396	\$100,000-\$180,000	83.0%	\$30,000
Boston Metro	3.6%	\$140,000	\$134,909	\$110,000-\$152,000	90.9%	\$27,500
Tri-State Area (New York, New Jersey, & Connecticut)	12.0%	\$120,000	\$123,205	\$106,000-\$180,000	82.1%	\$36,250
Other	0.9%	—	—	—	—	—
South	4.8%	\$130,000	\$125,467	\$85,000-\$152,000	100.0%	\$30,000
Atlanta Metro	2.4%	\$140,000	\$131,000	\$85,000-\$152,000	100.0%	\$30,000
Other	2.4%	\$125,000	\$120,625	\$100,000-\$145,000	100.0%	\$35,000
Southwest	4.5%	\$120,000	\$120,100	\$100,000-\$152,000	93.3%	\$22,500
Dallas Metro	1.2%	\$112,500	\$118,750	\$103,000-\$147,000	100.0%	\$35,000
Denver Metro	0.3%	—	—	—	—	—
Houston Metro	0.3%	—	—	—	—	—
Phoenix Metro	0.3%	—	—	—	—	—
Other	2.4%	\$125,000	\$121,188	\$105,000-\$126,500	100.0%	\$12,500
West	28.9%	\$130,000	\$129,511	\$105,000-\$158,000	93.3%	\$40,000
Los Angeles Metro	2.7%	\$123,000	\$128,813	\$115,000-\$152,500	100.0%	\$25,000
San Francisco Bay Area	9.9%	\$135,000	\$132,700	\$105,000-\$158,000	86.7%	\$25,000
Seattle Metro	15.4%	\$130,000	\$127,980	\$106,500-\$142,000	98.0%	\$40,000
Other	0.9%	—	—	—	—	—
International	9.0%	\$107,000	\$101,625	\$70,000-\$130,000	81.5%	\$30,000
Asia	3.9%	\$110,000	\$107,750	\$73,000-\$130,000	75.0%	\$25,000
South America	1.8%	\$92,500	\$92,310	\$70,000-\$110,000	100.0%	\$52,500
Other	3.3%	\$104,000	\$105,556	\$100,000-\$113,000	60.0%	\$20,000



2
3

OPPORTUNITIES
EVERYWHERE: 2/3 OF
GRADUATES ACCEPTED
OFFERS IN FOUR U.S.
METROPOLITAN AREAS
AND 11 COUNTRIES
OUTSIDE THE U.S.



9%

OF GRADUATES LAUNCHED
CAREERS IN 11 COUNTRIES
OUTSIDE THE U.S.

OFFER & COMPENSATION DETAILS

POSITION SOURCE

	NUMBER	% OF TOTAL
On-Campus/School Facilitated	256	77.1%
On-Campus Recruiting	83	25.0%
Returning to On-Campus/School Facilitated Internship	112	33.7%
Other School Facilitated (posting, alumni/faculty networking, etc.)	61	18.4%
Off-Campus/Direct Contact	76	22.9%
Direct Contact	38	11.4%
Other Off-Campus Contact (personal networking, other job postings, etc.)	38	11.4%
Grand Total	332	100.0%

SUMMARY OF GRADUATES

	U.S. CITIZENS/ PERMANENT RESIDENTS		FOREIGN NATIONALS		TOTAL GRADUATING CLASS	
Seeking Employment	251	62.9%	104	26.1%	355	89.0%
Returning to Internship Employer	87	21.8%	25	6.3%	112	28.1%
Seeking New Employment	164	41.1%	79	19.8%	243	60.9%
Not Seeking Employment	15	3.8%	10	2.5%	25	6.3%
Continuing Education	1	0.3%	2	0.5%	3	0.8%
Not Seeking Employment for Other Reasons	4	1.0%	—	0.0%	4	1.0%
Postponing Job Search	1	0.3%	—	0.0%	1	0.3%
Starting a Business	2	0.5%	—	0.0%	2	0.5%
Company Sponsored	7	1.8%	8	2.0%	15	3.8%
No Recent Information	11	2.8%	8	2.0%	19	4.8%
Grand Total	277	69.4%	122	30.6%	399	100.0%

TIMING OF JOB OFFERS

	RECEIVED FIRST OFFER BY GRADUATION	RECEIVED FIRST OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizen/Permanent Resident	92.4%	95.2%
Foreign National	87.5%	90.4%
Grand Total	91.0%	93.8%

TIMING OF JOB ACCEPTANCES

	ACCEPTED OFFER BY GRADUATION	ACCEPTED OFFER WITHIN 3 MONTHS OF GRADUATION
U.S. Citizen/Permanent Resident	91.2%	95.2%
Foreign National	84.6%	89.4%
Grand Total	89.3%	93.5%

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	228	95.4%	\$125,000	\$127,787	\$80,000-\$243,000
Foreign National	85	91.4%	\$130,000	\$123,046	\$70,000-\$170,000
Grand Total	313	94.3%	\$125,000	\$126,500	\$70,000-\$243,000

SIGNING BONUS BY CITIZENSHIP

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BONUS	MEAN BONUS	BONUS RANGE
U.S. Citizen/Permanent Resident	207	90.8%	\$30,000	\$32,179	\$5,000-\$80,000
Foreign National	76	89.4%	\$30,000	\$34,520	\$8,000-\$80,000
Grand Total	283	90.4%	\$30,000	\$32,807	\$5,000-\$80,000



CLASS OF 2019 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 – MORE THAN
ANY OTHER MBA PROGRAM

DEMOGRAPHIC OVERVIEW

Class Size.....	447
Undergraduate Majors	
Business.....	25%
Economics.....	11%
Engineering.....	20%
Humanities.....	23%
Average Full-Time Work Experience (years)	5.5
Average Age	29
Women.....	43%
Underrepresented Minorities.....	13%
International.....	34%

Geographic Distribution

Africa.....	< 1%
Asia.....	15%
Europe.....	1%
India.....	7%
Middle East.....	1%
North America.....	68%
South America.....	6%
Grade Point Average (GPA)	3.4
GMAT Score	
Middle 80% Range.....	690-740
Average.....	714

HIRING COMPANIES

3M Co.
A.T. Kearney Inc.
AB InBev
Accenture
Advanced Innovative Medical Technologies
Align Impact
Amazon
American Airlines
American Century Investments
American Express Co.
Apple Inc.
AstraZeneca
athenahealth Inc.
Baidu
Bain & Co. Inc.
Bank of America Merrill Lynch
Barclays PLC
Baxter Healthcare Corp.
Bayer Crop Science
BD (Becton, Dickinson & Co.)
Beaumont Health
BMO Capital Markets
Boeing Co.
Boral
Borgwarner Inc.
Boston Consulting Group
Boston Scientific
Brookfield Property Partners
Brunswick Corp.
Buckingham Companies
Cardinal Health Inc.
Cargill Inc.
Caro-Kann Capital Fund

CDH Investments
Cengage Learning Inc.
Centene Corp.
Center on Finance, Law and Policy at University of Michigan
Century Link
Chartis Group
Cisco Systems Inc.
Citi
CityBase Inc.
Civic Consulting Alliance
CohnReznick Capital
Conagra Brands
Conway MacKenzie Inc.
Credit Suisse
Crescent Way Capital Partners
Cummins Inc.
CVCapital
Danaher Corp.
Danone North America
DaVita Inc.
Dell Inc.
Deloitte
Delta Air Lines Inc.
Dow Chemical Co.
Duo Security
East Bali Cashews
Eli Lilly & Co.
Emerson Electric Co.
Expedia Group
Experian
EY
Facebook Inc.
Fidelity Investments

Flagship Pioneering
Ford Motor Co.
Fortive Corp.
Frog
General Mills Inc.
General Motors Corp.
Glossier
Goldman Sachs Group
Google Inc.
Government Performance Lab with the Harvard Kennedy School of Government
Grove Collaborative
Grubhub
Guggenheim Partners
Heartman House
Hershey Co.
Houlihan Lokey
IBM
Inspiring Capital
Intel Corp.
Itau-Unibanco
JD Group
JD.COM
Johnson & Johnson
J.P. Morgan
KPMG LLP
Kulina Indonesia
L'Oreal USA Inc.
Las Vegas Sands Corp.
Lazard
M&T Bank Corp.
Mackinac Technology Co.
Mayo Clinic
McKinsey & Co.

Meritor Inc.
Microsoft Corp.
MillerCoors
Mission Throttle
Morgan Stanley
NextGen Growth Partners
NIKE Inc.
Noritsu America Corp.
NRP Group LLC
Oracle Corp.
Owens Corning
Paramount Pictures
Paypal Inc.
PepsiCo Inc.
Perella Weinberg Partners
Preen.Me
Procter & Gamble Co.
PwC
Raksul Inc.
RBC Capital Markets
Rivian
Rockbridge Growth Equity LLC
Root Inc.
S.C. Johnson & Son Inc.
Samsung Electronics America
SavethatDough LLC
Scotiabank
Snap Inc.
Soko Glam Inc.
Spacelabs Healthcare
SpinTech Imaging
Starbucks
Stoneridge

Sun Life Financial
Target Corp.
TCS Consultancy Services
TD Securities
The Bill & Melinda Gates Foundation
The Hatchery Chicago - Food Business Incubator
Third Plateau Social Impact Strategies
Tovala
TriNet HR Inc.
Trulia
Tyson Foods Inc.
Uber Technologies
United Airlines
UnitedHealth Group Inc.
Vanguard Group
Varian Medical Systems
Varsity Tutors
Visa Inc.
Vitacoco
Vlastic & Roth LLC
VSA Partners
Walmart Stores Inc.
Wells Fargo
Whirlpool Corp.
William Blair
William Davidson Institute
Wolverine Worldwide
World Wildlife Fund
Xerox
Zillow Group
ZS Associates

amazon

NIKE

McKinsey&Company

P&G

J.P.Morgan

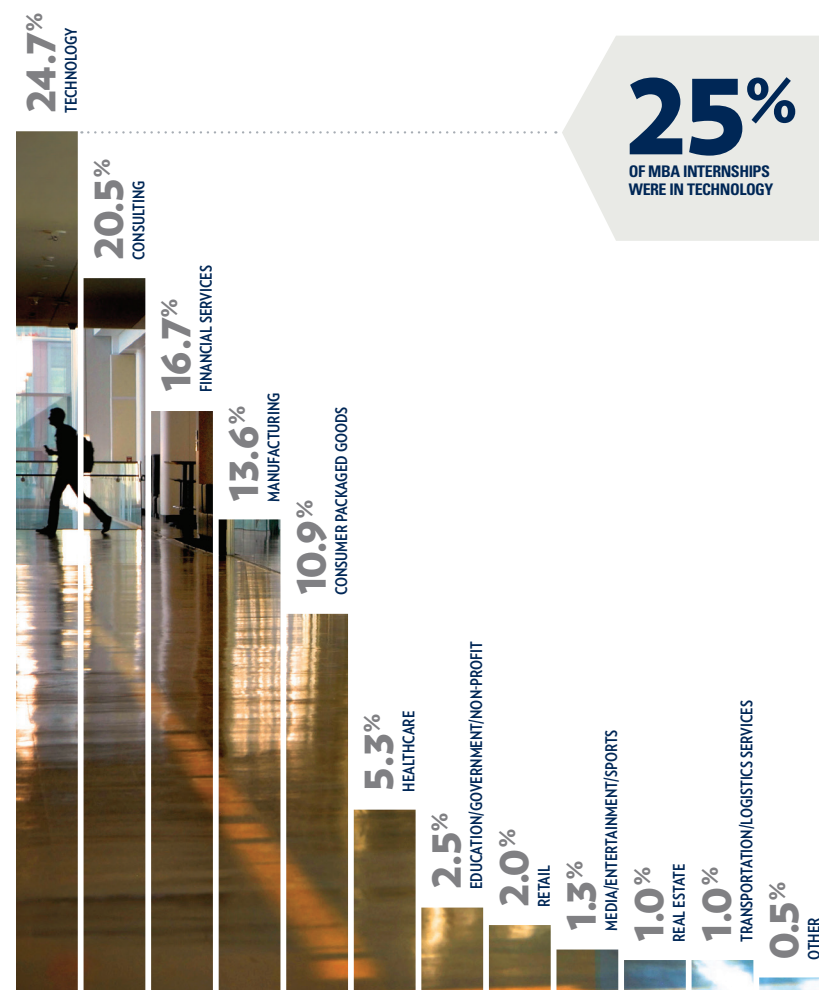
UnitedHealth Group®

BAIN
& COMPANY

ACCEPTANCES BY INDUSTRY

DETAILED COMPENSATION INFORMATION (93% of accepted offers included usable industry salary data)

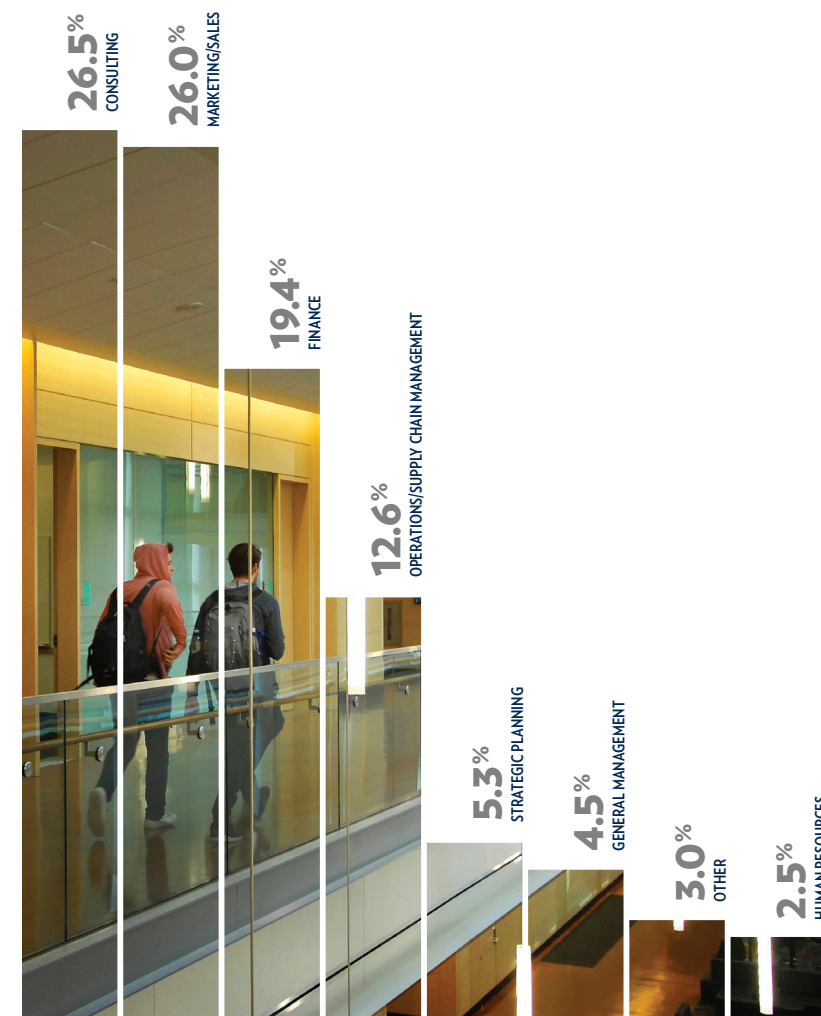
INDUSTRY	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Consulting	20.5%	\$135,000	\$129,594	\$20,400-\$150,000
Consumer Packaged Goods	10.9%	\$85,440	\$83,507	\$23,880-\$110,400
Education/Government/Non-Profit	2.5%	\$39,600	\$45,800	\$24,000-\$84,000
Financial Services	16.7%	\$124,800	\$111,976	\$30,000-\$150,000
Healthcare	5.3%	\$86,400	\$77,949	\$12,000-\$104,004
Manufacturing	13.6%	\$90,000	\$89,677	\$34,560-\$132,000
Media / Entertainment / Sports	1.3%	\$40,800	\$40,920	\$21,600-\$60,480
Real Estate	1.0%	\$86,640	\$84,720	\$45,600-\$120,000
Retail	2.0%	\$84,000	\$85,050	\$76,800-\$102,000
Technology	24.7%	\$102,000	\$91,353	\$12,000-\$156,000
Transportation/Logistics Services	1.0%	\$93,090	\$89,745	\$78,000-\$94,800
Other	0.5%	—	—	—



ACCEPTANCES BY FUNCTION

DETAILED COMPENSATION INFORMATION (93% of accepted offers included usable function salary data)

FUNCTION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Consulting	26.5%	\$132,000	\$120,723	\$12,000-\$156,000
General Consulting	1.0%	\$129,900	\$125,916	\$103,992-\$139,884
Internal Consulting	4.3%	\$102,000	\$89,445	\$12,000-\$144,000
Operations/Process Management	1.3%	\$135,000	\$134,424	\$129,120-\$138,000
Strategy Consulting	19.9%	\$132,000	\$126,204	\$20,400-\$156,000
Finance	19.4%	\$120,000	\$105,633	\$30,000-\$150,000
Corporate Finance	5.1%	\$100,920	\$92,582	\$57,600-\$114,000
General Finance	3.0%	\$108,000	\$90,613	\$34,560-\$124,800
Investment Banking	9.6%	\$125,004	\$122,086	\$48,000-\$150,000
Private Equity/Venture Capital	1.8%	\$57,600	\$63,120	\$30,000-\$120,000
General Management	4.5%	\$102,000	\$101,917	\$84,000-\$125,004
Human Resources	2.5%	\$85,320	\$86,428	\$55,200-\$109,920
Marketing/Sales	26.0%	\$88,248	\$84,118	\$12,000-\$132,000
Brand/Product Management	19.2%	\$91,392	\$85,953	\$12,000-\$132,000
General Marketing	4.5%	\$84,000	\$83,772	\$66,000-\$103,200
Research/Consumer Insights	1.3%	\$60,480	\$57,000	\$21,120-\$89,400
Sales	1.0%	\$99,600	\$84,138	\$22,152-\$115,200
Operations/Supply Chain Management	12.6%	\$97,200	\$91,013	\$18,000-\$120,000
Strategic Planning	5.3%	\$88,200	\$86,184	\$21,600-\$108,000
Other	3.0%	\$88,800	\$74,076	\$24,000-\$96,000



ACCEPTANCES BY REGION

DETAILED COMPENSATION INFORMATION *(93% of accepted offers included usable region salary data)*

REGION	% OF REPORTED	MEDIAN BASE SALARY (ANNUALIZED)	MEAN BASE SALARY (ANNUALIZED)	BASE SALARY RANGE (ANNUALIZED)
Mid-Atlantic	3.0%	\$102,996	\$115,960	\$76,800-\$150,000
Philadelphia Metro	0.8%	—	—	—
Washington, D.C. Metro	1.8%	\$103,992	\$129,998	\$102,000-\$150,000
Other	0.5%	—	—	—
Midwest	35.4%	\$95,274	\$100,043	\$18,000-\$150,000
Chicago Metro	14.1%	\$125,004	\$117,838	\$18,000-\$150,000
Detroit Metro	10.4%	\$86,400	\$87,541	\$24,000-\$150,000
Minneapolis/St. Paul Metro	1.5%	\$86,400	\$91,300	\$84,000-\$120,000
Other	9.3%	\$91,392	\$88,847	\$34,560-\$116,400
Northeast	18.9%	\$120,000	\$108,616	\$21,120-\$156,000
Boston Metro	2.0%	\$104,004	\$101,498	\$48,000-\$150,000
Tri-State Area (New York, New Jersey, & Connecticut)	16.7%	\$120,000	\$109,150	\$21,120-\$156,000
Other	0.3%	—	—	—
South	3.5%	\$98,400	\$101,432	\$39,780-\$150,000
Atlanta Metro	1.3%	\$113,400	\$117,900	\$94,800-\$150,000
Other	2.3%	\$93,000	\$93,198	\$39,780-\$125,004
Southwest	5.1%	\$85,800	\$92,426	\$23,880-\$150,000
Dallas Metro	1.5%	\$108,000	\$105,210	\$23,880-\$150,000
Denver Metro	1.0%	\$110,400	\$109,200	\$81,600-\$134,400
Phoenix Metro	0.5%	—	—	—
Other	2.0%	\$71,808	\$74,459	\$71,040-\$90,000
West	26.5%	\$102,000	\$97,829	\$22,152-\$150,000
Los Angeles Metro	1.8%	\$84,240	\$87,474	\$36,000-\$139,884
San Francisco Bay Area	9.3%	\$102,000	\$104,546	\$22,152-\$150,000
Seattle Metro	13.9%	\$102,000	\$97,986	\$55,200-\$132,000
Other	1.5%	\$70,578	\$72,078	\$48,000-\$102,000
International	7.6%	\$84,000	\$78,651	\$12,000-\$120,000
Asia	4.8%	\$96,000	\$77,573	\$12,000-\$120,000
Europe	0.5%	—	—	—
Middle East	0.3%	—	—	—
South America	2.0%	\$84,000	\$79,568	\$39,600-\$108,000

