

- **Class of 2012 Career Salary Statistics by Industry**
The following data is as of three months post graduation.

Class of 2012 Salary by Industry Destinations	%	25th % Base Salary	Median Base Salary	75th % Base Salary	Median Signing Bonus	% Receiving Signing Bonus	Median Other G'teed Comp**	% Receiving Other G'teed Comp
Consulting	25%	\$125,000	\$135,000	\$135,000	\$20,000	94%	\$20,000	14%
Consumer Products	3%	\$97,000	\$99,500	\$100,066	\$25,000	100%	*	*
Entertainment/Media	3%	\$97,500	\$110,000	\$137,500	\$15,000	56%	*	*
Financial Services	35%	\$100,000	\$125,000	\$150,000	\$40,000	58%	\$95,000	33%
Commercial Banking	<1%	*	*	*	*	*	*	*
Diversified/Insurance	<1%	*	*	*	*	*	*	*
Hedge Fund	5%	\$125,000	\$150,000	\$150,000	\$30,000	47%	\$125,000	33%
Incubator	<1%	*	*	*	*	*	*	*
I-Banking	7%	\$100,000	\$100,000	\$100,000	\$40,000	95%	*	*
I-Management	3%	\$110,000	\$120,000	\$130,000	\$35,000	94%	\$49,500	59%
Private Equity/LBO	15%	\$130,000	\$150,000	\$200,000	\$27,500	42%	\$150,000	32%
Venture Capital	1%	\$110,000	\$117,500	\$143,750	*	*	*	*
Other Financial Services	2%	\$87,750	\$98,750	\$111,250	*	*	*	*
Healthcare	7%	\$110,000	\$120,000	\$126,000	\$15,000	72%	*	*
Biomed/Pharmaceutical	4%	\$105,000	\$110,000	\$125,000	\$20,000	67%	*	29%
Health-related Services	4%	\$110,000	\$120,000	\$130,000	\$15,000	77%	*	*
Manufacturing	7%	\$100,000	\$115,000	\$120,000	\$25,000	55%	*	*
Aero/Auto/Transport Equipment	1%	\$98,125	\$111,000	\$112,750	*	*	*	*
Clean Tech	<1%	*	*	*	*	*	*	*
Energy/Extractive Minerals	1%	\$105,000	\$122,500	\$130,250	*	*	*	*
Highly Diversified	3%	\$79,075	\$120,000	\$120,000	\$26,000	61%	*	*
Other Manufacturing	2%	\$103,500	\$112,500	\$120,000	\$39,000	60%	*	*
Non-Profit/Government	3%	\$62,467	\$90,000	\$90,000	*	*	*	25%
Non-Profit	2%	\$72,000	\$90,000	\$90,000	*	*	*	*
Government	1%	\$69,350	\$90,000	\$90,000	*	*	*	*

Retail	4%	\$90,000	\$100,000	\$110,000	\$10,500	67%	*	*
Services (including Real Estate)	2%	\$102,500	\$111,000	\$120,000	\$15,000	38%	*	*
Technology	12%	\$110,000	\$117,000	\$123,000	\$20,000	79%	\$12,000	9%
Computer Hardware	<1%	*	*	*	*	*	*	*
Computer Software	9%	\$110,000	\$117,000	\$126,500	\$20,000	80%	*	*
General High Technology	<1%	*	*	*	*	*	*	*
Internet Development	<1%	*	*	*	*	*	*	*
Other Technology	1%	\$110,000	\$117,500	\$120,000	\$20,000	100%	*	*
ALL INDUSTRIES	100%	\$103,000	\$120,000	\$135,000	\$20,000	70%	\$35,000	21%

- All figures are rounded to the nearest whole number; therefore, totals do not always equal 100%.
- *Information not available. Data cannot be listed for categories reported by <1% of students seeking employment.
- **Other guaranteed compensation includes only those offer components that are guaranteed; it does not include performance bonus, reimbursements, profit sharing, 401k match, stock and/or stock options, etc. Please note that salary information is self-reported by students.
- **Class of 2012 Career Salary Statistics by Function**
The following data is as of three months post graduation.

Class of 2012 Salary by Functional Destinations	%	25th % Base Salary	Median Base Salary	75th % Base Salary	Median Signing Bonus	% Receiving Signing Bonus	Median Other G'teed Comp**	% Receiving Other G'teed Comp
Business Development	7%	\$100,000	\$121,250	\$130,000	\$17,500	56%	*	15%
Consulting	25%	\$125,000	\$135,000	\$135,000	\$20,000	94%	\$20,000	15%
Finance	35%	\$100,000	\$125,000	\$150,000	\$35,000	60%	\$90,000	33%
Accounting/Auditing	<1%	*	*	*	*	*	*	*
Corporate Finance	<1%	*	*	*	*	*	*	*
Investment Banking	5%	\$100,000	\$100,000	\$100,000	\$40,000	97%	\$8,750	18%
Investment Management/Hedge Fund	9%	\$110,500	\$125,000	\$150,000	\$30,000	68%	\$87,500	43%
Sales & Trading	<1%	*	*	*	*	*	*	*
VC/Private Equity/LBO	15%	\$125,000	\$150,000	\$180,000	\$25,000	40%	142,500	35%
Other Finance	5%	\$100,000	\$110,000	\$117,500	\$17,500	62%	\$19,500	35%

General Management	12%	\$101,000	\$115,000	\$125,000	\$20,000	66%	\$15,000	17%
General Management	8%	\$102,250	\$115,000	\$125,000	\$20,000	65%	\$16,500	16%
Manufacturing/Operations	1%	\$120,000	\$120,000	\$120,000	*	*	*	*
Project Management	2%	\$114,375	\$120,000	\$127,500	\$15,000	58%	*	*
Other General Management	<1%	*	*	*	*	*	*	*
Marketing	9%	\$97,000	\$106,000	\$119,500	\$20,000	76%	*	*
Advertising	<1%	*	*	*	*	*	*	*
Brand/Product Management	5%	\$98,000	\$110,000	\$120,000	\$20,000	84%	*	*
General Marketing	2%	\$93,000	\$105,000	\$110,000	\$25,000	62%	*	*
Sales	<1%	*	*	*	*	*	*	*
Other Marketing	<1%	*	*	*	*	*	*	*
Strategic Planning	8%	\$100,000	\$110,000	\$120,000	\$20,000	62%	*	12%
Other	5%	\$90,000	\$100,000	\$119,250	\$17,500	69%	*	*
Engineering	<1%	*	*	*	*	*	*	*
Human Resources	<1%	*	*	*	*	*	*	*
Information Systems Management	<1%	*	*	*	*	*	*	*
Product Development	2%	\$115,000	\$117,000	\$130,000	\$30,000	78%	*	*
Purchasing	<1%	*	*	*	*	*	*	*
Research & Development	<1%	*	*	*	*	*	*	*
Other	2%	\$63,750	\$90,000	\$100,000	\$15,000	60%	*	*
ALL FUNCTIONS	100%	\$103,000	\$120,000	\$135,000	\$20,000	70%	\$35,000	21%

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- **Other guaranteed compensation includes only those offer components that are guaranteed; it does not include performance bonus, reimbursements, profit sharing, 401k match, stock and/or stock options, etc. Please note that salary information is self-reported by students.
- **Class of 2012 Career Salary Statistics by Location**
The following data is as of three months post graduation.

Class of 2012 Salary by Location Destinations	%	25th % Base Salary	Median Base Salary	75th % Base Salary	Median Signing Bonus	% Receiving Signing Bonus	Median Other G'teed Comp**	% Receiving Other G'teed Comp
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Mid-Atlantic	5%	\$105,000	\$125,000	\$135,000	\$20,000	74%	\$17,500	30%
Washington, D.C.	3%	\$110,000	\$135,000	\$140,000	\$20,000	68%	*	*
Other Mid-Atlantic	1%	\$100,000	\$115,000	\$121,250	\$20,000	88%	*	*
Midwest	6%	\$100,000	\$120,000	\$135,000	\$22,500	91%	*	*
Chicago	2%	\$122,500	\$135,000	\$140,000	\$20,000	86%	*	*
Other Midwest	3%	\$99,000	\$110,000	\$120,000	\$25,000	95%	*	*
Northeast	40%	\$100,000	\$125,000	\$140,000	\$20,000	63%	\$87,500	20%
Boston	11%	\$110,000	\$125,000	\$140,000	\$20,000	55%	\$43,500	21%
New England (except Boston)	3%	\$102,000	\$125,000	\$135,000	\$25,000	65%	*	*
New York City	24%	\$100,000	\$125,000	\$140,000	\$20,000	64%	\$125,000	20%
Other Northeast	2%	\$112,500	\$120,000	\$135,000	\$20,000	92%	*	*
South	5%	\$125,000	\$135,000	\$135,000	\$20,000	93%	*	*
Atlanta	2%	\$131,250	\$135,000	\$135,000	\$20,000	86%	*	*
Other South	3%	\$113,500	\$135,000	\$135,000	\$20,000	100%	*	*
Southwest	4%	\$110,000	\$131,000	\$135,000	\$20,000	88%	*	*
Texas	4%	\$112,500	\$132,000	\$135,000	\$20,000	87%	*	*
Other Southwest	<1%	*	*	*	*	*	*	*
West	21%	\$110,000	\$120,000	\$135,000	\$20,000	68%	\$35,000	16%
California — Bay Area	12%	\$113,500	\$120,000	\$135,000	\$20,000	65%	*	*
California — Los Angeles	4%	\$112,500	\$130,000	\$147,500	\$20,000	68%	\$47,000	38%
California — Other	2%	\$100,000	\$100,000	\$110,000	\$40,000	56%	*	*
Pacific Northwest	3%	\$113,750	\$115,000	\$117,000	\$37,500	82%	*	*
Other West	<1%	*	*	*	*	*	*	*
Africa- Sub Saharan	1%	\$74,538	\$120,000	\$136,482	\$16,875	86%	*	*
Asia	5%	\$86,250	\$110,000	\$130,500	\$20,000	59%	\$15,000	39%
China	1%	\$67,500	\$100,000	\$137,500	*	*	*	57%
Hong Kong, SAR	1%	\$105,000	\$130,000	\$135,000	*	*	*	*
India	1%	\$40,500	\$58,500	\$112,500	*	*	*	*
Other Asia	2%	\$106,250	\$111,000	\$120,000	\$30,000	80%	*	40%
Australia & Oceania	<1%	*	*	*	*	*	*	*
Canada	1%	\$116,250	\$135,000	\$146,250	\$20,000	83%	*	*
Central America & the Caribbean	1%	\$60,000	\$120,000	\$150,000	*	*	*	*

Europe	8%	\$110,000	\$120,000	\$130,000	\$34,400	70%	\$20,000	28%
England	5%	\$112,000	\$120,000	\$135,000	\$34,700	65%	\$48,000	21%
Other Europe	3%	\$101,447	\$112,750	\$112,750	\$33,000	76%	\$20,000	40%
Middle East North Africa	2%	\$110,000	\$112,000	\$130,000	\$22,500	86%	*	*
South America	1%	\$74,250	\$96,706	\$133,500	\$20,000	75%	*	*
Brazil	1%	\$74,250	\$96,706	\$133,500	20,000	75%	*	*
UNITED STATES	80%	\$105,000	\$125,000	\$135,000	\$20,000	70%	\$35,000	18%
INTERNATIONAL	20%	\$100,000	\$118,881	\$134,500	\$25,000	69%	\$35,000	33%
ALL LOCATIONS	100%	\$103,000	\$120,000	\$135,000	\$20,000	70%	\$35,000	21%

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- **Historical Career Statistics by Industry**

	2006	2007	2008	2009	2010	2011	2012
Consulting	21%	21%	20%	26%	24%	24%	25%
Consumer Products	4%	5%	3%	5%	6%	5%	3%
Entertainment/Multimedia	3%	4%	5%	4%	3%	2%	3%
Financial Services	42%	44%	45%	31%	34%	39%	35%
Investment Banking	10%	11%	9%	6%	10%	10%	7%
Investment Management	10%	12%	10%	8%	9%	12%	3%
Private Equity / LBO	13%	12%	17%	11%	9%	14%	15%
Venture Capital	3%	3%	4%	2%	3%	1%	1%
Other Finance	6%	6%	5%	4%	3%	2%	1%
Healthcare	5%	4%	3%	7%	6%	4%	7%
Manufacturing	4%	2%	5%	8%	6%	5%	7%
Non-Profit / Government	3%	3%	3%	7%	6%	3%	3%
Real Estate	3%	2%	2%	2%	NA	<1%	1%
Retail	4%	5%	3%	3%	3%	3%	4%

Services	6%	4%	5%	2%	3%	3%	2%
Technology / Telecommunications	6%	6%	6%	7%	8%	11%	12%

- Historical Career Statistics by Function**

	2006	2007	2008	2009	2010	2011	2012
Business Development	6%	5%	6%	8%	7%	7%	7%
Consulting	22%	22%	21%	28%	27%	25%	25%
Finance - Corporate	6%	8%	2%	2%	2%	1%	<1%
Finance - Professional Services	30%	34%	37%	43%	30%	32%	35%
General Management	12%	11%	11%	16%	12%	9%	12%
Marketing	13%	11%	7%	9%	12%	9%	9%
Strategic Planning	5%	4%	7%	4%	4%	5%	8%
Other	2%	2%	3%	3%	4%	5%	5%

- Historical Career Placement Statistics by Location**

	2006	2007	2008	2009	2010	2011	2012
UNITED STATES	82%	82%	80%	77%	80%	79%	80%
MID-ATLANTIC	6%	6%	6%	8%	7%	5%	5%
Washington, D.C.	2%	2%	3%	4%	5%	3%	3%
MIDWEST	9%	8%	7%	7%	6%	6%	6%
Chicago	5%	5%	4%	3%	3%	3%	2%
NORTHEAST	39%	43%	40%	38%	42%	43%	40%
Boston	11%	10%	13%	12%	13%	12%	11%
New York City	26%	31%	24%	23%	24%	25%	24%
New England (except Boston)	3%	2%	3%	3%	2%	3%	3%
SOUTH	5%	3%	4%	3%	4%	3%	5%
Atlanta	2%	2%	2%	2%	2%	2%	2%
SOUTHWEST	4%	5%	4%	5%	4%	3%	4%
Texas	3%	4%	3%	4%	3%	3%	4%
WEST	18%	15%	18%	15%	17%	18%	21%
California - Bay Area	10%	10%	12%	8%	9%	10%	12%

California - Los Angeles	4%	4%	3%	4%	5%	4%	4%
California - Other	<1%	<1%	1%	1%	1%	2%	2%
Pacific Northwest	4%	1%	2%	2%	2%	3%	3%
OTHER U.S.	1%	<1%	1%	<1%	0%	0%	0%
INTERNATIONAL	18%	18%	20%	23%	20%	21%	20%
AFRICA - SUB SAHARAN	<1%	<1%	<1%	1%	<1%	1%	1%
ASIA	5%	5%	5%	6%	7%	8%	5%
China	2%	2%	1%	1%	2%	2%	1%
Hong Kong, SAR	1%	1%	2%	1%	2%	3%	1%
India	<1%	<1%	<1%	<1%	1%	1%	1%
AUSTRALIA & OCEANIA	<1%	<1%	<1%	<1%	<1%	<1%	<1%
CANADA	1%	2%	1%	<1%	1%	1%	1%
CENTRAL AMERICA & CARIBBEAN	1%	<1%	1%	1%	1%	<1%	1%
EUROPE	9%	9%	10%	11%	7%	7%	8%
England	6%	6%	7%	5%	4%	5%	5%
MIDDLE EAST & NORTH AFRICA	<1%	1%	1%	2%	1%	1%	2%
SOUTH AMERICA	1%	<1%	1%	1%	2%	2%	1%
Brazil	1%	<1%	1%	1%	2%	1%	1%
OTHER INTERNATIONAL	<1%	<1%	<1%	<1%	0%	0%	0%