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.
<table>
<thead>
<tr>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>3M Co.</td>
</tr>
<tr>
<td>A.T. Kearney Inc.</td>
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<tr>
<td>Accenture</td>
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<tr>
<td>Adobe Systems Inc.</td>
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<tr>
<td>AlixPartners LLC</td>
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<tr>
<td>Amazon</td>
</tr>
<tr>
<td>American Airlines</td>
</tr>
<tr>
<td>American Express Co.</td>
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<tr>
<td>Amgen Inc.</td>
</tr>
<tr>
<td>Analysis Group</td>
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<tr>
<td>Anthem Inc.</td>
</tr>
<tr>
<td>Atwell LLC</td>
</tr>
<tr>
<td>Autodesk Inc.</td>
</tr>
<tr>
<td>Ban &amp; Co. Inc.</td>
</tr>
<tr>
<td>Balyasny Asset Management</td>
</tr>
<tr>
<td>Bank of America Merrill Lynch</td>
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<tr>
<td>BASF</td>
</tr>
<tr>
<td>BD (Becton, Dickinson &amp; Co.)</td>
</tr>
<tr>
<td>Beacon Group</td>
</tr>
<tr>
<td>Bethesda Softworks, subsidiary of ZenMax Media Inc.</td>
</tr>
<tr>
<td>BMO Capital Markets</td>
</tr>
<tr>
<td>Boeing Co.</td>
</tr>
<tr>
<td>Boston Consulting Group</td>
</tr>
<tr>
<td>Boston Scientific</td>
</tr>
<tr>
<td>BP</td>
</tr>
<tr>
<td>Brunswick Corp.</td>
</tr>
<tr>
<td>Cargill Inc.</td>
</tr>
<tr>
<td>Corner Corp.</td>
</tr>
<tr>
<td>Cisco Systems Inc.</td>
</tr>
<tr>
<td>Citigroup</td>
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<tr>
<td>Clever Inc.</td>
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<tr>
<td>Clorox Co.</td>
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<tr>
<td>Corner Capital Group</td>
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<td>Credit Suisse</td>
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<tr>
<td>Cruise Automation</td>
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<tr>
<td>Ctrip.com International Limited</td>
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<tr>
<td>Cummins Inc.</td>
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<tr>
<td>CVS Health</td>
</tr>
<tr>
<td>Danaher Corp.</td>
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<tr>
<td>DaVita Inc.</td>
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<tr>
<td>DayBlink Consulting</td>
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<tr>
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<tr>
<td>Delta Air Lines Inc.</td>
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<tr>
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<tr>
<td>Dimensional Fund Advisors</td>
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<tr>
<td>Discover Financial Services LLC</td>
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<tr>
<td>Dow Chemical Co.</td>
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<td>DraftKings</td>
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<td>Facebook Inc.</td>
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<td>Fidelity Investments</td>
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<tr>
<td>Fishpeople Seafood</td>
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<td>General Mills Inc.</td>
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<tr>
<td>General Motors Corp.</td>
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<tr>
<td>Goldman Sachs Group</td>
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<tr>
<td>Google Inc.</td>
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<tr>
<td>Harris Williams &amp; Co.</td>
</tr>
<tr>
<td>Hewlett Packard Enterprise</td>
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<tr>
<td>IBM</td>
</tr>
<tr>
<td>IDEX Corp.</td>
</tr>
<tr>
<td>Intel Corp.</td>
</tr>
<tr>
<td>Itau-Unibanco</td>
</tr>
<tr>
<td>Johnson &amp; Johnson</td>
</tr>
<tr>
<td>J.P. Morgan</td>
</tr>
<tr>
<td>KPMG LLP</td>
</tr>
<tr>
<td>L.E.K. Consulting</td>
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<tr>
<td>L’Oreal USA Inc.</td>
</tr>
<tr>
<td>Land O’Lakes Inc.</td>
</tr>
<tr>
<td>Lazard</td>
</tr>
<tr>
<td>Leinweber Foundation</td>
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<tr>
<td>Lincoln International LLC</td>
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<tr>
<td>Macquarie</td>
</tr>
<tr>
<td>McKinsey &amp; Co.</td>
</tr>
<tr>
<td>MGM Resorts International</td>
</tr>
<tr>
<td>Microsoft Corp.</td>
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<tr>
<td>MillerCoors</td>
</tr>
<tr>
<td>Moelis &amp; Co.</td>
</tr>
<tr>
<td>Moss Adams Capital</td>
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<tr>
<td>Mount Sinai Hospital</td>
</tr>
<tr>
<td>New York Life Insurance Co.</td>
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<td>NRP Group LLC</td>
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<td>PepsiCo Inc.</td>
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<tr>
<td>Pfizer</td>
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<tr>
<td>Piper Jaffray &amp; Co.</td>
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<tr>
<td>PPG Industries Inc.</td>
</tr>
<tr>
<td>Procter &amp; Gamble Co.</td>
</tr>
<tr>
<td>PwC</td>
</tr>
<tr>
<td>RB Capital Markets</td>
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<tr>
<td>The Related Companies LP</td>
</tr>
<tr>
<td>Republic Services</td>
</tr>
<tr>
<td>Roland Berger</td>
</tr>
<tr>
<td>Root Inc.</td>
</tr>
<tr>
<td>S.C. Johnson &amp; Son Inc.</td>
</tr>
<tr>
<td>Salesforce</td>
</tr>
<tr>
<td>Samsung Global Strategy Group</td>
</tr>
<tr>
<td>Schneider Electric</td>
</tr>
<tr>
<td>Shopee</td>
</tr>
<tr>
<td>Starbucks</td>
</tr>
<tr>
<td>Takeda Pharmaceuticals USA Inc.</td>
</tr>
<tr>
<td>Target Corp.</td>
</tr>
<tr>
<td>Tesla Motors</td>
</tr>
<tr>
<td>TriNet HR Inc.</td>
</tr>
<tr>
<td>Trinity Health</td>
</tr>
<tr>
<td>Tyson Foods Inc.</td>
</tr>
<tr>
<td>UCLA Health System</td>
</tr>
<tr>
<td>UnitedHealth Group Inc.</td>
</tr>
<tr>
<td>Vanguard Group</td>
</tr>
<tr>
<td>Varsity Tutors</td>
</tr>
<tr>
<td>Virtus Partners</td>
</tr>
<tr>
<td>Visa Inc.</td>
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<tr>
<td>VMware</td>
</tr>
<tr>
<td>Walmart Stores Inc.</td>
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<tr>
<td>Wayfair</td>
</tr>
<tr>
<td>Wells Fargo</td>
</tr>
<tr>
<td>West Monroe Partners</td>
</tr>
<tr>
<td>Whirlpool Corp.</td>
</tr>
<tr>
<td>White &amp; Case LLP</td>
</tr>
<tr>
<td>William Blair</td>
</tr>
<tr>
<td>WinWin</td>
</tr>
<tr>
<td>Wipro</td>
</tr>
<tr>
<td>WorldQuant LLC</td>
</tr>
<tr>
<td>ZS Associates</td>
</tr>
<tr>
<td>Zurich American Insurance Co.</td>
</tr>
</tbody>
</table>

**CLASS OF 2018 MBA GRADUATES**  
HIRING COMPANIES
## Detailed Compensation Information

(94% of accepted offers included usable 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>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>30.1%</td>
<td>$147,000</td>
<td>$156,677</td>
<td>$70,000-$170,000</td>
<td>94.9%</td>
<td>$25,000</td>
</tr>
<tr>
<td>Consumer Packaged Goods</td>
<td>6.3%</td>
<td>$110,000</td>
<td>$110,211</td>
<td>$100,000-$120,000</td>
<td>94.7%</td>
<td>$35,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>15.7%</td>
<td>$125,000</td>
<td>$125,563</td>
<td>$70,000-$243,000</td>
<td>87.5%</td>
<td>$40,000</td>
</tr>
<tr>
<td>Healthcare</td>
<td>6.6%</td>
<td>$118,115</td>
<td>$118,334</td>
<td>$82,300-$140,097</td>
<td>90.0%</td>
<td>$20,000</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>7.5%</td>
<td>$119,334</td>
<td>$119,534</td>
<td>$100,000-$140,097</td>
<td>91.5%</td>
<td>$22,000</td>
</tr>
<tr>
<td>Retail</td>
<td>1.5%</td>
<td>$111,000</td>
<td>$113,000</td>
<td>$105,000-$130,000</td>
<td>100.0%</td>
<td>$15,000</td>
</tr>
<tr>
<td>Technology</td>
<td>27.1%</td>
<td>$130,000</td>
<td>$125,134</td>
<td>$73,000-$158,000</td>
<td>89.5%</td>
<td>$40,000</td>
</tr>
<tr>
<td>Other</td>
<td>5.1%</td>
<td>$117,536</td>
<td>$117,536</td>
<td>$95,000-$180,000</td>
<td>50.0%</td>
<td>$25,000</td>
</tr>
</tbody>
</table>

### Acceptances by Industry

- Consulting: 30.1% of graduates
- Consumer Packaged Goods: 6.3%
- Financial Services: 15.7%
- Healthcare: 6.6%
- Manufacturing: 7.5%
- Retail: 1.5%
- Technology: 27.1%
- Other: 5.1%

27% of graduates went into Technology.
### 2018 Detailed Compensation Information

(94% 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>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>33.1%</td>
<td>$145,000</td>
<td>$135,754</td>
<td>$70,000-$170,000</td>
<td>95.3%</td>
<td>$25,000</td>
</tr>
<tr>
<td>Internal Consulting</td>
<td>3.3%</td>
<td>$118,000</td>
<td>$118,871</td>
<td>$108,585-$140,000</td>
<td>90.9%</td>
<td>$20,000</td>
</tr>
<tr>
<td>IT/Systems Consulting</td>
<td>1.8%</td>
<td>$155,000</td>
<td>$128,000</td>
<td>$90,000-$147,000</td>
<td>100.0%</td>
<td>$25,000</td>
</tr>
<tr>
<td>Operations/Process Management</td>
<td>2.4%</td>
<td>$135,000</td>
<td>$136,973</td>
<td>$100,780-$152,500</td>
<td>100.0%</td>
<td>$25,000</td>
</tr>
<tr>
<td>Strategy Consulting</td>
<td>25.6%</td>
<td>$147,000</td>
<td>$138,501</td>
<td>$70,000-$170,000</td>
<td>95.1%</td>
<td>$25,000</td>
</tr>
<tr>
<td>Finance</td>
<td>16.9%</td>
<td>$125,000</td>
<td>$126,120</td>
<td>$80,000-$245,000</td>
<td>84.0%</td>
<td>$42,500</td>
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<tr>
<td>Corporate Finance</td>
<td>5.7%</td>
<td>$115,000</td>
<td>$116,882</td>
<td>$80,000-$158,000</td>
<td>88.2%</td>
<td>$30,000</td>
</tr>
<tr>
<td>General Finance</td>
<td>2.7%</td>
<td>$128,000</td>
<td>$149,833</td>
<td>$125,000-$243,000</td>
<td>16.7%</td>
<td>$35,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>8.4%</td>
<td>$125,000</td>
<td>$126,667</td>
<td>$120,000-$150,000</td>
<td>96.3%</td>
<td>$48,750</td>
</tr>
<tr>
<td>General Management</td>
<td>12.0%</td>
<td>$125,000</td>
<td>$121,677</td>
<td>$80,000-$140,097</td>
<td>90.0%</td>
<td>$28,000</td>
</tr>
<tr>
<td>Human Resources</td>
<td>2.1%</td>
<td>$110,250</td>
<td>$112,000</td>
<td>$105,000-$125,000</td>
<td>100.0%</td>
<td>$30,000</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>22.6%</td>
<td>$120,000</td>
<td>$119,829</td>
<td>$75,000-$155,000</td>
<td>91.8%</td>
<td>$30,000</td>
</tr>
<tr>
<td>Brand/Product Management</td>
<td>15.1%</td>
<td>$120,000</td>
<td>$120,980</td>
<td>$75,000-$155,000</td>
<td>93.9%</td>
<td>$35,000</td>
</tr>
<tr>
<td>General Marketing</td>
<td>7.5%</td>
<td>$118,500</td>
<td>$117,480</td>
<td>$100,000-$148,000</td>
<td>87.5%</td>
<td>$25,000</td>
</tr>
<tr>
<td>Operations/Supply Chain Management</td>
<td>7.8%</td>
<td>$130,000</td>
<td>$124,625</td>
<td>$105,000-$135,000</td>
<td>87.5%</td>
<td>$40,000</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>3.3%</td>
<td>$117,500</td>
<td>$115,380</td>
<td>$70,000-$145,000</td>
<td>70.0%</td>
<td>$25,700</td>
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<tr>
<td>Other</td>
<td>2.1%</td>
<td>$110,000</td>
<td>$121,250</td>
<td>$85,000-$180,000</td>
<td>25.0%</td>
<td>$30,000</td>
</tr>
</tbody>
</table>

93% of graduates are career switchers.
## Detailed Compensation Information

(94% of accepted offers included usable region salary data)

<table>
<thead>
<tr>
<th>Function</th>
<th>Base Salary</th>
<th>Signing Bonus</th>
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<tbody>
<tr>
<td></td>
<td>% of Reported</td>
<td>Median</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>2.4%</td>
<td>$143,500</td>
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<tr>
<td>Philadelphia Metro</td>
<td>0.3%</td>
<td>—</td>
</tr>
<tr>
<td>Washington, D.C. Metro</td>
<td>2.1%</td>
<td>$147,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>33.7%</td>
<td>$126,750</td>
</tr>
<tr>
<td>Chicago Metro</td>
<td>21.7%</td>
<td>$141,000</td>
</tr>
<tr>
<td>Detroit Metro</td>
<td>3.6%</td>
<td>$115,000</td>
</tr>
<tr>
<td>Minneapolis/St. Paul Metro</td>
<td>3.9%</td>
<td>$115,000</td>
</tr>
<tr>
<td>Other</td>
<td>4.5%</td>
<td>$122,500</td>
</tr>
<tr>
<td>Northeast</td>
<td>16.6%</td>
<td>$125,000</td>
</tr>
<tr>
<td>Boston Metro</td>
<td>3.6%</td>
<td>$140,000</td>
</tr>
<tr>
<td>Tri-State Area</td>
<td>12.0%</td>
<td>$120,000</td>
</tr>
<tr>
<td>(New York, New Jersey, &amp; Connecticut)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>0.9%</td>
<td>—</td>
</tr>
<tr>
<td>South</td>
<td>4.8%</td>
<td>$130,000</td>
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<tr>
<td>Atlanta Metro</td>
<td>2.4%</td>
<td>$140,000</td>
</tr>
<tr>
<td>Other</td>
<td>2.4%</td>
<td>$125,000</td>
</tr>
<tr>
<td>Southwest</td>
<td>4.5%</td>
<td>$120,000</td>
</tr>
<tr>
<td>Dallas Metro</td>
<td>1.2%</td>
<td>$112,500</td>
</tr>
<tr>
<td>Denver Metro</td>
<td>0.3%</td>
<td>—</td>
</tr>
<tr>
<td>Houston Metro</td>
<td>0.3%</td>
<td>—</td>
</tr>
<tr>
<td>Phoenix Metro</td>
<td>0.3%</td>
<td>—</td>
</tr>
<tr>
<td>Other</td>
<td>2.4%</td>
<td>$125,000</td>
</tr>
<tr>
<td>West</td>
<td>28.9%</td>
<td>$130,000</td>
</tr>
<tr>
<td>Los Angeles Metro</td>
<td>2.7%</td>
<td>$125,000</td>
</tr>
<tr>
<td>San Francisco Bay Area</td>
<td>9.9%</td>
<td>$135,000</td>
</tr>
<tr>
<td>Seattle Metro</td>
<td>15.4%</td>
<td>$130,000</td>
</tr>
<tr>
<td>Other</td>
<td>0.9%</td>
<td>—</td>
</tr>
<tr>
<td>International</td>
<td>9.0%</td>
<td>$107,000</td>
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<td>Asia</td>
<td>3.9%</td>
<td>$110,000</td>
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<tr>
<td>South America</td>
<td>1.8%</td>
<td>$92,500</td>
</tr>
<tr>
<td>Other</td>
<td>3.3%</td>
<td>$104,000</td>
</tr>
</tbody>
</table>

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**Opportunities Everywhere:** 2/3 of Graduates Accepted Offers in Four U.S. Metropolitan Areas and 11 Countries Outside the U.S.
### BASE SALARY BY CITIZENSHIP

<table>
<thead>
<tr>
<th></th>
<th>HAVE USABLE SALARY DATA</th>
<th>PERCENT OF REPORTED</th>
<th>MEDIAN BASE SALARY</th>
<th>MEAN BASE SALARY</th>
<th>BASE SALARY RANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Citizen/Permanent</td>
<td>228</td>
<td>95.4%</td>
<td>$125,000</td>
<td>$127,787</td>
<td>$80,000-$243,000</td>
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<tr>
<td>Foreign National</td>
<td>85</td>
<td>91.4%</td>
<td>$130,000</td>
<td>$123,046</td>
<td>$70,000-$170,000</td>
</tr>
<tr>
<td>Grand Total</td>
<td>313</td>
<td>94.3%</td>
<td>$125,000</td>
<td>$126,500</td>
<td>$70,000-$243,000</td>
</tr>
</tbody>
</table>

### SIGNING BONUS BY CITIZENSHIP

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

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

MICHIGAN ROSS // MBA CLASS OF 2018 // GRADUATES // TOP HIRING COMPANIES
ROSS HAS 85 MBA PEER CAREER COACHES — MORE THAN ANY OTHER MBA PROGRAM
CLASS OF 2019 MBA INTERNS

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.
Badu
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
Charts Group
Cisco Systems Inc.
Citi
Citigroup Inc.
Civic Consulting Alliance
CohenReznick Capital
Conagra Brands
Conway MacKerzie Inc.
Credit Suisse
Crescent Way Capital Partners
Cummins Inc.
CV Capital
Danaher Corp.
Danone North America
DaVita Inc.
Dell Inc.
Deloitte
Delta Air Lines Inc.
Dow Chemical Co.
Dublin Security
East Bali Cashews
El 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
JP 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.
Nonius America Corp.
NRP Group LLC
Oracle Corp.
Owens Corning
 Paramount Pictures
Paypal Inc.
PepsiCo Inc.
Pernod Ricard
Pernod Ricard
PepsiCo Inc.
Pivotal
Procter & Gamble Co.
PuC
Rakuten 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
Stonebridge
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
Toula
TruNet HR Inc.
Trulia
Tyson Foods Inc.
Uber Technologies
United Airlines
UnitedHealth Group Inc.
Vanguard Group
Varian Medical Systems
Varsity Tutors
Visa Inc.
Vitacoco
Vlasic & 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

MBA CLASS OF 2019 // INTERNS // HIRING COMPANIES
# Class of 2019 MBA Interns

## Acceptances by Industry

### Detailed Compensation Information
93% of accepted offers included usable industry salary data.

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

*25% of MBA internships were in Technology*
### Detailed Compensation Information

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

<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>Consulting</td>
<td>26.5%</td>
<td>$132,000</td>
<td>$120,723</td>
<td>$12,000-$156,000</td>
</tr>
<tr>
<td>General Consulting</td>
<td>1.0%</td>
<td>$129,900</td>
<td>$125,916</td>
<td>$103,992-$139,884</td>
</tr>
<tr>
<td>Internal Consulting</td>
<td>4.3%</td>
<td>$102,000</td>
<td>$89,445</td>
<td>$12,000-$144,000</td>
</tr>
<tr>
<td>Operations/Process Management</td>
<td>1.3%</td>
<td>$135,000</td>
<td>$134,424</td>
<td>$129,120-$138,000</td>
</tr>
<tr>
<td>Strategy Consulting</td>
<td>19.9%</td>
<td>$132,000</td>
<td>$126,204</td>
<td>$20,400-$156,000</td>
</tr>
<tr>
<td>Finance</td>
<td>19.4%</td>
<td>$120,000</td>
<td>$105,633</td>
<td>$30,000-$150,000</td>
</tr>
<tr>
<td>Corporate Finance</td>
<td>5.1%</td>
<td>$100,920</td>
<td>$92,582</td>
<td>$57,600-$114,000</td>
</tr>
<tr>
<td>General Finance</td>
<td>3.0%</td>
<td>$108,000</td>
<td>$90,613</td>
<td>$54,560-$124,800</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>9.6%</td>
<td>$125,004</td>
<td>$122,086</td>
<td>$48,000-$150,000</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>1.8%</td>
<td>$57,600</td>
<td>$63,120</td>
<td>$30,000-$120,000</td>
</tr>
<tr>
<td>General Management</td>
<td>4.5%</td>
<td>$102,000</td>
<td>$101,917</td>
<td>$84,000-$125,004</td>
</tr>
<tr>
<td>Human Resources</td>
<td>2.5%</td>
<td>$85,320</td>
<td>$86,428</td>
<td>$55,200-$109,920</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>26.0%</td>
<td>$88,248</td>
<td>$84,118</td>
<td>$12,000-$152,000</td>
</tr>
<tr>
<td>Brand/Product Management</td>
<td>19.2%</td>
<td>$91,392</td>
<td>$85,953</td>
<td>$12,000-$132,000</td>
</tr>
<tr>
<td>General Marketing</td>
<td>4.5%</td>
<td>$84,000</td>
<td>$83,772</td>
<td>$66,000-$103,200</td>
</tr>
<tr>
<td>Research/Consumer Insights</td>
<td>1.3%</td>
<td>$60,480</td>
<td>$57,000</td>
<td>$21120-$89,400</td>
</tr>
<tr>
<td>Sales</td>
<td>1.0%</td>
<td>$99,600</td>
<td>$84,138</td>
<td>$22152-$115,200</td>
</tr>
<tr>
<td>Operations/Supply Chain Management</td>
<td>12.6%</td>
<td>$97,200</td>
<td>$91,013</td>
<td>$18,000-$120,000</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>5.3%</td>
<td>$88,200</td>
<td>$86,184</td>
<td>$21,600-$108,000</td>
</tr>
<tr>
<td>Other</td>
<td>3.0%</td>
<td>$88,800</td>
<td>$74,076</td>
<td>$24,000-$96,000</td>
</tr>
</tbody>
</table>
## Detailed Compensation Information

(93% of accepted offers included usable region salary data)

<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>Mid-Atlantic</td>
<td>3.0%</td>
<td>$102,996</td>
<td>$115,960</td>
<td>$76,800-$150,000</td>
</tr>
<tr>
<td>Philadelphia Metro</td>
<td>0.8%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Washington, D.C. Metro</td>
<td>1.8%</td>
<td>$103,992</td>
<td>$129,998</td>
<td>$102,000-$150,000</td>
</tr>
<tr>
<td>Other</td>
<td>0.5%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Midwest</td>
<td>35.4%</td>
<td>$95,274</td>
<td>$100,043</td>
<td>$18,000-$150,000</td>
</tr>
<tr>
<td>Chicago Metro</td>
<td>14.1%</td>
<td>$125,004</td>
<td>$117,838</td>
<td>$18,000-$150,000</td>
</tr>
<tr>
<td>Detroit Metro</td>
<td>10.4%</td>
<td>$86,400</td>
<td>$91,847</td>
<td>$84,000-$120,000</td>
</tr>
<tr>
<td>Minneapolis/St. Paul Metro</td>
<td>1.5%</td>
<td>$86,400</td>
<td>$91,847</td>
<td>$84,000-$120,000</td>
</tr>
<tr>
<td>Other</td>
<td>9.3%</td>
<td>$91,392</td>
<td>$108,616</td>
<td>$21,120-$156,000</td>
</tr>
<tr>
<td>Northeast</td>
<td>18.9%</td>
<td>$120,000</td>
<td>$108,616</td>
<td>$21,120-$156,000</td>
</tr>
<tr>
<td>Boston Metro</td>
<td>2.0%</td>
<td>$104,004</td>
<td>$101,498</td>
<td>$48,000-$150,000</td>
</tr>
<tr>
<td>Tri-State Area (New York, New Jersey, &amp; Connecticut)</td>
<td>16.7%</td>
<td>$120,000</td>
<td>$109,150</td>
<td>$21,120-$156,000</td>
</tr>
<tr>
<td>Other</td>
<td>0.3%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>South</td>
<td>3.5%</td>
<td>$98,400</td>
<td>$101,432</td>
<td>$39,780-$150,000</td>
</tr>
<tr>
<td>Atlanta Metro</td>
<td>1.3%</td>
<td>$113,400</td>
<td>$117,900</td>
<td>$94,800-$150,000</td>
</tr>
<tr>
<td>Other</td>
<td>2.3%</td>
<td>$95,000</td>
<td>$93,198</td>
<td>$39,780-$125,004</td>
</tr>
<tr>
<td>Southwest</td>
<td>5.1%</td>
<td>$85,800</td>
<td>$92,426</td>
<td>$23,880-$150,000</td>
</tr>
<tr>
<td>Dallas Metro</td>
<td>1.5%</td>
<td>$108,000</td>
<td>$105,210</td>
<td>$23,880-$150,000</td>
</tr>
<tr>
<td>Denver Metro</td>
<td>1.0%</td>
<td>$110,400</td>
<td>$109,200</td>
<td>$81,600-$154,400</td>
</tr>
<tr>
<td>Phoenix Metro</td>
<td>0.5%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Other</td>
<td>2.0%</td>
<td>$71,808</td>
<td>$74,459</td>
<td>$71,040-$90,000</td>
</tr>
<tr>
<td>West</td>
<td>26.5%</td>
<td>$102,000</td>
<td>$97,829</td>
<td>$22,152-$150,000</td>
</tr>
<tr>
<td>Los Angeles Metro</td>
<td>1.8%</td>
<td>$84,240</td>
<td>$87,474</td>
<td>$36,000-$139,884</td>
</tr>
<tr>
<td>San Francisco Bay Area</td>
<td>9.3%</td>
<td>$102,000</td>
<td>$104,546</td>
<td>$22,152-$150,000</td>
</tr>
<tr>
<td>Seattle Metro</td>
<td>13.9%</td>
<td>$102,000</td>
<td>$97,896</td>
<td>$55,200-$132,000</td>
</tr>
<tr>
<td>Other</td>
<td>1.5%</td>
<td>$70,578</td>
<td>$72,078</td>
<td>$48,000-$102,000</td>
</tr>
<tr>
<td>International</td>
<td>7.6%</td>
<td>$84,000</td>
<td>$78,651</td>
<td>$12,000-$120,000</td>
</tr>
<tr>
<td>Asia</td>
<td>4.8%</td>
<td>$96,000</td>
<td>$77,573</td>
<td>$12,000-$120,000</td>
</tr>
<tr>
<td>Europe</td>
<td>0.5%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Middle East</td>
<td>0.3%</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>South America</td>
<td>2.0%</td>
<td>$84,000</td>
<td>$79,568</td>
<td>$39,600-$108,000</td>
</tr>
</tbody>
</table>