



CLASS OF 2018 MM GRADUATES

## GRADUATE OVERVIEW

No business experience? No problem. Recent liberal arts, science, or engineering graduates build upon their bachelor's degrees with the Master of Management program. Alumni go on to rewarding careers in a wide variety of industries across the country.

**97%**

97% OF GRADUATES  
RECEIVED A JOB OFFER WITHIN  
6 MONTHS OF GRADUATION

### DEMOGRAPHIC OVERVIEW

Class Size.....	83
Undergraduate Majors	
Economics.....	15%
Engineering.....	17%
Humanities/Social Sciences.....	43%
Math/Physical Sciences.....	16%
Other.....	10%
Women.....	53%
Underrepresented Minorities.....	7%
International.....	23%
Grade Point Average (GPA).....	3.5
Average GMAT Score.....	648

# HIRING COMPANIES



Deloitte.

Google

Johnson & Johnson



A.T. Kearney, Inc.  
 Abercrombie & Fitch  
 Accenture  
 Association for Performing Arts  
 Professionals  
 Booz Allen Hamilton  
 BotHive Systems, co.  
 ByteDance  
 Captiva Marketing  
 Charm City Concierge  
 Cisco Systems, Inc.  
 ClearView Healthcare Partners  
 Coastal Ridge Real Estate  
 Commonwealth Care Alliance  
 Dart Container

Deloitte & Touche LLP  
 Eaton  
 Employment BOOST/JMJ Philip  
 Epic  
 EY  
 FlexIt Fitness  
 Flexport, Inc.  
 Google, Inc.  
 Hearts & Science  
 IBM  
 Ipsos-Insight, LLC  
 JMJ Phillip Group  
 Johnson & Johnson  
 Depuy Orthopaedics Inc.  
 KPMG LLP

Kraft Heinz Co.  
 M&T Bank Corp.  
 Marketing Associates, LLC  
 Mindshare (a WPP Company)  
 NASA Jet Propulsion Laboratory  
 NITS Solutions Inc.  
 NTT Data Services  
 Pcubed, Inc.  
 PwC  
 Quicken Loans Inc.  
 Social Impact Startup  
 Star Electronics  
 Stoooges Education  
 Swick Media Services  
 Tekton

Third Bridge Group Ltd.  
 TopBloc  
 Tortoise Investment Management  
 TouchSuite  
 TRC Advisory  
 Uber Technologies  
 Ultradent Products, Inc.  
 USG  
 VillageMD  
 Whirlpool Corp.  
 Witham Health Services  
 Yelp  
 ZhenFund  
 ZS Associates

# ACCEPTANCES BY INDUSTRY

## DETAILED COMPENSATION INFORMATION (84% of accepted offers included usable industry salary data)

INDUSTRY	% OF REPORTED	MEDIAN BASE SALARY	MEAN BASE SALARY	BASE SALARY RANGE
Consulting	26.6%	\$73,000	\$67,756	\$30,545-\$80,000
Education/Gov't/Non-Profit	4.7%	\$45,000	\$53,387	\$34,560-\$80,600
Financial Services	12.5%	\$63,000	\$63,625	\$58,500-\$70,000
Healthcare	7.8%	\$65,000	\$66,000	\$58,000-\$76,000
Manufacturing	9.4%	\$53,500	\$57,900	\$20,400-\$95,000
Media/Entertainment/Sports	6.3%	\$43,500	\$43,875	\$40,000-\$48,500
Retail	7.8%	\$53,000	\$56,300	\$47,500-\$66,000
Technology	14.1%	\$60,000	\$68,832	\$40,320-\$125,004
Other	10.9%	\$47,523	\$50,008	\$34,000-\$76,000



# ACCEPTANCES BY FUNCTION

**DETAILED COMPENSATION INFORMATION** (84% of accepted offers included usable function salary data)

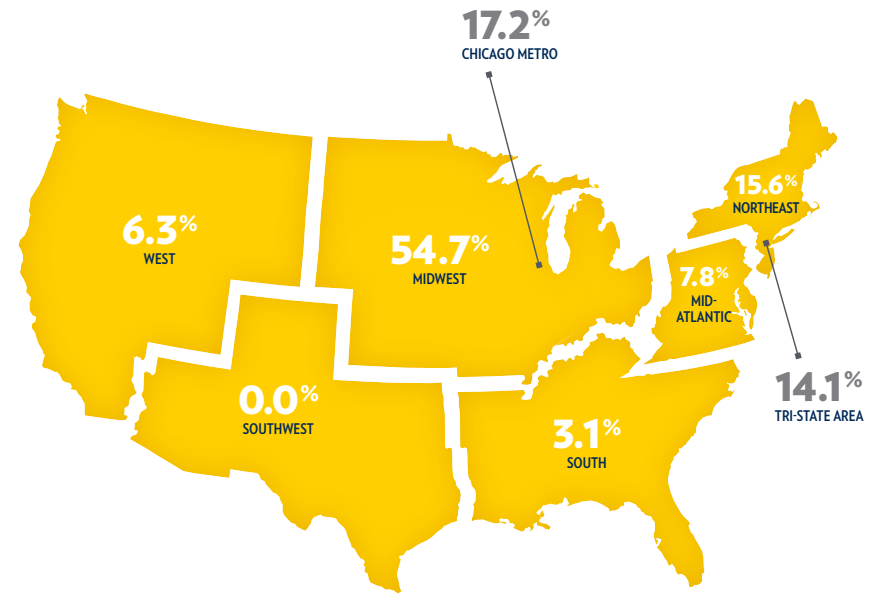
FUNCTION	% OF REPORTED	MEDIAN BASE SALARY	MEAN BASE SALARY	BASE SALARY RANGE
Consulting	32.8%	\$70,000	\$65,863	\$30,545-\$80,000
General Consulting	3.1%	—	—	—
IT/Systems Consulting	6.3%	\$67,500	\$67,500	\$57,500-\$77,500
Strategy Consulting	23.4%	\$70,000	\$66,642	\$30,545-\$80,000
Finance	17.2%	\$60,000	\$60,200	\$50,000-\$75,000
Marketing/Sales	26.6%	\$52,250	\$56,282	\$34,000-\$125,004
Advertising/PR	7.8%	\$45,000	\$45,300	\$34,000-\$54,500
General Marketing	9.4%	\$59,750	\$69,001	\$45,000-\$125,004
Sales	9.4%	\$52,000	\$52,000	\$42,000-\$66,000
Other	23.4%	\$54,000	\$58,323	\$20,400-\$95,000



# ACCEPTANCES BY REGION

## DETAILED COMPENSATION INFORMATION (84% of accepted offers included usable region salary data)

REGION	% OF REPORTED	MEDIAN BASE SALARY	MEAN BASE SALARY	BASE SALARY RANGE
<b>Mid-Atlantic</b>	7.8%	\$70,000	\$61,012	\$34,560-\$77,500
Washington, D.C. Metro	7.8%	\$70,000	\$61,012	\$34,560-\$77,500
<b>Midwest</b>	54.7%	\$57,250	\$59,520	\$40,000-\$95,000
Chicago Metro	17.2%	\$53,000	\$56,970	\$40,000-\$78,000
Detroit Metro	20.3%	\$56,000	\$58,458	\$45,000-\$80,000
Other	17.2%	\$58,000	\$63,227	\$42,000-\$95,000
<b>Northeast</b>	15.6%	\$68,000	\$66,875	\$45,000-\$78,000
Tri-State Area (New York, New Jersey, & Connecticut)	14.1%	\$70,000	\$70,000	\$60,000-\$78,000
<b>South</b>	3.1%	—	—	—
Miami Metro	1.6%	—	—	—
Other	1.6%	—	—	—
<b>West</b>	6.3%	—	—	—
Los Angeles Metro	4.7%	—	—	—
San Francisco Bay Area	1.6%	—	—	—
<b>International</b>	12.5%	—	—	—
Asia	12.5%	—	—	—



**12.5%**  
INTERNATIONAL JOBS

# OFFER & COMPENSATION DETAILS

## POSITION SOURCE

	NUMBER	% OF TOTAL
On-Campus/School Facilitated	18	28.1%
On-Campus Recruiting	10	15.6%
Other School Facilitated (Posting, Alumni/Faculty Networking, Etc.)	8	12.5%
<b>Off-Campus/Direct Contact</b>	<b>46</b>	<b>71.9%</b>
Contacted Directly	24	37.5%
Other Off-Campus Contact (Personal Network, Other Job Postings, Etc.)	21	32.8%
Prior Employer	1	1.6%
<b>Grand Total</b>	<b>64</b>	<b>100.0%</b>

## SUMMARY OF GRADUATES

	U.S. CITIZENS/ PERMANENT RESIDENTS		FOREIGN NATIONALS		TOTAL GRADUATING CLASS	
Seeking Employment	55	66.3%	12	14.5%	67	80.7%
Not Seeking Employment	8	9.6%	1	1.2%	9	10.8%
Continuing Education	5	6.0%	0	0.0%	5	6.0%
Other Reasons	3	3.6%	1	1.2%	4	4.8%
No Recent Information	2	2.4%	5	6.0%	7	8.4%
<b>Grand Total</b>	<b>65</b>	<b>78.3%</b>	<b>18</b>	<b>21.7%</b>	<b>83</b>	<b>100.0%</b>

## TIMING OF JOB OFFERS

	RECEIVED OFFER BY GRADUATION	RECEIVED OFFER WITHIN 3 MONTHS OF GRADUATION	RECEIVED OFFER WITHIN 6 MONTHS OF GRADUATION
U.S. Citizen/Permanent Resident	58.2%	81.8%	96.4%
Foreign National	50.0%	83.3%	100.0%
<b>Grand Total</b>	<b>56.7%</b>	<b>82.1%</b>	<b>97.0%</b>

## TIMING OF JOB ACCEPTANCES

	ACCEPTED OFFER BY GRADUATION	ACCEPTED OFFER WITHIN 3 MONTHS OF GRADUATION	ACCEPTED OFFER WITHIN 6 MONTHS OF GRADUATION
U.S. Citizen/Permanent Resident	54.5%	81.8%	96.4%
Foreign National	50.0%	83.3%	91.7%
<b>Grand Total</b>	<b>53.7%</b>	<b>82.1%</b>	<b>95.5%</b>

## 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	48	90.6%	\$59,250	\$61,434	\$30,545-\$125,004
Foreign National	6	54.5%	\$61,000	\$55,408	\$20,400-\$75,000
<b>Grand Total</b>	<b>54</b>	<b>84.4%</b>	<b>\$59,250</b>	<b>\$60,764</b>	<b>\$20,400-\$125,004</b>

## SIGNING BONUS BY CITIZENSHIP

	HAVE USABLE SALARY DATA	PERCENT OF REPORTED	MEDIAN BONUS	MEAN BONUS	BONUS RANGE
U.S. Citizen/Permanent Resident	21	43.8%	\$5,000	\$6,667	\$1,000-\$15,000
Foreign National	3	50.0%	\$2,000	\$2,867	\$1,500-\$5,100
<b>Grand Total</b>	<b>24</b>	<b>44.4%</b>	<b>\$5,000</b>	<b>\$6,192</b>	<b>\$1,000-\$15,000</b>