

MBA Career Report 2002

Whartoncareers



The Wharton School
University of Pennsylvania

Experience, Teamwork and Leadership

Wharton's MBA program is one of the finest in the world, and is frequently cited as the most effective in preparing graduates to lead organizations in ever-changing global business environments. Equipped with this academic preparation, the Classes of 2002 and 2003 approached the changing economy with creativity and persistence. Although confronted with a clearly challenging recruiting year, Wharton students still achieved significant success in making their career aspirations reality. Notable among their career search efforts was a dramatic increase in the industry, function, and geographic diversity of positions accepted. We expect this positive trend, which is indicative of the growing diversity of our student body, to continue.

In typical Wharton fashion, innovation and change also occurred both on campus and in the MBA Career Management office. Highlights for 2002 include a School-wide corporate outreach effort that resulted in a wider array of career opportunities, web-based technological improvements in service offerings, continued emphasis on the importance of the alumni network, ongoing partnership with Wharton West and INSEAD, and the completion of the new 324,000 square-foot academic facility, Jon M. Huntsman Hall.

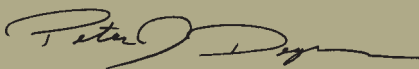
The Wharton School would like to extend a special thank you to those who have supported our students this year, especially to our top hirers, loyal alumni, fantastic faculty, and dedicated staff. We very much appreciate your incredible support and sincerely hope you will continue to demonstrate your commitment and dedication to the Wharton student community.

While the upcoming year will again be one of great change and uncertainty, I have no doubt that together we will succeed in meeting its challenges.

Sincerely,



Patrick T. Harker
Dean and Reliance Professor of Management



Peter J. Degnan
Director, MBA Career Management



Director, Peter J. Degnan

Industry	Consultant	Recruiting Relationship Manager
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Consulting Financial Services	Valerie Sutton	James Balaguer
	Cynthia Bush	Patricia Forcina
	Sara Simons	

Health Care	Ursula Maul	Jennifer Tarcelli
	Diane Eliasson	

Insurance Manufacturing Marketing	Cynthia Bush	Jennifer Tarcelli
	Chris Higgins	Jennifer Tarcelli
	Ursula Maul	Jennifer Tarcelli

Media & Entertainment	Diane Eliasson	
	Cara Tyler	Jennifer Tarcelli

Private Equity/VC	Cara Tyler	Jennifer Tarcelli
	Cynthia Bush	Patricia Forcina

Public Interest	Valerie Sutton	Patricia Forcina
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Real Estate	Cara Tyler	Jennifer Tarcelli
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Travel and Tourism	Cara Tyler	Jennifer Tarcelli
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Technology / Telecom	Chris Higgins	James Balaguer
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Front Desk, C. Lyndon Brown
Budget/Financial, Dee Lingham
MBA Job Board, James Sumner

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Why Consider a Wharton MBA?

"The Wharton MBA is conversant in 'global-speak,' ready and equipped to tackle tough business issues in various global or domestic situations. Wharton MBAs are tenacious in seeking out opportunities that will best utilize their multifaceted skills and prior work experiences to meet these professional aspirations."

—Karen Solorow, McGraw Hill

As you begin to plan your recruiting strategy, please contact your Consultant or Recruiting Relationship Manager. They can assist in attracting the most suitable students for your particular company. Below are a few resources that will help you link to Wharton talent for summer and full-time positions.

Recruiting Options

Resume Book

The Wharton MBA Resume Book is a convenient way to access summer and full-time talent. Order online and receive a hard copy and web-based searchable resume database.

MBA Job Board

MBA Career Management provides employers an opportunity to advertise job openings to current Wharton MBA students and alumni. This service is free and is as easy as submitting a one page text document to our website.

Career Trek Program

The Wharton Career Treks are location-specific programs in which students attend prearranged information sessions hosted by a variety of companies in diverse industries. From an employer perspective, participation provides convenient marketing exposure and the opportunity to network with talented students who are interested in learning more about your company and future opportunities.

Employer Presentation

Hosting an employer presentation is an excellent way to create visibility and presence at Wharton. If you have an employer ID and password, request a date on our website in the "My Company" section of the Employer website. To obtain an ID and password, contact your Recruiting Relationship Manager, who will be happy to walk you through the process.

On Campus Recruiting

MBA Career Management will help your company schedule an on-campus recruiting visit. This recruiting option allows you to choose a date and schedule type, post a position, and arrange a campus interview date. To begin this process, go to the "My Company" section of the Employer website or contact your Recruiting Relationship Manager.

More details can be found at <mbacareers.wharton.upenn.edu>, in the Employer section of our website.



Class of 2002 Profile*

“Wharton students exhibit a business maturity that surpasses their years. I believe it is a combination of the robust work experiences that the students bring into the program coupled with the well-rounded education they experience while at Wharton.”

—Dean Miller, PA Early Stage Partners



Number of Graduates	730
Male	72%
Female	28%
International	39%
U.S. Permanent Resident	6%
Average Age	28.6
Average Number of Years Work Experience	6.6
Graduates Seeking Employment	624
Graduates Not Seeking Employment**	61
Graduates Not Responding to Survey	45
Graduates Reporting Job Offers	536
Graduates Reporting Job Acceptances***	515

* Profile percentages and averages are based on incoming student data.

** *Graduates Not Seeking Employment* includes those who are company-sponsored (returning to sponsoring employer), continuing education, postponing the job search, and starting a business.

*** *Graduates Reporting Job Acceptances* includes all accepted offers encompassing: entering a family business, returning to the military, and company-sponsored (accepted with another company).



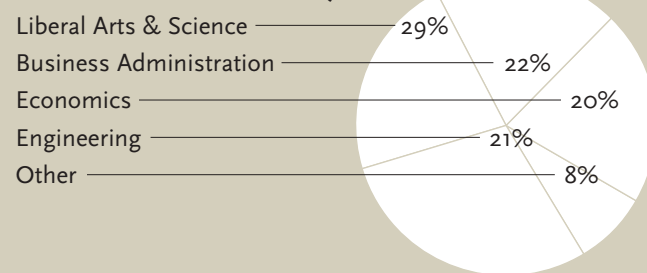
Graduate Employment

INDUSTRY CHOICES	Number	Percent
Advertising/Marketing/Consumer Goods	29	5.6 %
Automobile/Transportation	11	2.1
Commercial Banking	9	1.8
Consulting	91	17.7
Diversified Financial Services	22	4.3
Energy	18	3.5
Health Care	35	6.8
High Tech	35	6.8
Investment Banking/Brokerage	120	23.3
Investment Management	29	5.6
Manufacturing	20	3.9
Media and Entertainment	8	1.6
Private Equity: VC/LBO	15	2.9
Public Interest	9	1.8
Real Estate	13	2.5
Widely Diversified Services	6	1.2
Not Specified	43	8.4
Other (includes Law and other industries under 1%)	2	0.4

GEOGRAPHIC ORIGINS



UNDERGRADUATE MAJOR



Diverse Industries and Functions
In 2002 Wharton MBAs entered a diversified array of industries and jobs. The number of graduates entering industries such as Health Care, Advertising/Marketing/Consumer Goods, Energy, and Diversified Financial Services more than doubled. Industries such as Media and Entertainment, Real Estate, and Public Interest also emerged as significant draws.

FUNCTION CHOICES	Number	Percent
Consulting	90	17.5 %
Finance: Corporate	78	15.2
Finance: Professional Services	134	26.0
Health Care Management/Services	5	1.0
Management	20	3.9
Marketing	61	11.8
Real Estate	17	3.3
Strategic Planning	41	8.0
Not Specified	55	10.7
Other (includes Management Information Systems, Legal Services, and other functions under 1%)	14	2.7

Class of 2002 Graduate Employment



COMPENSATION SUMMARY	Number	Percent	Range	Median
Annual Salary	437	100.0 %	\$ 26,000 – 150,000	\$ 85,000
Sign-on Bonus	344	78.7	2,000 – 50,000	20,000
Year End Bonus	207	47.4	5,000 – 90,000	27,000
Relocation Expenses	285	65.2	1,000 – 50,000	8,000
Tuition Reimbursement	48	11.0	10,000 – 200,000	30,000
Other Compensation	82	18.8	1,000 – 180,000	15,000

COMPENSATION BY INDUSTRY	Annual Salary Range	Salary Median	Sign-on Bonus Percent*	Sign-on Bonus Median
Advertising/Marketing/Consumer Goods	\$ 50,000 – 100,000	\$ 82,000	96%	\$ 20,000
Automobile/Transportation	65,000 – 105,000	85,000	82	15,000
Commercial Banking	50,000 – 105,000	85,000	44	20,000
Consulting	54,600 – 130,000	100,000	89	20,000
Diversified Financial Services	75,000 – 150,000	85,000	62	20,000
Energy	80,000 – 117,000	100,000	94	22,000
Health Care	26,000 – 125,000	85,000	79	20,000
High Tech	80,000 – 135,000	100,000	83	20,000
Investment Banking/Brokerage	55,000 – 113,000	85,000	91	25,000
Investment Management	70,000 – 150,000	100,000	68	25,000
Manufacturing	70,000 – 150,000	86,250	50	15,000
Media and Entertainment	68,000 – 125,000	95,000	29	
Private Equity: VC/LBO	80,000 – 130,000	100,000	62	22,500
Public Interest	38,000 – 100,000	72,000	11	
Real Estate	60,000 – 150,000	85,000	38	7,000
Widely Diversified Services	40,000 – 100,000	52,500	66	

COMPENSATION BY FUNCTION	Annual Salary Range	Salary Median	Sign-on Bonus Percent*	Sign-on Bonus Median
Consulting	\$ 40,000 – 150,000	\$ 100,000	89%	\$ 20,000
Finance: Corporate	65,000 – 130,000	90,000	76	21,500
Finance: Professional Services	55,000 – 150,000	85,000	87	25,000
Health Care Management/Services	85,000 – 150,000	100,000	60	
Management	26,000 – 150,000	90,000	61	15,000
Marketing	50,000 – 125,000	85,000	83	20,000
Real Estate	60,000 – 150,000	85,000	47	7,500
Strategic Planning	50,000 – 120,000	92,500	63	17,500

LOCATION CHOICES AND COMPENSATION	Percent	Annual Salary Range	Salary Median	Bonus Median
United States of America	70.6%	\$ 26,000 – 150,000	\$ 90,000	\$ 20,000
Northeast	38.1	26,000 – 150,000	90,000	25,000
Boston	4.8	38,000 – 125,000	100,000	20,000
New York City	23.3	26,000 – 150,000	85,000	25,000
Mid-Atlantic	11.6	38,000 – 130,000	91,000	15,000
Baltimore	0.4			
Philadelphia	5.4	58,000 – 130,000	100,000	15,000
Washington, DC	2.5	67,000 – 125,000	90,000	12,500
Wilmington	0.5			
South	2.5	80,000 – 120,000	87,500	25,000
Atlanta	0.9			
Charlotte	0.5			
Miami	0.2			
New Orleans	0.2			
Midwest	6.3	65,000 – 150,000	85,000	20,000
Chicago	1.4	75,000 – 150,000	100,000	15,000
Cincinnati	0.5			
Cleveland	0.4			
Detroit	0.9			
Minneapolis/St. Paul	1.4	82,000 – 100,000	85,000	25,000
Southwest	3.4	60,000 – 125,000	88,000	20,000
Austin	0.2			
Dallas/Fort Worth	1.3	81,000 – 125,000	100,000	20,000
Denver	0.4			
Houston	1.1	80,000 – 110,000	86,500	27,500
West	8.8	70,000 – 135,000	100,000	20,000
Los Angeles	2.5	83,000 – 110,000	100,000	18,000
San Francisco	3.2	82,000 – 115,000	100,000	20,000
Seattle	0.9			
Silicon Valley	1.1	85,000 – 135,000	100,000	20,000
International	20.6%	30,000 – 150,000	85,000	22,000
Canada	0.9			
Latin America	2.7	50,000 – 150,000	70,000	17,000
Europe	6.6	50,000 – 117,000	82,250	25,000
Western Europe	6.1	50,000 – 117,000	82,000	25,000
Eastern Europe	0.5			
Asia	10.0	30,000 – 120,000	85,000	22,000
Australia	0.4			
No Location Specified	8.8%	100,000 – 105,000	102,500	10,000

OFFER SOURCES

On-Campus Recruiting Services	48.5 %
Direct Contact with Company	15.2
Return to Pre-Wharton Employer	12.5
MBA Job Board	2.3
Wharton Alumni Contact	2.2
Starting/Buying Own Business	1.6
Wharton Research Center	0.2
Not Specified	14.1
Other (includes Search Firms, Career Fairs, and other sources under 1%)	3.5

* Percentage of students who report sign-on bonuses of those who reported salary within a particular industry.

Class of 2003 Profile*

"Our summer interns have focused on projects with high strategic value and provided unique perspective on problem-solving. They bring a discipline approach to their work and add a tremendous amount of value in a very short period of time, quickly learning our businesses and integrating themselves in our organizations."

—J.J. Cutler, Johnson and Johnson, Centocor



Number of Students	789
Male	69%
Female	31%
International	36%
U.S. Permanent Resident	6%
Average Age	28.4
Average Number of Years Work Experience	6.4
Students Seeking Employment	723
Students Not Seeking Employment**	47
Students Reporting Job Offers	717
Students Reporting Job Acceptances***	683
Students Not Responding to Survey	19

* Profile percentages and averages are based on incoming student data.
 ** *Students Not Seeking Employment* includes those who are company-sponsored (returning to sponsoring employer), continuing education, postponing the job search, and starting a business.
 *** *Students Reporting Job Acceptances* includes all accepted offers encompassing: entering a family business, returning to the military, and company-sponsored (accepted with another company).



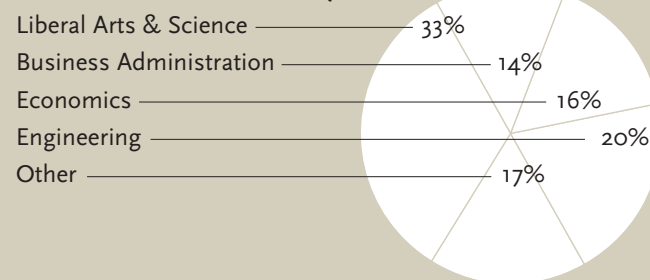
Summer Employment

INDUSTRY CHOICES	Number	Percent
Advertising/Marketing/Consumer Goods	43	6.3 %
Automobile/Transportation	14	2.1
Consulting	93	13.6
Diversified Financial Services	40	5.9
Energy	15	2.2
Health Care	60	8.8
High Tech	52	7.6
Investment Banking/Brokerage	194	28.4
Investment Management	41	6.0
Manufacturing	26	3.8
Media and Entertainment	18	2.7
Private Equity: VC/LBO	34	5.0
Public Interest	21	3.1
Real Estate	11	1.6
Not Specified	35	5.1
Other (includes Commercial Banking, Diversified Services, and other industries under 1%)	44	6.4

GEOGRAPHIC ORIGINS



UNDERGRADUATE MAJOR



Jon M. Huntsman Hall
 The 2003 MBAs will be the first class to experience Jon M. Huntsman Hall, a 324,000 square foot academic center. Located in the center of Penn's Philadelphia campus, the advanced design combines seamless, pervasive technology and academic innovations especially tailored to Wharton's innovative, team-oriented, experiential approach to learning.

FUNCTION CHOICES	Number	Percent *
Consulting	104	15.2 %
Finance: Corporate	130	19.0
Finance: Professional Services	198	29.0
Health Care Management/Services	8	1.2
Management	29	4.3
Marketing	84	12.3
Real Estate	18	2.6
Strategic Planning	78	11.4
Not Specified	37	5.4
Other (includes Entrepreneurship, Management Information Systems, and other functions under 1%)	20	2.9

* Some student chose to split their summers between a few functional areas. Therefore, percentages total more than 100%.

Class of 2003 Summer Employment



COMPENSATION SUMMARY	Number	Percent	Range	Median
Monthly Salary	632	100.0 %	\$ 400 – 14,000	\$ 6,250
Sign-on Bonus	78	12.3	500 – 20,000	3,000
Summer End Bonus	25	4.0	500 – 7,500	3,000
Other Compensation	156	24.7	200 – 35,000	2,050

COMPENSATION BY INDUSTRY	Annual Salary Range	Salary Median	Sign-on Bonus Percent*	Sign-on Bonus Median
Advertising/Marketing/Consumer Goods	\$ 1,000 – 7,500	\$ 5,800	18 %	\$ 3,000
Automobile/Transportation	800 – 8,000	5,500		
Commercial Banking	3,500 – 12,000	5,500		
Consulting	450 – 9,500	8,000	30	5,000
Diversified Financial Services	1,000 – 7,800	5,500	8	
Energy	1,750 – 6,900	5,500	53	1,000
Health Care	800 – 9,000	5,825	18	4,000
High Tech	500 – 8,400	6,000	11	3,000
Investment Banking/Brokerage	900 – 10,000	7,000	8	1,750
Investment Management	1,400 – 14,000	6,000		
Manufacturing	500 – 7,400	5,200		
Media and Entertainment	1,300 – 6,750	3,200		
Private Equity: VC/LBO	600 – 10,833	5,500	4	
Public Interest	400 – 5,200	3,300	6	
Real Estate	1,000 – 5,500	3,500		

COMPENSATION BY FUNCTION	Annual Salary Range	Salary Median	Sign-on Bonus Percent*	Sign-on Bonus Median
Consulting	\$ 450 – 9,500	\$ 8,000	29 %	\$ 3,930
Finance: Corporate	400 – 14,000	6,000	5	1,100
Finance: Professional Services	1,000 – 10,000	7,000	9	1,750
Health Care Management/Services	2,800 – 7,100	5,750	0	
Management	1,500 – 7,800	5,190	4	
Marketing	500 – 8,400	5,700	12	4,000
Real Estate	1,000 – 7,100	5,500	0	
Strategic Planning	800 – 12,000	5,500	21	3,000

LOCATION CHOICES AND COMPENSATION	Percent	Monthly Salary Range	Salary Median	Bonus Median
United States of America	73.6 %	\$ 450 – 14,000	\$ 6,400	\$ 3,000
Northeast	40.7	1,000 – 14,000	7,000	3,000
Boston	3.6	2,000 – 10,833	6,600	5,000
New York City	26.1	1,000 – 14,000	7,000	3,000
Mid-Atlantic	15.4	450 – 8,500	5,500	3,000
Baltimore	0.2			
Philadelphia	8.3	500 – 8,500	5,500	3,000
Washington, DC	2.6	1,800 – 8,500	5,500	3,000
Wilmington	0.5			
South	2.2	3,600 – 9,500	6,283	2,500
Atlanta	0.8			
Charlotte	0.3			
Miami	0.3			
Midwest	5.6	2,000 – 8,500	6,000	4,000
Chicago	1.4	2,000 – 8,500	7,350	5,000
Cincinnati	0.1			
Cleveland	0.3			
Detroit	0.8			
Minneapolis/St. Paul	1.2	3,250 – 7,100	5,800	
St. Louis	0.1			
Southwest	2.3	2,550 – 10,083	6,000	1,750
Dallas/Fort Worth	1.0	2,800 – 8,500	6,000	2,875
Houston	0.8			
West	7.4	2,000 – 8,667	6,000	3,000
Los Angeles	2.0	2,000 – 8,667	7,083	3,000
Salt Lake City	0.3			
San Francisco	2.2	2,166 – 8,000	5,500	2,000
San Diego	0.1			
Seattle	0.8			
Silicon Valley	0.5			
International	20.7 %	400 – 20,000	6,000	1,200
Canada	0.1			
Latin America	2.9	400 – 9,000	3,000	3,000
Africa	0.1			
Europe	8.3	600 – 10,875	6,000	3,000
Western Europe	8.1	600 – 10,875	6,050	3,000
Eastern Europe	0.8			
Asia	7.9	400 – 10,000	6,000	800
Middle East	0.1			
No Location Specified	5.7 %	2,500 – 6,500	4,500	

OFFER SOURCES

On-Campus Recruiting Services	47.0 %
Direct Contact with Company	24.1
Return to Pre-Wharton Employer	6.4
MBA Job Board	5.6
Wharton Alumni Contact	5.7
Trek	1.4
Not Specified	7.2
Other (includes Search Firms, Career Fairs, and other sources under 1%)	2.1

* Percentage of students who report sign-on bonuses of those who reported salary within a particular industry.

Employers 2002

"I have been very pleased with our relationship with MBA Career Management. We have had great relationship management and enjoyed working with caring staff who do their best to create connections between Eli Lilly and interested MBA students."

—Jon Northrup, Eli Lilly



Career Treks

Wharton takes the show on the road with Career Treks, a mobile recruiting effort. More than 800 MBA candidates have participated, taking on-site tours and meeting upper-level management and human resources representatives at hundreds of companies in the U.S. and abroad.

The following employers made offers to Wharton graduates and summer interns in 2002. Companies listed in bold hired three or more students from the Classes of 2002 and 2003.

3C Capital
3i
3M
A.T. Kearney, Inc.
ABN AMRO
Accenture
Adcore
AdvancePCS
Advantage3D, LLC
Advest Group
AES Corp.
AIG Global Investment Corp.
AIG Life Companies (U.S.), The
Alcoa, Inc.
Allianz Versicherungs-AG
Amazon.com, Inc.
AmBev
Amerada
American Airlines, Inc.
American Century Investments
American Electric Power
American Express Co.
American International Group, Inc.
American Management Systems
American Red Cross
American Registry
American Transportation Group
Amgen, Inc.
AMVESCAP PLC
Amy Biehl Foundation
Analytical Graphics
Analysis Group/Economics
Antigenics
AOL Time Warner, Inc.
Apax Partners & Co.
Apollo Advisors
Apple Computer, Inc.
Arista Records
Arthur D. Little
ArvinMeritor
Asahi Glass Co., Ltd
Asian Development Bank
ASM Resources, Inc.
Aspen Technology, Inc.
AstraZeneca
Atlantic Realty
AvalonBay Communities
Bain & Co.
Bain Capital
Bain Consulting
Banc of America Securities
BancBoston Capital
Banco Bilbao Vizcaya Argentaria
Banco de Credito del Peru
Banco Itau SA
Banco Popular
Bank of America
Bank of Tokyo-Mitsubishi, Ltd.

BankBoston, Latin America
Barclays Capital
Bariston Partners
Batteries and Bands
Baxter Healthcare, Inc.
Bay Harbour Management
BCP Securities, LLC
BEA Systems, Inc.
Bear, Stearns & Co. Inc.
Bechtel Enterprises, Inc.
Becton Dickinson
Bentley Systems, Inc.
Bertelsmann, Inc.
BET Investments
Bethlehem Steel Corp.
BinOptics Corp.
Blackbaud
Blackstone Group
BluePrint China
BMO Nesbitt Burns
BMW
BNP Paribas
Boenning & Scattergood, Inc.
Booz Allen Hamilton
Booz Allen Hamilton International (U.K.), Ltd.
Booz Allen Hamilton
Boral Industries Inc
Boston Consulting Group
Bouygues Telecom
BP Amoco p.l.c.
Brandywine Asset Management
Brasil Telecom
Braun Consulting
Bridge Pet Insurance
Bristol-Myers Squibb Co.
Broadlane
Brookside Capital
BTG USA, Inc.
C&H Sugar
C.E. Unterberg, Towbin
Camargo Correa S.A.
Campbell Soup Co.
Capital One
Capitol Health Partners, LP
Care Capital
CareKey
Carlson Capital
Carlyle Group
Casella
Catch 23 Entertainment
CBCA Inc.
Cendant Corp.
Cerner Corp.
CFAR (Center for Applied Research)
Chatham Financial
Chelsea Property Group
Cherokee Investment Partners, LLC
ChevronTexaco
Chicago Trading Co.
Children's Hospital of Philadelphia
Children's Medical Center of Dallas
China International Economic Consultants
Chiquita Brands
CIBC Capital Partners
CIBC World Markets
CIGNA Corp.
CIGNA Healthcare

CII
Citadel Investment Group, LLC
Citigroup
City of Philadelphia
Clear Channel Entertainment
Clinton Group, Inc.
Clorox Co.
Coca-Cola Co., The
Colden Capital Management
Colgate-Palmolive Co.
Collinson Howe & Lennox
Colony Capital
Comcast Corp.
Comet Skateboards
Commerce One, Inc.
Community Technology Alliance
Community Wealth Ventures, Inc.
Conestoga Capital
Copamex
Cornerstone Research
Corning, Inc.
Crane Communications
Credit Suisse First Boston Corp.
Crimson Ventures
Crown Cork & Seal
Cummins Engine
DaimlerChrysler Corp.
Danzas Management, Ltd./ Deutsche Post
Darby Overseas Investments, Ltd.
Datascope Corp.
Davidson Capital Management
Davidson Kempner Partners
Delaware Investments
Dell Computer Corp.
Deloitte & Touche Corp.
Deloitte Consulting
Deloitte Touche, Tohmatsu International
Deutsche Bank AG
Diageo
DiamondCluster International
DIC Entertainment
Diginexus
Digital Bridges
Discovery Communications, Inc.
Disney Consumer Products
DoubleClick, Inc.
Dow Chemical Co.
Downtown Associates, Inc.
DragonTech Ventures
Dresdner Kleinwort Wasserstein
Dreyfus Corp.
Duke Energy Corp.
DuPont Protein Technologies
Dynamicsoft
E.I. DuPont de Nemours & Co., Inc.
Easton Associates
Economic Inventions, Inc.
Educational Directories Unlimited, Inc.
EduSystems
El Paso Corp.
Eli Lilly and Co.
Empire BCBS
Endeavor Initiative, Inc.
Endesa
Enron Corp.
Equity Office Properties Trust
Ernst & Young, LLP

ESPN
Estee Lauder Companies, Inc.
Eureka Growth Capital
Exelon Corp.
Export-Import Bank of the United States
ExxonMobil Corp.
F&C Asset Management
Facilitate.com
Fannie Mae
Farmington Engineering, Inc.
Federal Reserve Bank of New York
Fidelity Capital
Fidelity Investments Co.
Fidelity Management & Research Co.
Financial Technology Partners, LLC
First Union Corp.
First Union Securities
First USA
Flagship Ventures
Ford Motor Co.
ForestEthics
Formica Corp.
Foster Chamberlain, LLC
Frick Collection, The
Friedman, Billings, Ramsey & Co., Inc.
Gabelli Asset Management, Inc.
Galileo International
GE Capital
GE Equity
GE Medical Systems
Genentech, Inc.
General Electric Co.
General Mills
General Motors Corp.
Genome Therapeutics Corp.
Gensler
Genzyme Corp.
George Weiss Associates
Gillette Co.
Giuliani Partners
GlaxoSmithKline Corp.
Goldman, Sachs & Co.
Goldstein Capital Corp.
Golub Associates
Gordian Group, L.P.
Gotham Capital
Graham Partners, Inc.
Grainger
Grand Expeditions
Greater Philadelphia Urban Affairs Coalition
Greenwich Capital Markets, Inc.
Grupo IMSA
Grupo Saude e Vida
Guardsmark, Inc.
Guidant Corp.
Harlingwood Equity Partners
Harvard University
HCA Healthcare
HCL Tech
Healthon/WebMD Corp.
Hewlett-Packard Co.
HOPE Worldwide
Hospital of The University of Pennsylvania
Houstons, Inc.
Hua Nan Financial Holding

Humana, Inc.
IBM Corp.
IBM Strategy & Change
ICICI Venture
Icon Group LLC, The
IGINE
ImClone Systems
IMG
In Demand
Infinity Capital
Infinity Pharma
ING Direct
Ingersoll Rand - Torrington Co.
Inovamed
Institute for Private Investors
Integral Molecular
Intel Corp.
Intelsat
Interactive Business Systems, Inc.
International Finance Corp.
International Labor Rights Fund (ILRF)
Investec PMG Capital
Ipsum Networks
Irwin Financial
Ise Las Americas
Island ECN
Ispat International N.V.
ITOCHU Corp.
J Records
J&W Seligman & Co., Inc.
J.P. Morgan Chase & Co.
J.P. Morgan Partners
James Hardie
Janney Montgomery Scott, Inc.
JBG Companies
John W. Bristol & Co.
Johnson & Johnson
Johnson Controls
Karsch Capital Management
Korea Economic Daily Online (Hankyung.com)
KPMG Consulting
Kraft Foods, Inc.
Kravco Co.
Lazard
Leadership for Quality Education
Legg Mason Wood Walker, Inc.
Lehman Brothers
Leica Geosystems
LEK Consulting
LeMaitre Vascular
Lexicon Genetics
Lexis-Nexis
Liberties Realty
Liberty Property Trust
Lightyear Capital
Limited, Inc., The
Linguagen Corp.
LiquidHub, Inc.
Lone Star Fund
Loomis, Sayles & Co. L.P.
L'Oreal
Loudeye
Lubert-Adler Management
Lucent Technologies
Luminus Management
Lupin Limited
LVMH Moet Hennessy Louis Vuitton

TOP FULL-TIME HIRERS

McKinsey & Co.	24
Bain & Co.	20
Deloitte Consulting	19
Johnson & Johnson	19
Boston Consulting Group	15
Goldman, Sachs & Co.	14
UBS Warburg	13
Merrill Lynch & Co., Inc.	12
Deutsche Bank AG	12
Morgan Stanley	11
J.P. Morgan Chase & Co.	10
A.T. Kearney, Inc.	10
Credit Suisse First Boston Corp.	10
Salomon Smith Barney	10
Lehman Brothers	8
Accenture	7
Diageo	7
Siebel Systems, Inc.	6
Alcoa, Inc.	5
Citigroup	5
Eli Lilly and Co.	5
General Motors Corp.	5
Microsoft Corp.	5

TOP SUMMER INTERNS HIRERS

Goldman, Sachs & Co.	30
Merrill Lynch & Co., Inc.	28
Bain & Co.	20
Credit Suisse First Boston Corp.	19
Morgan Stanley	18
UBS Warburg	18
Johnson & Johnson	17
Lehman Brothers	17
McKinsey & Co.	16
J.P. Morgan Chase & Co.	15
Deloitte Consulting	13
Boston Consulting Group	11
American Express Co.	10
Mercer Management Consulting	10
Citigroup	9
Diageo	9
Booz Allen Hamilton	7
Banc of America Securities	6
Eli Lilly and Co.	6
Salomon Smith Barney	6
Deutsche Bank AG	5
Exelon Corp.	5
Ford Motor Co.	5
Microsoft Corp.	5

M&T Bank
 Marakon Associates
 Marsh, Inc.
 Masisa S.A.
MBNA America Bank, N.A.
 MCA Solutions
 McGraw Hill Companies, Inc., The
McKinsey & Co.
 Medical Broadcasting Co.
Medtronic, Inc.
 Mellon Ventures, Inc.
 Mercator Partners
Mercedes-Benz USA
Mercer Management Consulting
Merck & Co., Inc.
 Merck Vaccine Division
 Merck-Medco
 Mercury Interactive
Merrill Lynch & Co., Inc.
 Metrologic Instruments, Inc.
 Metropolitan West Financial
 MFS Investment Management
Microsoft Corp.
 Midtown Capital Partners
 Midtown Capital Research
 Millennium Technology Ventures
 Ministry of Economy, Trade and Industry
 Misung Industrial Development Co.
 MITRE Corp.
 Mitsubishi Group
 MMC Capital
 Mobile Internet Capital, Inc.
 Mobile123
 Modern Africa
 Moh and Associates, Inc.
Monitor Group
 Moore Capital Management
 Morgan Lewis
Morgan Stanley
 Nanotecnica, Inc.
 National Bank Financial
 National Bank of Kuwait
 National Building Museum
 National Geographic Society
 National Kidney Foundation of Singapore
 National Parks Conservation Association
 National Starch and Chemical
 NCH Capital
 Nestle USA, Inc.
 Network for Instructional TV, Inc.
 New York City Health and Hospitals Corp.
 New York Life Insurance Co.
 New York Times Co., The
 NewMargin Venture Capital
 News Corp.
 Nextel Communications, Inc.
 Nexus Group
 Nplatform
 Nightwatch Capital
 Nike, Inc.
 NJTC Venture Fund
 Nomura Securities Co., Ltd.
 Novo Nordisk
 Novoe Sodruzhestvo

nPlatform
 NTT Communications Corp.
 Oaktree Capital Management
 O'Melveny Consulting, LLC
 Oppenheimer Capital
 ORIX USA
 Outcome Sciences
 Overseas Private Investment Corp.
 PA Early Stage Capital
 PaineWebber, Inc.
 Palisade Capital
 Panasonic Ventures
 Parallax Capital Management
 PathLab, Inc.
 Patronis Group, The
 Penn Real Estate Group
 Pennsylvania Real Estate Investment Trust
 Pepsi Cola
 Perseus-Soros Biopharmaceutical Fund
 Petroleum Finance Co.
 Petroleum Geo-Services
 Pew Charitable Trusts, The
Pfizer, Inc.
PG&E Corp.
 Pharmapark
Philadelphia International Advisors, LP
 Philadelphia Management
 Philadelphia Museum of Art
 Philip Morris International, Inc.
 PIMCO
 Pinnacle International Management, LLC
 PNC Bank Corp.
PPG Industries, Inc.
 PREIT- Rubin, Inc.
 PricewaterhouseCoopers
 Princeton Review, The
 Procter & Gamble Co.
 Profit Fund
Progressive Corp.
 Proton Energy
 PSEG
Putnam Investments
 Raymond James Financial, Inc.
 Raytheon Commercial Ventures, Inc.
 RBC Capital Markets
 RCG Longview
 Real Ale Brewery
 RealNetworks
 Reckitt
 Recoton Corp.
 Recouro
 Refinery
Reliant Energy, Inc.
 Reno & Cavanaugh
 Rezmar Corp.
 RH Capital, LLC
 Ripplewood Holdings
 Robert Half International
 Robertson Stephens
 Robinson-Humphrey Co., Inc.
 Rockwell Automation
Rohm and Haas
 Roland Berger
 Roly International Holdings, Ltd.
 Rothschild
 Rue Insurance
 Safeco Financial Products, Inc.

Safeguard International
Salomon Smith Barney
 Salomon Smith Barney HK, Ltd.
 Samsung Corp.
 Samsung Global Strategist Group
 Samsung Securities
 San Fernando
 Schering-Plough Corp.
 Schlumberger, Ltd.
 Schroder
 Scowcroft Group, The
 SEI Investments
 Seminis, Inc.
 SG Cowen
 SG Securities
 Shinsei Bank
Siebel Systems, Inc.
SK Group
 Small Enterprise Assistance Funds
 Sorenson Media
 Soros Private Equity Partners
 Soros Real Estate Partners
 SOS / Rolls Management
 Speechworks
 Sprint
 Stan Johnson Co.
 Standard & Poor's
 State Street Research
 STIC IT Venture Capital
 Strand Partners
 Strategic Investment
 Stratus Investimentos
 Striker Investment, LLP
 Structural GenomiX
Sumitomo Corp.
 Sumitomo Electric Industries, Ltd.
 Sumitomo Mitsui Banking Corp.
 Sun Microsystems, Inc.
 Sunoco, Inc.
 Sunrise Assisted Living
T. Rowe Price Associates
 Telemar
 Tenet Health System
 TenX Capital Partners
 Texas Pacific Group, The
 Textron
 TIBCO Software, Inc.
 Tiedemann Investment Group
 Tiger Management, LLC
 TIM Peru
 Tishman Speyer Properties
 Tokio Marine & Fire
 Toyota Motor Manufacturing of North America
 Toys "R" Us, Inc.
 Tribeca Group
 Triveni Group
 Trizetto
 TSI Telecommunication Services
 TVT Records
 Twentieth Century Fox Film Corp.
 Tyco Capital
 Tyndall Management
 Tzora
 U.S. Army Aviation & Missile Command
U.S. Bancorp Piper Jaffrey
 U.S. Navy
UBS Warburg

Uniao de Bancos Brasileiros (Unibanco)
Unilever
UnitedHealth Group
 Universal Studios, Inc.
 University of Pennsylvania Veterinary School
 Univision Communications, Inc.
 Udata Venture Partners
 US Office of Management and Budget (OMB)
 Valley Hospital, The
 Vanguard Group, The
 Veterans Hospital Administration
 Violy, Byorum & Partners, LLC
 Vornado Realty Trust
 Warner Bros.
 webMethods, Inc
 Wellington Management Co, LLP
 Wells Fargo Services & Co.
 Westfield Capital
Wharton School, The
 Wharton Small Business Development Center
 Whitney Museum of American Art
 Wireless Generation
 World Bank
 World Wildlife Fund
 WP Commercial
 Wyeth Pharmaceuticals
 Wyeth-Ayerst
 Xerox PARC
 XL Capital Investment Partners
 Yahoo!
 Zagat Survey, LLP
 ZS Associates
 Z-Tel Communications, Inc.



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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 at the time they are reported.

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

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MBA Career Management

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