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

Robert F. Bonner
Director
MBA Career Management
“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
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.

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.
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

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.
### Geographic Origins

<table>
<thead>
<tr>
<th>Region</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>68%</td>
</tr>
<tr>
<td>Asia</td>
<td>13%</td>
</tr>
<tr>
<td>Europe</td>
<td>8%</td>
</tr>
<tr>
<td>Latin America</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>6%</td>
</tr>
</tbody>
</table>

### Class of 2000

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Students</td>
<td>740</td>
</tr>
<tr>
<td>Women</td>
<td>30%</td>
</tr>
<tr>
<td>Minority</td>
<td>18%</td>
</tr>
<tr>
<td>International</td>
<td>32%</td>
</tr>
<tr>
<td>Average Age</td>
<td>28</td>
</tr>
<tr>
<td>Graduates Reporting Job Offers</td>
<td>721</td>
</tr>
<tr>
<td>Graduates Reporting Job Acceptances</td>
<td>643</td>
</tr>
<tr>
<td>Graduates Starting Their Own Business</td>
<td>32</td>
</tr>
<tr>
<td>Graduates Sponsored By Company</td>
<td>34</td>
</tr>
<tr>
<td>Graduates Continuing Their Education</td>
<td>7</td>
</tr>
<tr>
<td>Graduates Taking Time Off</td>
<td>1</td>
</tr>
<tr>
<td>Graduates Not Responding to Survey</td>
<td>17</td>
</tr>
</tbody>
</table>
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%.

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

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

Other includes categories of less than 1%.
### Industry Choices

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

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

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

Categories of less than 1% are not listed.
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.

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.”

Entrepreneurs

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.


Patient Interview Software for Physicians, Brent China — 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.

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“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.”
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

Geographic Origins:
- United States: 60.5%
- Asia: 14.9%
- Europe: 6.8%
- Latin America: 5.5%
- Other: 12.3%
Industry Choices

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

Function Choices

- Finance/Professional Services: 39.3%
- Consulting: 27.5%
- Marketing: 10.5%
- Strategic Planning: 7.0%
- Management: 4.7%
- Other: 11.0%

Location Choices

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

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 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.

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### Industry Choices

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

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

Categories of less than 1% are not listed.
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 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.
San Francisco/Silicon Valley

Student Participants: 60
20th Century Fox
Artisan
Boston Consulting Group
BizBuyer.com
Bizrate.com
Brand3.com
Cooking.com
DgIt.Entert.Ntwrk. DEN
Donaldson, Luftin & Jenrette
eCompanies.com
Homestore.com
IdeaLab
Jeffries
Liberty Digital
MGM
NexGenix
Pallotta Team Works
PricewaterhouseCoopers
Universal Studios
Walt Disney Corporation
Warner Brothers
WireBreakEntertmnt.

Explorador Capital Management
Extricity
Flycast
Garage.com
Genentech
Genesys Telecommunications
google.com
Hambrecht & Quist
Homestead.com
Hummer Winblad
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
MedicalLogic
Moai
MonkeyRules
MS2.com
MyPrimeTV.com
mySimon
Nectaris, Inc./ULinkIt.com
Neoforma.com
NetCentives
NewEnterprise Associates
NexGenix
Nishan Systems
On-link.com
Packeteer
Pandesic
Perkins Coie LLP
Personify
Petopia
PlanetRX
PRTM
Quote.com
Reel.com
RREEF
Sagaponack Partners
SAP
Schwab online
Scient
Selfcare.com
Shutterfly.com
Siebel Systems
Spectrum Equity
Sterling Payot
TeleSoft Partners
Tent: The Enterprise N/w
The Starlight N/w
Third Voice
TiVo
Tularik
Tumbleweed
Communications Corp.
US Web/CKS
Valentis
Viant
Walden Funds@AllAdvantage.com
Weiss, Peck & Greer Venture Partners
WetFeet.com
Women.com Networks, Inc.
Xuma

Washington, DC

Student Participants: 85
AOL
Blackboard.com
Columbia Capital
Digex
FBRTech.Venture Partners
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

Student Participants: 60
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
“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.

**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.

<table>
<thead>
<tr>
<th>Company</th>
<th>Graduate Hires</th>
<th>Summer Intern Hires</th>
</tr>
</thead>
<tbody>
<tr>
<td>McKinsey &amp; Company</td>
<td>61</td>
<td>48</td>
</tr>
<tr>
<td>Goldman Sachs &amp; Co.</td>
<td>42</td>
<td>50</td>
</tr>
<tr>
<td>Bain &amp; Company</td>
<td>34</td>
<td>27</td>
</tr>
<tr>
<td>Boston Consulting Group</td>
<td>22</td>
<td>22</td>
</tr>
<tr>
<td>Merrill Lynch &amp; Co., Inc.</td>
<td>17</td>
<td>26</td>
</tr>
<tr>
<td>Morgan Stanley Dean Witter</td>
<td>15</td>
<td>24</td>
</tr>
<tr>
<td>Donaldson Lufkin &amp; Jenrette</td>
<td>14</td>
<td>9</td>
</tr>
<tr>
<td>Andersen Consulting</td>
<td>12</td>
<td>5</td>
</tr>
<tr>
<td>Booz • Allen &amp; Hamilton, Inc.</td>
<td>10</td>
<td>20</td>
</tr>
<tr>
<td>Deloitte Consulting</td>
<td>10</td>
<td>9</td>
</tr>
<tr>
<td>Siebel Systems, Inc.</td>
<td>10</td>
<td>0</td>
</tr>
<tr>
<td>Deutsche Banc Alex Brown Inc.</td>
<td>9</td>
<td>13</td>
</tr>
<tr>
<td>Mercer Management Consulting</td>
<td>9</td>
<td>7</td>
</tr>
<tr>
<td>A.T. Kearney, Inc.</td>
<td>8</td>
<td>16</td>
</tr>
<tr>
<td>Credit Suisse First Boston Corp.</td>
<td>8</td>
<td>11</td>
</tr>
<tr>
<td>Diamond Technology Partners</td>
<td>8</td>
<td>4</td>
</tr>
<tr>
<td>Lehman Bros.</td>
<td>8</td>
<td>18</td>
</tr>
<tr>
<td>Marakon Associates</td>
<td>7</td>
<td>5</td>
</tr>
<tr>
<td>Salomon Smith Barney</td>
<td>7</td>
<td>5</td>
</tr>
<tr>
<td>BankAmerica/Nationsbank</td>
<td>6</td>
<td>1</td>
</tr>
<tr>
<td>Chase H&amp;Q</td>
<td>5</td>
<td>3</td>
</tr>
<tr>
<td>Chase Manhattan Bank</td>
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<td>11</td>
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<tr>
<td>Enron</td>
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<td>1</td>
</tr>
<tr>
<td>General Motors Corporation</td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td>American Express Company</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Deere &amp; Company</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>MarchFIRST</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td>Sprint</td>
<td>4</td>
<td>1</td>
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</tbody>
</table>
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.
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
Casting 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
Corrigo
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
Enron
Entertainment Media Ventures
Ephesus Capital LLC
epoch
Epocrates
Eprise
eProperty.com
epylon.com
EqualFooting.com
ERE Yarmouth, Lend Lease Co
Ernst & Young LLP
Estee Lauder Companies Inc.
etechTransfer.com
eToys
eVolution VC
Excite@Home
Exxon Corporation
Falabella
Family.com
Federal Reserve Bank of Philadelphia
Feedroom
Fidelity Investments
employers 2000

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
mediabuy.com
Medtronic, Inc.
MedXtend Corporation
Mellon Ventures, Inc.
Mercer Management Consulting
Merck & Co., Inc.
Merck Vaccine Division
Merrill Lynch & Co., Inc.
Metallurg, Inc.
Metronic
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 Cnty Cmpt
Monitor Company
montblanc
morgan capital
Morgan Stanley Dean Witter
Motley Fool, The
Motorola, Inc.
Multikredits
Municipal Mortgage & Equity (MuniMae)
Mutual Series Fund Inc.
mySAPcom
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
PricewaterhouseCoopers
PRIMEDIA, Inc.
Procter & Gamble Company, The
Progressive Corporation, The
Project 1918
Promon Ltda
Promon*IP
Propel Software
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.
The Wharton School adheres to the employment statistics standards set by the MBA Career Services Council.

Salary statistics include all salaries given by graduates and interns. International salaries are not excluded and are reported in U.S. dollars calculated on the basis of prevailing exchange rates.

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

The University of Pennsylvania values diversity and seeks talented students, faculty and staff from diverse backgrounds. The University of Pennsylvania does not discriminate on the basis of race, sex, sexual orientation, religion, color, national or ethnic origin, age, disability, or status as a Vietnam Era Veteran or disabled veteran in the administration of educational policies, programs or activities; admissions policies; scholarship and loan awards; athletic, or other University administered programs or employment. Questions or complaints regarding this policy should be directed to Executive Director, Office of Affirmative Action, 1133 Blockley Hall, Philadelphia, PA 19104.6021 or 215.898.6993 (Voice) or 215.898.7803 (TDD).

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