

Wharton

MBA Career Management

Dear Member of the Wharton Community,

Wharton encourages students to create ideas and turn them into realities. MBA Career Management worked with the Classes of 2000 and 2001 to do just that. Over 70% of our students made career changes this year — moving into eCommerce, Investment Banking, Consulting, Venture Capital, and Marketing to name just a few. Students developed and enhanced their careers through their collaboration with faculty in the classroom, hands-on teamwork with a diverse cohort of classmates and through the many career opportunities offered through the School.

Wharton MBA students experienced an outstanding year in career choices on the eve of the new millennium. Through MBA Career Management's comprehensive career development program, students utilized extensive career resources and had access to over 300 companies who visited campus. An expanding Career Trek program offered students the opportunity to explore ten high-growth regions and visit 300 additional small high-growth firms. The entrepreneurial spirit of the Wharton School was evidenced by a record-setting number of graduates and summer interns who chose to start their own businesses. You can read more about these developments in this report.

MBA Career Management is proud to present this year's results.

Warm regards,



Robert F. Bonner
Director
MBA Career Management

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“Wharton encourages relentless innovation and continues to train the world’s next generation of leaders. The class of 2000 is yet another example of this tradition.”

Patrick T. Harker
Dean and Reliance Professor of
Management and Private Enterprise
The Wharton School

career highlights

2000

Wharton MBA students chose to join, fund or start technology companies at a record pace this year. More than 25% of the Class of 2000 followed this path with approximately 18% joining a technology company; 6% entering Venture Capital/Private Equity; and 5% starting their own business. Those joining a company with fewer than 50 employees almost doubled to about 10%.

For the Class of 2001, 33% selected the high-growth path with 22% joining a technology company for the summer; 8% working in Venture Capital/Private Equity; and 3% exploring Entrepreneurship. About 11% joined companies with fewer than 50 employees.



Traditional Choices + High Growth

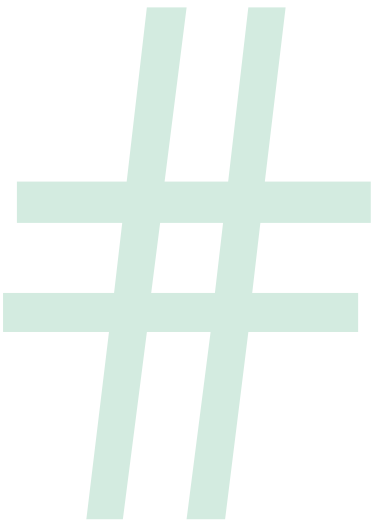
Consulting took the largest number of graduates with 31.8% of the Class of 2000 accepting positions within this industry. Of the number of students entering consulting, 28% have high-tech/e-commerce responsibilities. Investment Banking was the second largest industry accepting 21.7% of the graduates. Of the graduates choosing Wall Street, almost 25% will take on significant high-tech responsibilities.

Of the Class of 2001, 26.9% chose to spend their summer internships in Investment Banking – 15% with significant high-tech responsibilities. In addition, 26.2% went into Consulting for the summer – 27% of that total spending most of their time on high-tech projects.

Location

The trend toward high-growth industries was reflected in the geographic locations chosen by the Classes of 2000 and 2001. Of the Class of 2000, 24% selected the West Coast as their final destination compared with 14% last year. In comparison, 36% chose the Northeast compared with 46% last year.

Of the Class of 2001, 19.5% went to the West Coast compared with 13% in 1999; and 39% spent their summer in the Northeast compared with 44% last year. International locations remained steady with 16.5% of the Class of 2000 working abroad and 19% of the Class of 2001 spending their summer overseas.



Compensation

The median starting base salary for Class of 2000 graduates was \$90,000 with a median sign-on bonus of \$25,000, median guaranteed year-end bonus of \$30,000, and median other compensation of \$10,000. An increasing number of students received stock options as part of their compensation package, with 114 graduates receiving them this year. Almost 40% of the class earned over \$100,000 in base salary.

For summer interns in the Class of 2001, the median monthly salary was \$6,250 with a median sign-on bonus of \$4,600 and a guaranteed summer-end bonus of \$6,200. Median other compensation was \$2,100.





students:

turning goals into
realities

MBA Career Management works with more than 1,500 students who come to Wharton from nearly 50 countries and all regions of the United States.

The Career Management team connects with over 2,000 companies each year

recruiting@Wharton

Our new Interactive website <<http://MBACareers.wharton.upenn.edu>>

helps companies access information and manage their recruiting efforts

through this state-of-the-art, on-line system. Companies can post jobs,

request their recruiting dates for recruiting visits, monitor recruiting

activities, view real-time student sign-ups on schedules, plan travel to

Philadelphia, and much more.

MBA Career Management helps employers learn about the School, our students and our programs through **Recruiters' Day** and our **Account Management Teams**. **Recruiters' Day** is an event in which company representatives are welcome to come to campus to discuss recruiting at Wharton, listen to the Dean and faculty speakers, attend student panels and meet the Wharton administration. Our **Account Management** teams work with companies on their recruiting strategies and visits to ensure successful recruiting at Wharton.

Our new mobile recruiting effort, **Career Treks**, enables MBA Career Management to partner with student clubs to trek to 300 companies in 12 cities in the U.S. and abroad. The goal of the Career Trek program is to help students learn about a region, meet employers, and connect with alumni.

class of 2000



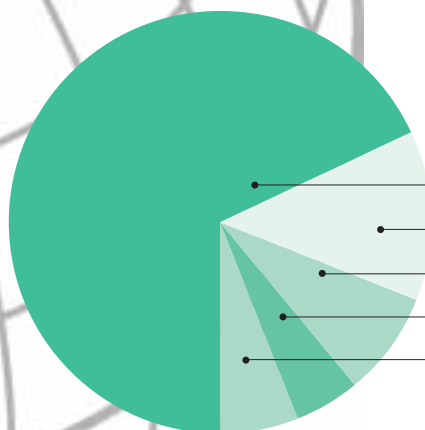
2000

Number of Students	740
Women	30%
Minority	18%
International	32%
Average Age	28

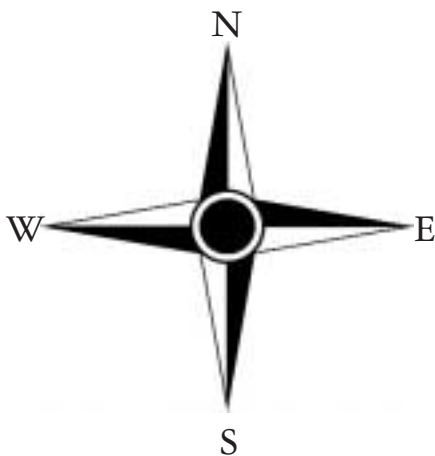
Graduates Reporting Job Offers	721
Graduates Reporting Job Acceptances	643
Graduates Starting Their Own Business	32
Graduates Sponsored By Company	34
Graduates Continuing Their Education	7
Graduates Taking Time Off	1
Graduates Not Responding to Survey	17

profile

Geographic Origins

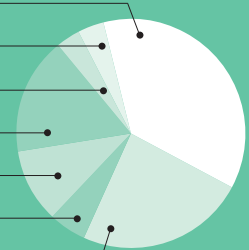


United States	68%
Asia	13%
Europe	8%
Latin America	5%
Other	6%



Location Choices

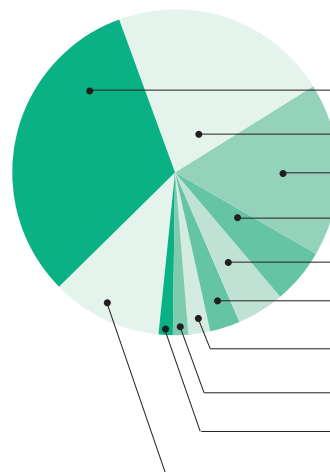
Northeast	36.6%
South	3.7%
Southwest	3.4%
International	16.5%
Mid-Atlantic	10.4%
Midwest	5.3%
West	23.9%



employment



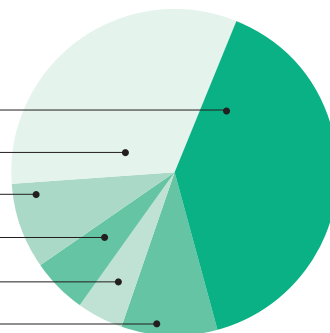
Industry Choices



Consulting	31.8%
Investment Banking	21.7%
High-Tech/Telecommunications¹	17.2%
Venture Capital	5.5%
Investment Management	4.7%
Diversified Financial Services	3.0%
Consumer Products	2.2%
Commercial Banking	1.9%
Pharm/Biotech/Health	1.9%
Other²	9.9%

Function Choices

Finance/Professional Services³	39.6%
Consulting	32.3%
Marketing	8.5%
Management	5.5%
Strategic Planning	4.6%
Other⁴	9.5%



¹ When high-tech services is combined with high-tech manufacturing industries and telecommunications, the percentage of Wharton graduates entering a high-tech industry is 17.2%.

² Other represents services and manufacturing industries including: Education, Entertainment, Government/Not-for-Profit, Food Services/Lodging, Insurance, Law, Retail/Fashion, and Utilities.

³ Finance includes functions such as: Corporate Finance, Venture Capital, Sales and Trading, and Investment Management.

⁴ Other includes categories of less than 1%.

class of 2000

Industry Choices

Percent of Class		Industry	Annual Salary Range	Median	Median
1999	2000				Sign-On Bonus
31.9	31.8	Consulting	60,000 – 126,000	100,000	20,000
26.5	21.7	Investment Banking	65,000 – 150,000	80,000	25,000
10.8	17.2	High-Tech/Telecommunications *	50,000 – 140,000	90,000	20,000
3.6	5.5	Venture Capital	75,000 – 150,000	100,000	20,000
5.1	4.7	Investment Management	75,000 – 160,000	87,500	20,000
5.1	3.0	Diversified Financial Services	70,000 – 100,000	80,000	25,000
3.2	1.9	Commercial Banking	72,000 – 110,000	80,000	25,000
3.2	1.9	Consumer Products	75,000 – 130,000	75,000	20,000
1.9	1.3	Pharm/Biotech/Health Product	78,000 – 90,000	82,500	20,000

* When high-tech services is combined with high-tech manufacturing industries, the percentage of Wharton graduates entering a high-tech industry is 17.2%.

2000



employment

Function Choices

Percent of Class		Function	Annual Salary Range	Median	Median
1999	2000				Sign-On Bonus
33.0	32.3	Consulting	60,000 – 126,000	100,000	20,000
20.2	18.1	Corporate Finance/Banking	65,000 – 150,000	80,000	25,000
8.8	8.5	Marketing	55,000 – 110,000	85,000	20,000
5.2	5.9	Venture Capital	60,000 – 150,000	90,000	20,000
5.1	5.5	Management	60,000 – 150,000	90,000	25,000
4.9	5.0	Non-Banking Corporate Finance	68,000 – 120,000	80,000	20,000
5.4	4.7	Investment/Portfolio Management	75,000 – 160,000	85,000	20,000
3.2	4.6	Strategic Planning	50,000 – 150,000	90,000	20,000
5.5	3.9	Sales and Trading	80,000 – 110,000	80,000	25,000
2.6	1.3	Investment Research	80,000 – 100,000	80,000	25,000

Categories of less than 1% are not listed.



Entrepreneurs. Business

Lawrence Berger, WG'00
Pinpoint Training
Washington, DC

... a leader in providing customized training programs for attorneys and law firms through a combination of live instruction and Internet learning. Started business with longtime friend, Adam Breslin, WG'99

"Wharton provided us with the resources and network to take an idea and turn it into a business."

Angelique Irvin, WG'00
Coviant
Philadelphia, PA

... an innovative and progressive firm combining leading Internet technology with the needs of the optical telecom market to create a winning solution. Started business with classmate (Corey Robinson).

"The network of CEO's and successful entrepreneurs Wharton introduced me to was beyond anything I expected. Their insight and direction has accelerated Coviant's growth significantly. Wharton developed me as a person, as a manager, and as a business leader."

Chris Jasinski, WG'01
Investor Searchlight
Philadelphia, PA

... provider of financial product search and comparison tools deployed over the Internet to educate investors, energize traffic through internet portals, and aggregate qualified customers for financial services firms. Started business with friend in February, 2000.

"Wharton has a very innovative and dynamic culture. The 'new economy' is highly incorporated into the classroom and professors are very involved in current and future market."

A Hotbed of Entrepreneurship
Wharton boasts the oldest center for entrepreneurship with a wide array of activities — an annual business plan competition, Penn's new business incubator, and a small business development center.

Penn's Center for Technology Transfer
Wharton students at Penn's Center for Technology Transfer (CTT) have helped launch 30 startup companies by turning new ideas from University of Pennsylvania research into business ventures.

Annual Wharton Business Plan Competition
The annual Wharton Business Plan Competition provides more than \$40,000 in cash prizes to student teams with ideas for new ventures.

Constant Innovation
Faculty and students are constantly being fueled by each others' energy and innovation. Students thrive on the academic experience as well as the knowledge of classmates to assist in developing business ideas, plans, etc. This year, 49 students started their own businesses: 32 students from the Class of 2000 and 17 from the Class of 2001.

Business Plan Competition Finalists

DealMaven, LLC, Neil King — provides dealmakers with a common destination to access the information, tools, and the relationships needed to evaluate and execute corporate finance transactions.

eTechtransfer.com, Yujiro Hata — global B2B marketplace for technology transfer in the life sciences industry focused on licensing and partnering efforts.

Globex Pharmaceuticals, Ameet Mallik — sells products from licensed factories in India.

Instaward.com, Mark Hocking — enables managers and small business owners to manage, via the Internet, their employee recognition and reward programs.

NovaEx.com, Inc, Adam Zong — B2B dynamic pricing exchange for natural products.

Patient Interview Software for Physicians, Brent Chinn — produces patient interview software which is supplied to doctors via wireless Internet Web tablets.

Slingshot Solutions, JP La Forest — manages and add unique value to the reverse logistics process.

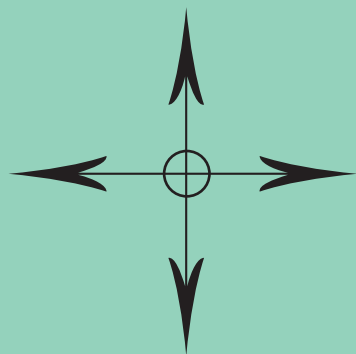
TexDirect.com, Myron Zhu — online textile exchange that brings buyers and suppliers from around the world together, facilitates their transactions.

class of 2001

profile

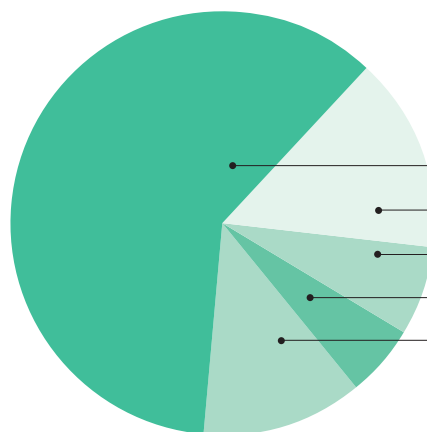
Number of Students	774
Women	30%
Minority	17%
International	33%
Average Age	29

Students Reporting Job Offers	758
Students Reporting Job Acceptances	698
Students Starting Their Own Business	17
Students Sponsored By Company	13
Students Continuing Their Education	15
Students Taking Time Off	4
Students Not Responding to Survey	16



2001

Geographic Origins



United States	60.5%
Asia	14.9%
Europe	6.8%
Latin America	5.5%
Other	12.3%

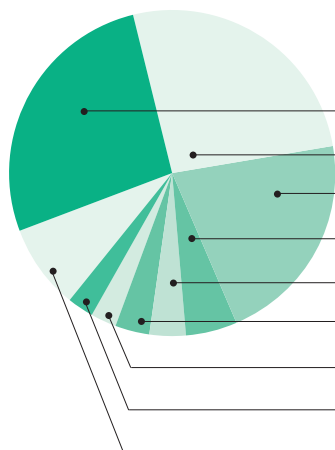
Location Choices

Northeast	39.0%
South	3.0%
Southwest	2.2%
International	19.2%
Mid-Atlantic	11.8%
Midwest	5.0%
West	19.5%



summer employment

Industry Choices



Investment Banking/Brokerage	26.9%
Consulting	26.2%
High-Tech/Telecommunications¹	21.8%
Venture Capital	5.1%
Investment Management	3.6%
Diversified Financial Services	3.4%
Pharm/Biotech/Health	2.8%
Consumer Goods	2.6%
Other²	7.6%

¹ When high-tech services is combined with high-tech manufacturing industries and telecommunications, the percentage of Wharton graduates entering a high-tech industry is 21.8%.

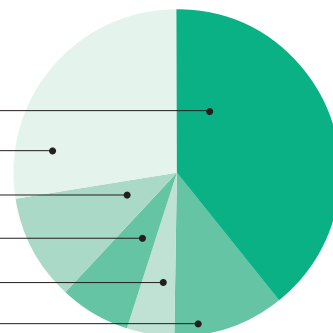
² Other represents services and manufacturing industries including: Education, Entertainment, Government/Not-for-Profit, Food Services/Lodging, Insurance, Law, Retail/Fashion, and Utilities.

³ Finance includes functions such as: Corporate Finance, Venture Capital, Sales and Trading, and Investment Management.

⁴ Other includes categories of less than 1%.

Function Choices

Finance/Professional Services³	39.3%
Consulting	27.5%
Marketing	10.5%
Strategic Planning	7.0%
Management	4.7%
Other⁴	11.0%



class of 2001

Industry Choices

Percent of Class

1999	2000	Industry	Monthly Salary Range	Median
24.9	26.9	Investment Banking/Brokerage	4,417 – 12,000	6,667
28.0	26.2	Consulting	1,500 – 12,500	8,500
12.3	21.8	High Tech/Telecommunications	2,000 – 10,000	6,000
3.3	5.1	Venture Capital	1,500 – 10,000	6,000
5.8	3.6	Investment Management	5,138 – 10,000	6,500
3.4	3.4	Diversified Financial Services	1,600 – 7,900	5,777
3.0	2.6	Consumer Goods	4,700 – 5,800	5,000
3.4	2.8	Pharm/Biotech/Health	5,280 – 6,000	5,700

2001



summer employment

Function Choices

Percent of Class		Function	Monthly Salary Range	Median
1999	2000			
29.0	27.5	Consulting	1,500 - 12,500	8,500
18.1	19.7	Corporate Finance/Banking	2,700 - 12,000	6,667
12.9	10.5	Marketing	2,000 - 7,900	5,528
5.0	7.9	Venture Capital	1,500 - 10,000	6,000
5.5	4.9	Sales and Trading	5,000 - 9,150	6,667
3.6	4.7	Management	2,000 - 10,000	6,000
3.2	3.8	Investment Research	5,777 - 8,000	6,667
5.1	3.5	Non-Banking Corporate Finance	2,800 - 8,000	5,500

Categories of less than 1% are not listed.

Student Participants: 20

Agere
Agillion, Inc.
Austin Ventures
Dell
Garden.com
iMark
Living.com
Loanfirst.com
Motive
Simplified Teletype
Sitestuff.com
Tivoli
TL Ventures
Trilogy/PCOrder
Vicinity Systems
Vignette Corporation

20
Austin

Boston

Student Participants: 100

@stake
Akamai Technologies
Battery Ventures
Biogen
Boston Millennia Partners
BroadbandAccess Systems, Inc.
Cambridge Incubator
Charles River Ventures
CMGI Corporation
edu.com
Eprise Corporation
FairMarket
Forrester Research, Inc.
Garage.com
Genzyme
GetConnected
HighlandCapitalPartners
HireEngine.com
Iconomy
Into Networks
Lycos
Mainspring
Millenium Pharmaceuticals
Purchasingcenter.com
Razorfish
Scient
Soundsbig.com
Studentadvantage.com
SupplierMarket.com
Verbind
Viant Corporation
Yantra
Zefer
Zero Stage Capital

Wharton launched its first ever Career Trek program this year. More than 850 students and Career Management staff traveled to over 300 companies in 10 cities in the U.S. and abroad to learn about their corporate

**Career
TREKS!**

environment and participate in receptions with alumni. MBA Career Management facilitated this new and innovative way of recruiting in high-growth industries in collaboration with student committees.

Student Participants: 23

3rd Millenium
allautorepair.com
Arete Ventures
Cordova Ventures
Cravey, Green & Wahlen, Inc.
EGL Holdings Inc.
EHatchery
Employeease
Equity South Advisors
ezgov.com
foodbuy.com
Gray Ventures
hipO.com
iXL Enterprises
Mellon Ventures
Mindspring/Earthlink
Nexchange
Noro-Moseley Partners
Novient
Richards LLP
River Capital Inc.
Thoughtmill.com.

Atlanta

Student Participants: 160

Agency.com
AltAmerica.com
Barnes and Noble
BiblioBytes
Biztravel.com
Boutique Y3K
Cductive.com
Jupiter Communications
Kardz/SiliconAlley Hlds
McGraw-Hill
Medscape
Models.com
multex.com
Organic
PaintingsDirect
Patricof & Co. Ventures
phonefree
Reuters.com
shopnlist.com/snaz
Talkway
TheGlobe.com
Sportsline
The Sprout Group
thesquare.com
TheStreet.com
Vault.com
Venrock Associates
WitCapital
Yahoo
Clickmail.com
Events Digital
Globix.com
GovWorks
Grand Central Holdings
iConnect.com
Insight Capital
Intellispace
Jibjab
Joke of the day.com

New York/Silicon Alley

Sagaponack Partners
SAP
Schwab online
Scient
Selfcare.com
Shutterfly.com
Siebel Systems

Student Participants: 300

21st Century Internet
Accel Partners
Adforce
Advent.com
Asera
Assured Access/Alcatel
Allegis
AlphaBlox
AltaVista
Alza
Andersen Consulting
Bain & Co.
Bamboo.com
BizQuiz.com
Bowman Capital
Brand3.com
Brightmail
Bridgepath.com
Broadbase
Broadview
Career Central
Chemdex
Cisco Systems
College411.com
Commerce One
Compare it all
Coulter Pharmaceuticals
Covad Communications
Crosslink Capital
CreditSuisseFirst Boston
CV Therapeutics
Cybergold/SmartFrog
Deloitte Consulting
diaDexus LLC
DigitalImpact.com
Digital Think, Inc.
DiviCom
Draper Fisher Jurvetson
E.piphany
eBay
eCoverage
eGain
eLoan
Embark.com
eOffering
E*Trade
Excite/@home
Exelixis

San Francisco/Silicon Valley

Explorador Capital Management
Extricity
Flycast
Garage.com
Genentech
Genesys Telecommunications
google.com
Hambrecht & Quist
Homestead.com
Hummer Winbald
IBM
Infinity Financial
Internet Capital Group
iPin.com
JH Whitney
Kana Communications
Kleiner, Perkins, Caufield & Byers
Looksmart
Lucent Venture Partners
Macromedia eBusiness
Solutions Group
McKinsey & Company
MedicaLogic
Moai
MonkeyRules
MS2.com
MyPrimeTV.com
mySimon
Nectaris, Inc./ULinkIt.com
Neoforma.com
NetCentives
NewEnterprise Associates
NexGenix
Nishan Systems
On-link.com
Packeteer
Pandestic
Perkins Coie LLP
Personify
Petopia
PlanetRX
PRTM
Quote.com
Reel.com
RREEF
Spectrum Equity
Sterling Payot
TeleSoft Partners
Tent: TheEnterprise N/w
The Starlight N/w
Third Voice
TiVio
Tularik
Tumbleweed
Communications Corp.
US Web/CKS
Valentis
Viant
Walden Funds@AllAvantage.com
Weiss, Peck & Greer Venture
Partners
WetFeet.com
Women.com Networks, Inc.
Xuma

Los Angeles

Student Participants: 60
20th Century Fox
Artisan
BostonConsulting Group
BizBuyer.com
Bizrate.com
Brand3.com
Cooking.com
Dgtl.Entert.Ntwrk. DEN
Donaldson, Luftkin
& Jenrette
eCompanies.com
Homestore.com
IdeaLab
Jeffries
Liberty Digital
MGM
NexGenix
Pallota Team Works
PricewaterhouseCoopers
Universal Studios
WaltDisney Corporation
Warner Brothers
WireBreakEntertmnt.

Washington, DC

Student Participants: 85

AOL
Blackboard.com
Columbia Capital
Digex
FBRTech.Venture Partn
GreenTravel.com
Mid-AtlanticVent.Funds
Network Access Solut.
Novak BiddleVenture
Oxford Associates
Potomac Techwire
Qwest
Riggs Capital Partners
Teligent, Inc.
WebMethods
Winstar Communications
Winston Partners

Student Participants: 60

Amazon.com
Avandel
Avenue A
Deloitte Consulting
drugstore.com
eCharge
encoding.com
Go2Net
Greatfood.com
HomeGrocer.com
Internap.com
Madrona Investment
Mercata, Inc.
Microsoft Corp.
Onyx Software
RealNetworks
Teledesic LLC

Seattle

“As the leader in eBusiness applications and as the fastest growing software application company in history, Siebel Systems needs talented, entrepreneurial people to continue to propel us forward. The ability of our Wharton MBA graduates to lead, think creatively, and react nimbly to this ever-changing e-Business environment has made them invaluable to our rapid growth; and we expect them to continue to be leaders in the new, e-Business economy.”

Tom Siebel
CEO, Siebel Systems

The following employers made offers to Wharton graduates and summer interns in 2000. Companies listed in green hired three or more students from the Classes of 2000 and 2001.

A&W Design
A-Tech
A.T. Kearney, Inc.
Abbott Laboratories
Abington Memorial Hospital
Acacia Research Corporation
Adobe Systems Incorporated
Advent International Corp.
Aeltus Investment Management
Agillion
AgWeb.com
AIG Capital Partner
AIG Global Investment Corp.
Akamai Technologies, Inc.
Alcatel.com
AlcheMe
Aligo
Allegis
Alliance Capital Management L.P.
Allianz Capital Partners
Allianz Versicherungs-AG
AlliedSignal Inc.
Alston and Bird, LLP
Alta Vista
Aluminum Company of America
Amazon.com, Inc.
America Online, Inc.
American Airlines, Inc.
American Century Investments
American Express Company
American Home Products
American International Group
Amgen Inc.
AMVESCAP PLC

employers 2000

Andale
Andersen Consulting
Anderson & Associates, Inc.
Angel Interactive Capital
Angel Investors, L.P.
Apple Computer, Inc.
AppNet
Arena Networks
Ariba Inc.
Arthur Andersen LLP
Arthur D. Little
Asahi Glass
Asera, Inc.
Assettrade
AthenaHealth.com
Atlas Venture
Aurora Funds, Inc.
Austin Ventures/AV Labs
Autoloka
Avery Dennison Corporation
Bain & Company
Bank of America
Bank of Tokyo-Mitsubishi, The
BankAmerica/Nationsbank
BankBoston, N.A.
Basis Technology
Bear, Stearns & Co. Inc.
Bechtel Enterprises, Inc.
Becton Dickson
Berwind Financial Group
Bestfoods
BizBuyer
BizRate.com
Bloomingdale's

top hirers

The following companies employed four or more graduates of the Class of 2000.

	Graduate Hires	Summer Intern Hires
McKinsey & Company	61	48
Goldman Sachs & Co.	42	50
Bain & Company	34	27
Boston Consulting Group	22	22
Merrill Lynch & Co., Inc.	17	26
Morgan Stanley Dean Witter	15	24
Donaldson Lufkin & Jenrette	14	9
Andersen Consulting	12	5
Booz • Allen & Hamilton, Inc.	10	20
Deloitte Consulting	10	9
Siebel Systems, Inc.	10	0
Deutsche Banc Alex Brown Inc.	9	13
Mercer Management Consulting	9	7
A.T. Kearney, Inc.	8	16
Credit Suisse First Boston Corp.	8	11
Diamond Technology Partners	8	4
Lehman Bros.	8	18
Marakon Associates	7	5
Salomon Smith Barney	7	5
BankAmerica/Nationsbank	6	1
Chase H&Q	5	3
Chase Manhattan Bank	5	11
Enron	5	1
General Motors Corporation	5	2
American Express Company	4	1
Deere & Company	4	1
MarchFIRST	4	0
Sprint	4	1

employers 2000

Blue Chip Venture Company
 Blue Pumpkin Software
 Boles
[Booz • Allen & Hamilton, Inc.](#)
 Bose Corporation
[Boston Consulting Group, The](#)
 Boston Millennia Partners
 Boulder Ventures
[Bristol-Myers Squibb Company](#)
 Broadband Venture Partners
 Broadbase Software
 Broadform, Inc.
 Broadview Associates, L.P.
 BroadVision
 Brown-Forman Corporation
 Business Links
 Cahners
 Calico Commerce
 Cambridge Associates, Inc.
 Cambridge Incubator
 Cambridge Strat Mgmt Grp
 Cambridge Technology Partners
 Campbell Soup Company
 Cap Wire, Inc.
[Capital Group Companies, Inc.](#)
[Capital One](#)
 Capital One Financial Corporation
 Capital Research & Management
 Care Capital
 Cargill, Incorporated
 CarrierPoint.com
 Cascadia Capital
 Castling Group
 Caxton Corp.
 Cedar-Sinai Medical Center
 Center for Applied Research

Change.com
 Charles Schwab & Co., Inc.
[Chase H&Q](#)
[Chase Manhattan Bank](#)
 CheckSpace.com
 Chevron Corporation
 China-I-Capital
 chingari.com
 Chrysalis Ventures, LLC
[CIBC Oppenheimer Corp.](#)
 Cinergy Inc.
[Cisco Systems, Inc.](#)
 Citibank
 Citibank Japan
 Clairol, Inc.
 Clark Realty Capital, L.L.C.
[Clorox Company, The](#)
 Colgate-Palmolive Company
 Columbia Management Company
 Combine International
[Comcast Corporation](#)
 CommerceOne
 CommerceRoute.com
 Compaq Computer Corporation
 ConAgra Grocery Products
 Conservation Company
 Coral Energy
 Coremetrics
 Cornerstone Research
 Corporate Executive Board
 Corrigio
 Cosmobridge.com
 Covad Communications
[Credit Suisse First Boston Corp.](#)
 Crescendo Ventures
[Cross Atlantic Capital Partners](#)

Crozer-Keystone Health System
 CSC Chemical Energy Group
 Dai-Ichi Kangyo Bank, Ltd., The
 DaimlerChrysler Corporation
 Daiwa Securities Co., Ltd.
 Daniels & Associates
 Darby Overseas Investments
 DealMaven
 Dean & Company
[Deere & Company](#)
 Dell Computer Corporation
[Deloitte Consulting](#)
 Deloitte Ventures
 Deremate.com
[Deutsche Banc Alex Brown](#)
 Developers Diversified, Inc.
 Diageo
[Diamond Technology Partners](#)
 DiamondReview.com
 Digex, Inc.
 DIGITAL MEDIA CAMPUS
 Digitas
 DLJdirect
 Dodge & Cox
[Donaldson, Lufkin & Jenrette](#)
 Donoghue & Associates
 DoubleClick
 Dr. Rude's Animal Hospital
 drugstore.com
 DryRock Corporation
 Dubin
 Dun & Bradstreet Corporation
 DUNK.NET
 DuPont Merck Pharmaceutical Company, The
 E*TRADE Group, Inc.
 e-GM
 E-Medical Solutions
 e-Vend.net
 E.I. DuPont de Nemours & Co.

E.M. Warburg Pincus
 Earthspring.com
 ebaco
 eBay
 EC Cubed
 Eclipse Networks
 ecount
 Ecoverage
 Edgewood Creek
 Edison Schools Inc.
 eHealth firms
 eLance.com
 Electronic Ink
 Eli Lilly and Company
 EMC Corporation
 Endeavor Initiative, Inc.
 EnergyCircle
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 Entertainment Media Ventures
 Ephesus Capital LLC
 epoch
 Epocrates
 Eprise
 eProperty.com
 epylon.com
 EqualFooting.com
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 Estee Lauder Companies Inc.
 eTechTransfer.com
 eToys
 eVolution VC
 Excite@Home
 Exxon Corporation
 Falabella
 Family.com
 Federal Reserve Bank of Philadelphia
 Feedroom
[Fidelity Investments](#)

Fiera.com	Google	i2 Technologies, Inc.	Jardine Fleming Limited
Financial Suoervisory Service	Gordian Group, L.P.	IBJ Dai-ichi Life Asset	JBG Companies
Firedrop	GoSurprise	Management	JibJab Media
First Reserve Corporation	GourmetMarket.com	IBM Corporation	JJ Mountain
First Union Corporation	GovWorks	ICG Commerce	Johnson & Johnson
First USA, Inc.	Graham Partners Inc.	Iconomy.com	Jones Lang LaSalle, Inc
FirstLook.com	Granada Media	idealab!	Joseph E. Seagram & Sons, Inc.
FMC Corporation	Granite Associates, L.P.	IDG Ventures	Juniper Financial
Food Trader	Greencastle Consulting	iMedium.com	Jupiter communications
Ford Motor Company	Groove Street Entertainment	ImmobilienScout24	Kajima Corporation
ForRetail	Grupo DISAGRO	Indotech	Kana Communications
Franklin Mint, The	Grupo Real	Industrial Bank of Japan, The	Kauffman Foundation, The
Franklin Mutual Advisers, Inc.	half.com	Industry Standard	Kenan Systems Corporation
Franklin Templeton Group, The	Harris Williams & Co.	Inference Corp	Kick Time LLC
Freecar.com	Harvest Partners	ING Baring Furman Selz LLC	Kingdom Consultants
Freemarkets Online	Health Care Capital Partners	Inktomi Corporation	Kingdom Group
Fremont	HealthcareLink	Innovation Factory	knowledgestorm
Frito Lay Inc.	Healtheon/WebMD	Instinet	Korea Fair Trade Policy Bureau
Fuji Bank, Limited, The	HealthMarket	Intel Capital	KPMG Peat Marwick LLP
Gabelli Asset Manage	Heller Hickox	Intel Corporation	Kraft Foods, Inc.
Gap Inc., The	Helus Corp	Intelligex, Inc.	Kwatros Corporation
Garage.com	Hermes	InterNAP.com	L'Oreal S.A.
GasPedal Ventures	Hewlett-Packard Company	International Finance	LabMorgan
Gateway Computer	HIG Capital	Corp./World Bank	Latin American Access Corp.
GE Capital	High-Tech Startup	International Paper Company	LatinArte.com
GE Capital Corporation	HighWired.com	Internet Capital	Latindustria.com
Gemini Consulting	Hines	Internet Health Care Group	Latino.com
Gen3 Partners	HippoInc.com	Interprise Tech Partners	Lazard Asia Limited
Genentech, Inc.	Hoffmann-LaRoche, Inc.	Intertainer	Lazard Freres & Co. LLC
General Atlantic Partners	homegrocer.com	Investcorp S.A.	LearnNow, Inc.
General Electric Company	Hospital of The University of	Investor Searchlight	Lefrak Organization
General Mills	Pennsylvania	iPal.com	Legg Mason Wood Walker
General Motors Corporation	Hotvoice	iPIX	Legg Mason, Inc.
Genzyme Corporation	Houlihan Lokey Howard & Zukin	ITOCHU Corporation	Lehman Brothers
georgia	HSBC Securities, Inc.	iXL	LEK Consulting
GIC Special Investments	HSupply	IxMax	Level 3 Communications
Gillette Company, The	Hughes Electronics	J.H. Whitney & Co.	Liberty Digital
Glenmede Trust Company, The	Hughes Network Systems, Inc.	J.P. Morgan & Co., Incorporated	Liberty Pro
Global Bridge Ventures	Hummer Winblad Venture	jamcracker	Load TV
Goldman, Sachs & Co.	Partners	Janssen-CILAG	Loudcloud

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Lowe Enterprises Mid-Atlantic
 LowerMyBills.com
 Lucent Technologies
 Lucent Venture Partners
 LucidView, Inc.
 Luminant Worldwide
 Lynx Technology Group
 M2C (Market Two Customers),
 A Monitor Group Company
 Macromedia Inc.
 Magnum
[Mainspring](#)
 Mangels S.A.
[Marakon Associates](#)
 marchFIRST
 Marriott International, Inc.
 Marubeni Corporation
 Mattel, Inc.
 Maverick Capital
 MCI Worldcom
[McKinsey & Company](#)
 McNeil Consumer Healthcare
 MediaOne Group
 medibuy.com
 Medtronic, Inc.
 MedXtend Corporation
 Mellon Ventures, Inc.
[Mercer Management Consulting](#)
[Merck & Co., Inc.](#)
 Merck Vaccine Division
[Merrill Lynch & Co., Inc.](#)
 Metallurg, Inc.
 Metricom
 MFS Investment Management
 MGM Universal
[Microsoft Corporation](#)

MicroStrategy
 Millenium Venture Group
 Ministry of Foreign Affairs of
 South Korea
 Mitsubishi Corporation
 MMC Networks
 Modern Africa
 Mondo Media
 Monitor Cntry Cmpt
 Monitor Company
 montblanc
 morgan capital
[Morgan Stanley Dean Witter](#)
 Motley Fool, The
 Motorola, Inc.
 Multikredits
 Municipal Mortgage & Equity
 (MuniMae)
 Mutual Series Fund Inc.
 mySAR.com
 Nabisco, Inc.
 NARUS, Inc.
 National Parks Business Plan
 NeSBIC CTE Fund B.V.
 Nestle USA, Inc.
 NetCentives Inc
 NetGrocer
 Netjuice
 Netopia
 NetOyster, Inc.
 Netscape Communications
 Neutrogena Corp.
 New Enterprise Associates
 New York Jets
 New York Life Insurance
 News Corporation Limited, The

Nextlink
 NiftyBox
 Nokia
 northbridge
 NorthPoint Communications
 Northwest Airlines, Inc.
 Northwestern Mutual Life
 Insurance Co.
 NovaEx.com
 Novartis Pharmaceuticals Corp.
 Novell, Inc.
 Novient, Inc
 O'Melveny & Myers
 Octopus.com
 OgilvyOne
 Omnient.com
 on24
 OnMoney.com
 OpenTable
 OppenheimerFunds, Inc.
 Pacific Investment Management
 PaineWebber Incorporated
 Palladium Equity Partners, LLC
 PanAmSat Corporation
 Pandesic LLC
 Patient Interview Software for
 Physicians
[Patricof & Company Ventures](#)
 PayMyBills.com / PayMe.com
 pcOrder.com
 PeaceWorks
 Pearson Education
[PECO Energy Company](#)
 Pequot Private Equity Fund
 perksatwork.com
 Pfizer Inc.
 Pillsbury
 PINPOINT Training
[Pittiglio Rabin Todd & McGrath](#)
 (PRTM)

PK Air Finance
 Planet 7 Technologies
 Plum Capital LLC
 PNC Bank Corporation
 PNC Capital Markets
 Port of Technology
 PPG Industries, Inc.
 Pratt & Whitney
 PriceGrabber.com
 Priceline.com
 Priceline.com Webhouse Club
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 PRIMEDIA, Inc.
 Procter & Gamble Company, The
 Progressive Corporation, The
 Project 1918
 Promon Ltda
 Promon*IP
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 Prophet Brand Strategy
 Provation
 Prudential Asia
 Prudential Insurance Company
 Prudential Securities
 PT. Wavin Duta Jaya
[Putnam Investments](#)
 q-east
 QED
 Quantum Dot Corp.
 Radical Mail
 RAF Industries, Inc.
 Ralph Lauren Media
 Rand Technologies
 Raymond James Financial, Inc.
 Razorfish, Inc.
 RCN Corporation
 Reagan National Advertising
 Red Universitaria.com, Inc.
 Reliant Energy, Inc.
 Reuters America, Inc.

RHO Management Company, Inc.	Small Enterprise Assistance Funds (SEAF)	thesquare.com	Wasserstein Perella & Co., Inc.
RightWorks		ThinAirApps, LLC	webforia.com
Robert W. Baird	SmithKline Beecham	Thomas Weiset Partners	Webnoize
Robert Wood Johnson Foundation	snaz	ThomasJeffersonHosp	WEDGE Capital Management
Robinson-Humphrey Company	Softcoin	3M	Wellington Management
Rohm and Haas	Sony Corporation of America	Tibco Software Inc.	Western Union Corporation
Roland Berger & Partner GmbH	Sony Music Entertainment, Inc.	Time Inc.	Weyerhaeuser Company
Ropart Investments, LLC	Southern Company	Tishman Speyer Properties	Wharton Direct
Roseland	Spalding Sports	Tokio Marine & Fire	Wharton Huntsman Center
RX Plus	Speed Ventures	Tokyo Dome Corporation	Wharton Small Business Development Center
S.C. Johnson Wax	Speedera Networks Inc.	Tonen Corporation	Wheelhouse Corporation
Safeguard International	Sprint	Towers Perrin	Whitehall-Robins Healthcare
Safeguard Scientifics, Inc.	Spydre Labs	tradeout.com	William M. Mercer, Inc.
Sakura Bank, Limited, The	Staples	Trainingnet	Wit SoundView
Salesforce.com	StarMedia Network	Trammell Crow Company	World Bank, The
Salomon Smith Barney	starwood financial	Trilogy	World2Market.com, Inc.
Samsung Corporation	Starwood Hotels & Resorts	Trivest Capital	Wynncchurch Capital
Samsung Global Strategist Group	State Street Research & Management Company	Trust Company of the West	Xqsite
Santander Group	StorageNetworks, Inc	Tumbleweed Comm. Corp	Yahoo! Inc.
Saunders, Karp & Megrue	Strategic Decisions Group	20th Century Fox	YapStone
SBC Warburg Dillon Read	Summit Properties	U.S. Bancorp	Yasuda Life Insurance
SCA Consulting	Sun Microsystems, Inc.	U.S. Trust Company of New York	Yodlee
Schering-Plough	SuNOVA	UBS Private Banking	Yurop.com
Schroder & Co. Inc.	support.com	Uniao de Bancos Brasileiros	Zagat
Science Applications International Corporation (SAIC)	Swan Systems	Union Bank of Switzerland (UBS)	ZS Associates
Scient	Sylvan Learning Systems, Inc.	Unisys Corporation	Ztango.com
SDL Inc.	T. Rowe Price	Universal Gear	Zweig-DiMenna
SG Cowen	TCW/Crescent Mezzanine	USAir, Inc.	
Shutterfly.com	TD Securities Inc.	Ventro Corporation	
Sibson & Company	TDF Telecommunications	Veritas Software	
Siebel Systems, Inc.	Tech Data	Vertex Partners	
Signia Ventures	Teledesic Corporation	VerticalNet, Inc.	
Silicon Access Networks	Telefonica	Viant Corporation	
Silicon Spice	Telephia	VIEW Group LLC	
Silvaquest.com	Tellme Networks	Violy, Byorum & Partners LLC	
SLI Ventures	Telution	Visa International	
Slingshot Solutions	TenFold Corp.	VitaGo	
Slosburg Company	Terra Networks	VS&A Communications Partners	
	Texas Instruments Incorporated	Walt Disney Company, The	
		Wasatch Venture Fund	



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Note: All figures in this report are rounded to the nearest decimal; not all charts will total 100%.

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