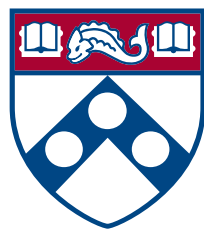


# MBA CAREER REPORT 2005



**Wharton**  
UNIVERSITY of PENNSYLVANIA

WHARTON was the first collegiate business school in 1881, and that spirit of innovation still drives us today. Our world-renowned professors create the new ideas that become the building blocks of every global industry. We are always in the forefront of business education, with the broadest range of degree programs and educational resources for more than a half million students and executives in 189 countries. Through our ongoing engagement with leading companies and policy-makers, we are able to bridge the gap between research and practice and set the intellectual agenda for business practice and public policy around the world.



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I AM PLEASED TO PRESENT THE 2005 WHARTON SCHOOL MBA CAREER REPORT and to invite you to recruit the finest MBA talent for your organization. Wharton offers you the opportunity to meet outstanding men and women who possess the knowledge, skills and passion to lead your organization and surpass your competition.

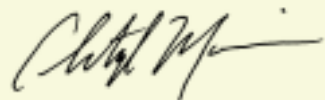
We know that throughout their careers, our students will face business challenges we cannot even begin to foresee today. That's why we've designed our MBA program so that our students not only learn the best practices of today, but also gain the skills and analytical tools that will enable them to be the authors of the best practices of tomorrow.

Wharton's academic program is based on our deep engagement with leading companies and global policy-makers. Our faculty work in close partnership with those who are at the leading edge of business practice and those who shape the policies that affect business and economic growth. This engagement creates a unique environment where new ideas are formed in the context of real-world, real-time issues. Our students gain hands-on practice applying knowledge, utilizing analytical skills, and developing leadership capabilities through experiential learning simulations, field programs, and extensive co-curricular activities.

This report profiles the backgrounds and career choices of the graduated Class of 2005 and the Class of 2006. It provides important information on how to access Wharton MBA talent so that you can begin to prepare your recruiting strategy for full-time and summer internship positions this year. Through our office, you can also access students from our MBA for Executives Program, which is offered in Philadelphia and San Francisco, as well as Wharton alumni for mid-career and senior management talent.

The staff of the Wharton MBA Career Management office is organized by industry expertise to give you the most direct and specialized service. We are here to assist you in learning about the qualifications of this year's students and maximizing your recruiting activities. Please feel free to contact us at any time. We look forward to working with you this year.

Sincerely,



Christopher Morris, *Director, MBA Career Management*



# The Wharton Difference

## 1. Immediate Value

Wharton MBA students have the analytical skills, strategic thinking, and breadth of knowledge to hit the ground running in any industry. As a measure of their satisfaction, businesses that hire Wharton MBAs in one part of their organization often return in future years to hire in additional areas.

## 2. Wide-Ranging Talent

The diversity of Wharton students — in their varied backgrounds, work experiences, and fields of expertise — gives you more opportunities to find just the right match for your company. Many of our MBA students are international, offering a rich perspective to U.S.-based companies, especially those expanding around the world or into new and developing markets.

## 3. Flexible Recruiting Services

On-campus recruiting is just one way to hire at Wharton. Many companies find excellent candidates through our convenient and widely-used MBA Job Board. Others use the Wharton Resume Book to search for individual students by background.

## 4. Innovative Career Programs

Companies can meet potential hires through such distinctive Wharton programs as the Global Immersion Program, Field Application Project, and Global Consulting Practicum courses. Wharton also offers annual Career Treks, which introduce students to opportunities at more than 150 companies in nearly two dozen cities around the world.

## 5. Internship Opportunities

Hiring an intern can be a great way to get to know Wharton's student pool and recruiting services, especially for a company new to Wharton. A business that hires a Wharton intern often hires him or her on a full-time basis and then returns to Wharton to fill its needs in other areas.

*Look for the employer perspectives in which L'Oréal, Hines, Microsoft, and Citigroup share their experiences of the Wharton difference.*



# Recruiting at Wharton

As you begin to plan your recruiting strategy, please contact your Recruiting Relationship Manager, who can assist in fulfilling your hiring needs. Below are a variety of resources to help your company develop a recruiting strategy and link to Wharton talent for full-time, summer, and advanced-level positions. More details can be found in the Employer section of our website at «<http://mbacareers.wharton.upenn.edu>».

## **Fast, easy, and cost-effective ways to recruit Wharton talent.**

### **MBA Job Board — Students and Alumni**

The MBA Job Board is a free, on-line job posting resource that allows employers to advertise open positions to current MBA students and alumni. You will receive resumes immediately after you post a position.

### **Resume Drop**

The Resume Drop option allows you to remotely post a position to current students. Contact your Recruiting Relationship Manager, who can walk you through the process.

### **Resume Book**

The Wharton MBA Resume Book is a very convenient way to access summer and full-time candidates. Our resume books contain more than 1,600 talented and qualified MBA candidates representing a diverse mix of backgrounds and experience. Order the resume book on the Employer section of our website and receive a web-based searchable resume database.

## **Develop a campus presence.**

### **Employer Presentation**

Hosting an employer presentation is an excellent way to create visibility and presence at Wharton while providing students with a general overview of your organization. To schedule an employer presentation, please contact your Recruiting Relationship Manager for available dates and times.

### **On-Campus Recruiting**

MBA Career Management is happy to help your company schedule an on-campus recruiting visit. This recruiting option allows you to post a position, collect resumes, and select candidates to interview on campus. Please contact your Recruiting Relationship Manager, who will be happy to walk you through the process.

## **Meet Wharton students without coming to campus.**

### **Career Trek Program**

The Wharton Career Treks are a location-specific program in which students attend pre-arranged information sessions hosted by a variety of companies in diverse industries. As an employer, your 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.

### **Video Conferencing**

Interview students without leaving your company site! The MBA Career Management Office has the capability to facilitate ISDN or IP video interviewing if you are not able to make the trip to campus. Please contact your Recruiting Relationship Manager for details.

## About the Wharton MBA

The Wharton MBA student body includes nearly 1,600 full-time MBA students and 400 MBA for Executive students at our Philadelphia and San Francisco campuses. Our faculty includes more than 250 of the world's leading experts in 11 academic disciplines and many subspecialties. This critical mass of talented, engaged scholars creates a unique MBA program, distinguished by the most rigorous core curriculum of any business school. In addition to solid foundational knowledge, Wharton MBA students gain mastery in particular business disciplines through the school's 18 major areas of study. Hands-on experience in both leadership and teamwork cultivates the students' own professional approach and rounds out the academic program.

# Class of 2005

## CLASS PROFILE

### Students

	Number	Percent
Total Number of Graduates	743	100
Students Seeking Employment	671	90
Students Not Seeking Employment	41	6
Continuing Education	5	<1
Company Sponsored (Returning to Company)	23	3
Self-Employed/Starting Own Business	9	1
Postponed Job Search	5	<1
Students Not Responding to Survey	31	4

### Demographics\*

	Number	Percent
Total Enrolled	799	100
Male	534	67
Female	265	33
US Minority Students	251	31
International	240	30
US Permanent Residents	71	9
Full-Time Work Experience	791	99
Average Work Experience	7 years	
Average Age	29 years	

### Employment\*\*

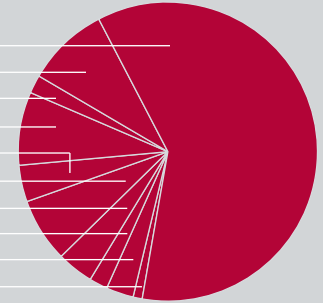
	Number	Percent
Students Seeking Employment	671	100
Students Reporting Job Offers	629	94
Students Reporting Job Acceptances	624	93

\*Demographics are based on matriculated student data.

\*\*As of September 1, 2005.

### Geographic Origin

Country of Citizenship	Percent
United States	61%
US Permanent Residents	9%
Africa	2%
Asia	8%
Asia Subcontinent*	4%
Europe	7%
Latin America	4%
Middle East	2%
North America (not including US)	3%
Oceania	1%



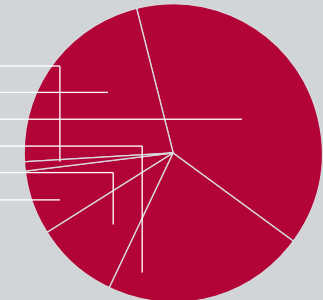
### Undergraduate Major

Liberal Arts & Sciences	24%
Engineering	23%
Business & Economics	43%
Social Sciences	13%



### Length of Pre-Wharton

Work Experience	Percent
2 or fewer years	1%
3-4 years	22%
5-6 years	39%
7-8 years	22%
9-10 years	9%
Over 10 years	7%



\*Asia subcontinent includes Afghanistan, Bangladesh, India, Maldives, Nepal, Pakistan and Sri Lanka.

## EMPLOYER PERSPECTIVE

“When L’ORÉAL decided to expand its MBA recruitment efforts, we put Wharton at the top of our list of sources for talent. Our challenge was to find the right ways to expose the overall strength of the L’Oréal Group worldwide and to showcase our career opportunities. To do this, we used a multi-faceted approach involving faculty, student organizations and conferences, and of course, the career management team.

The key to our success at Wharton has been constant, but varied, engagement. As the Platinum Sponsor of the Marketing Conference last year, we were able to reach many students and alumni through the keynote speech by L’Oréal CEO Jean-Paul Agon. We have also invited small groups of students to our offices in both New York and Paris. And there is no substitute for getting into the classroom. Being able to present our successes and business issues helps us highlight our strong position in the marketplace, and through our business game and the E-Strat challenge, students have been exposed to the reality of the beauty industry while interacting with key recruitment professionals.”

— DAVID GREENBERG, Senior Vice-President, L’Oréal USA



ANTOINETTE GRAEFIN  
ZU ELTZ, WG'05

Major: Operations  
Management

Hometown: Frankfurt,  
Germany

Previous Education: BA in  
Biology, Swarthmore College,  
Phi Beta Kappa

Work History: 2-3 years,  
derivatives trader in  
Frankfurt, Germany, for Botta  
Derivatives Trading GmbH

Current Employment: Executive  
assistant to the CEO of  
Allianz Global Investors in  
Munich, Germany

## GRADUATE EMPLOYMENT

INDUSTRY CHOICES			FUNCTION CHOICES		
	Number	Percent		Number	Percent
<b>Consulting</b>	<b>163</b>	<b>26.1</b>	Consulting/Strategy	182	29.1
<b>Consumer Goods and Retail</b>	<b>35</b>	<b>5.6</b>	Corporate Finance/Mergers & Acquisitions	139	22.5
Advertising & Public Relations	3	0.5	Entrepreneurial Management	6	1.0
Consumer Products	11	1.8	General/Project Mgmt/Mgmt	49	7.9
Food, Beverage & Tobacco	10	1.6	Investment Mgmt/Portfolio Mgmt	74	11.9
Retail	10	1.6	Operations/Production Mgmt	5	0.8
<b>Energy</b>	<b>5</b>	<b>0.8</b>	Product Development/Structuring	4	0.6
<b>Financial Services</b>	<b>273</b>	<b>43.8</b>	Product/Brand Marketing	52	8.4
Diversified Financial Services	29	4.7	Research	20	3.2
Hedge Funds/Other Investments	30	4.8	Risk Management	3	0.5
Insurance	2	0.3	Sales	16	2.6
Investment Banking/Brokerage	139	22.2	Trading	13	2.1
Investment Management	26	4.2	Other Functions*	56	8.9
Private Equity/VC/Buyouts/Other	47	7.6			
<b>Health Care</b>	<b>42</b>	<b>6.7</b>	*Other functions include Control/Accounting and those functions not listed by respondents.		
Health Care Services	7	1.1			
Medical Devices	12	1.9			
Pharmaceuticals/Biotechnology	18	2.9			
Providers/Insurers	5	0.8			
<b>Manufacturing</b>	<b>15</b>	<b>2.4</b>			
Automotive	3	0.5			
Chemicals	3	0.5			
Diversified Manufacturing	6	1.0			
Mining, Materials & Construction	2	0.3			
<b>Media and Entertainment</b>	<b>12</b>	<b>1.9</b>			
Hospitality & Tourism/Leisure	2	0.3			
Media	10	1.6			
<b>Professional Services</b>	<b>5</b>	<b>0.8</b>			
<b>Public Interest</b>	<b>7</b>	<b>1.1</b>			
Government/Military	3	0.5			
Public Interest/Non-Profit	3	0.5			
<b>Real Estate</b>	<b>22</b>	<b>3.5</b>			
<b>Technology Industries</b>	<b>38</b>	<b>6.1</b>			
Computer Hardware	3	0.5			
Computer Software & Services	18	2.9			
Electronics & Misc. Technology	4	0.6			
Internet Services	8	1.3			
Telecommunications/Wireless	5	0.8			
<b>Not Specified</b>	<b>2</b>	<b>0.3</b>			

# Class of 2005

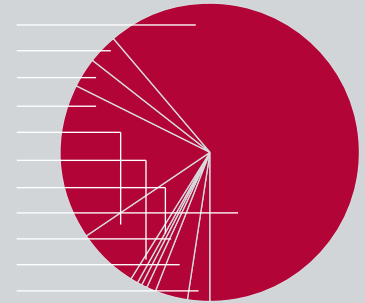
## TOTAL COMPENSATION

	Total Number	Percent	Range	Median
Annual Salary	608	100	\$30,000 - 330,000	\$100,000
Sign-on Bonus	436	71.7	3,000 - 140,000	20,000
Guaranteed Year-End Bonus	198	32.6	3,000 - 200,000	25,500
Relocation Expenses	363	59.7	750 - 50,000	10,000
Tuition Reimbursement	43	7.1	2,000 - 100,000	40,000
Other Compensation	95	15.6	1,200 - 100,000	14,000
<b>Total Compensation*</b>	<b>608</b>	<b>100</b>	<b>40,000 - 465,000</b>	<b>135,000</b>

\*Total compensation may include a respondent's base salary, plus the following types of compensation (when applicable): sign-on bonus, year-end bonus, relocation expenses, tuition reimbursement and other compensation.

### Offer Sources, Full-time Employment

On-Campus Recruiting Services	60.7
Job Board Posting	3.2
Wharton Alumni Contact	3.2
Personal Networking Connection	16.7
Return to Previous Employer	6.6
Executive Search Company	0.8
Career Fair	0.5
Trek Networking Connection	0.6
MBA Career Management Contact	1.0
Other*	3.5
Not Specified	2.4



\*Other includes Alma Mater Alumni Contact, Starting/Buying Own Business, Family Business and Other Sources under 0.5%.

## COMPENSATION BY INDUSTRY

	Annual Salary Range	Salary Median	Sign-on Bonus Percent*	Sign-on Bonus Median	Median Total Compensation
<b>Consulting</b>	<b>\$60,000 - 162,400</b>	<b>\$110,000</b>	<b>79</b>	<b>\$15,000</b>	<b>\$130,000</b>
<b>Consumer Goods and Retail</b>	<b>70,000 - 130,000</b>	<b>85,000</b>	<b>71</b>	<b>15,000</b>	<b>102,750</b>
Food, Beverage & Tobacco	82,000 - 98,500	85,000	90	20,000	114,500
Consumer Products	75,000 - 90,000	85,000	89	15,000	108,000
Retail	70,000 - 95,000	84,000	60	10,000	93,500
<b>Financial Services</b>	<b>45,000 - 330,000</b>	<b>95,000</b>	<b>68</b>	<b>30,000</b>	<b>135,000</b>
Investment Banking/Brokerage	60,000 - 125,000	95,000	85	30,000	135,000
Investment Management	65,000 - 140,000	108,000	52	20,000	140,000
Hedge Funds/Other Investments	80,000 - 200,000	107,500	43	30,000	155,000
Private Equity/VC/Buyouts/Other	45,000 - 330,000	111,500	39	20,000	164,000
Diversified Financial Services	50,000 - 130,000	90,000	72	25,000	125,000
<b>Media and Entertainment</b>	<b>40,000 - 119,000</b>	<b>90,000</b>	<b>58</b>	<b>10,000</b>	<b>104,500</b>
Media	72,000 - 119,000	90,000	67	7,500	105,000
<b>Health Care/Pharmaceuticals/Biotechnology</b>	<b>40,600 - 150,000</b>	<b>94,000</b>	<b>83</b>	<b>20,000</b>	<b>125,000</b>
Health Care Services	45,000 - 104,000	83,000	86	20,000	117,375
Medical Devices	60,000 - 143,000	97,000	83	17,500	137,500
Pharmaceuticals/Biotechnology	45,000 - 150,000	100,000	88	15,000	130,000
<b>Technology Industries</b>	<b>60,000 - 130,000</b>	<b>100,000</b>	<b>81</b>	<b>10,200</b>	<b>151,668</b>
Computer Software & Services	60,000 - 130,000	96,500	78	10,000	154,900
Internet Services	100,000 - 125,000	117,500	83	25,000	159,250
<b>Manufacturing**</b>	<b>30,000 - 120,000</b>	<b>90,000</b>	<b>79</b>	<b>18,500</b>	<b>111,240</b>
<b>Public Interest</b>	<b>53,000 - 142,000</b>	<b>70,000</b>	<b>29</b>	<b>30,000</b>	<b>80,000</b>
<b>Real Estate</b>	<b>90,000 - 135,000</b>	<b>100,000</b>	<b>59</b>	<b>20,000</b>	<b>138,750</b>

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

\*\*Manufacturing includes the Automotive, Aerospace & Defense, Agribusiness, Chemical, Diversified Manufacturing, Mining/Materials and Transportation sectors.

## EMPLOYER PERSPECTIVE

"HINES participates in the Wharton Real Estate Trek program hosting MBA students for site visits in our San Francisco office. We have found the students to possess superb tactical skills allowing them to make an immediate impact on our organization. At the same time, the students also possess a broad base of management skills necessary for long term success at Hines and in the real estate industry."

— HANNS LEE, *Project Manager, Hines*





SHAOWEI YING, WG'05

Major: Finance

Hometown: Singapore

Previous Education: Bachelor's in Engineering, University of London; MEng in Electrical Engineering, Imperial College of Science & Technology

Work History: 8 years, most recently as Deputy Director, Ministry of Law, Singapore Government

Current Employment: McKinsey & Company

**Top Industries Chosen for Full-Time Employment by International Students**

	Number Accepted	Percent of Respondents
Financial Services	77	44.0
Consulting	60	34.3
Technology Industries	10	5.7
Health Care	8	4.6
Consumer Products/Retail	7	4.0
Manufacturing	4	2.3
Real Estate	3	1.7
Professional Services	2	1.1

**COMPENSATION BY FUNCTION**

	Annual Salary Range	Salary Median	Sign-on Bonus Percent*	Sign-on Bonus Median	Median Total Compensation
Consulting/Strategy	\$40,000 - 135,000	\$110,000	76	\$15,000	\$130,000
Corporate Finance/Mergers & Acquisitions	50,000 - 150,000	95,000	85	30,000	135,000
Gen/Project Mgmt/Mgmt Dev/Rotational Prog	53,000 - 142,000	95,000	71	20,000	120,000
Investment Mgmt/Portfolio Mgmt	45,000 - 330,000	110,000	48	20,000	155,000
Product/Brand Marketing	45,000 - 143,000	85,000	81	15,000	116,188
Research	85,000 - 165,000	95,000	60	30,000	135,000
Sales	83,000 - 111,000	95,000	80	28,875	135,000
Trading	60,000 - 110,000	95,000	86	30,000	135,000

\*Percentage of respondents who reported sign-on bonuses of those who reported salary within a particular function.

**COMPENSATION BY LOCATION**

	Percent	Annual Salary Range	Salary Median	Sign-on Bonus Median	Median Total Compensation
<b>UNITED STATES OF AMERICA</b>	<b>83.3</b>	<b>\$40,600 - 330,000</b>	<b>\$98,250</b>	<b>\$20,000</b>	<b>\$135,000</b>
<b>Northeast</b>	<b>48.6</b>	<b>45,000 - 330,000</b>	<b>95,000</b>	<b>20,000</b>	<b>135,000</b>
Boston	4.3	45,000 - 125,000	105,000	15,000	135,000
New York City	36.1	60,000 - 330,000	95,000	30,000	135,000
<b>West</b>	<b>15.1</b>	<b>60,000 - 145,000</b>	<b>100,000</b>	<b>15,000</b>	<b>140,000</b>
Los Angeles	2.3	83,000 - 115,000	97,500	30,000	135,000
Seattle	2.3	60,000 - 113,500	92,750	10,000	156,100
San Francisco	6.4	60,000 - 130,000	110,000	15,000	135,000
Silicon Valley	2.1	103,000 - 145,000	115,000	15,000	140,000
<b>Mid-Atlantic</b>	<b>7.6</b>	<b>40,600 - 150,000</b>	<b>95,000</b>	<b>18,500</b>	<b>125,000</b>
Philadelphia	2.9	40,600 - 150,000	95,000	20,000	117,700
Washington, D.C.	2.6	75,000 - 138,000	100,000	15,000	125,000
<b>Midwest</b>	<b>4.2</b>	<b>70,000 - 200,000</b>	<b>90,000</b>	<b>15,000</b>	<b>126,500</b>
Chicago	1.8	70,000 - 200,000	110,000	15,000	130,000
<b>Southwest</b>	<b>4.2</b>	<b>78,000 - 165,000</b>	<b>100,000</b>	<b>15,000</b>	<b>135,000</b>
Dallas/Fort Worth	2.6	81,000 - 115,000	110,000	15,000	131,500
<b>South</b>	<b>2.9</b>	<b>75,000 - 115,000</b>	<b>110,000</b>	<b>15,000</b>	<b>132,500</b>
Atlanta	1.6	88,000 - 115,000	110,000	15,000	147,500
<b>INTERNATIONAL</b>	<b>15.6</b>	<b>30,000 - 150,000</b>	<b>100,000</b>	<b>20,000</b>	<b>138,000</b>
<b>Europe</b>	<b>7.6</b>	<b>53,000 - 150,000</b>	<b>108,650</b>	<b>21,050</b>	<b>151,500</b>
Western Europe	7.1	53,000 - 150,000	110,000	26,000	153,000
United Kingdom	4.8	85,000 - 150,000	110,500	30,000	154,900
London	4.5	95,000 - 150,000	110,500	30,000	154,900
<b>Asia</b>	<b>6.3</b>	<b>45,000 - 135,000</b>	<b>95,000</b>	<b>15,000</b>	<b>113,600</b>
Hong Kong	2.1	85,000 - 100,000	95,000	30,000	140,000
<b>Latin America</b>	<b>1.1</b>	<b>30,000 - 130,000</b>	<b>69,872</b>	<b>17,500</b>	<b>142,254</b>

# Class of 2006, Summer Employment

## CLASS PROFILE

### Students

	Number	Percent
Total Number in Class	830	100
Students Seeking Employment	801	90
Students Not Seeking Employment	24	3
Continuing Education	1	<1
Company Sponsored (Returning to Company)	2	<1
Company Sponsored (Taking Summer Off)	6	<1
Self-Employed/Starting Own Business	8	1
Postponed Job Search	7	<1
Students Not Responding to Survey	5	<1

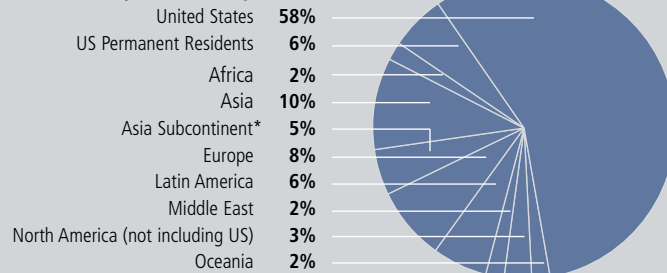
### Demographics

	Number	Percent
Total Enrolled	825	100
Male	556	67
Female	269	33
US Minority Students	222	27
International	295	36
US Permanent Residents	51	6
Full-Time Work Experience	818	99
Average Work Experience	6.2 years	
Average Age	28.2 years	

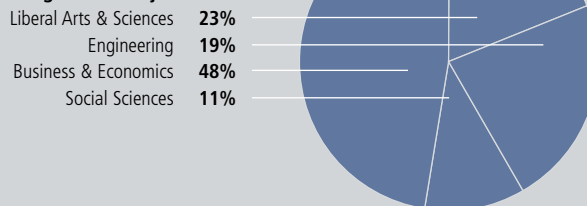
### Employment

	Number	Percent
Students Seeking Employment	801	100
Students Reporting Job Offers	789	99
Students Reporting Job Acceptances	796	98

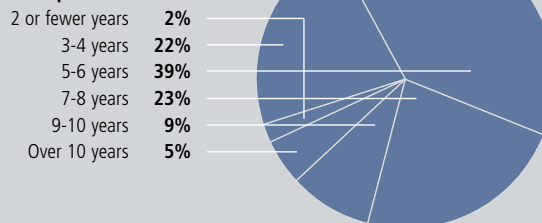
### Geographic Origin, Country of Citizenship



### Undergraduate Major



### Length of Pre-Wharton Work Experience



\*Asia subcontinent includes Afghanistan, Bangladesh, India, Maldives, Nepal, Pakistan and Sri Lanka.

## EMPLOYER PERSPECTIVE

“MICROSOFT values smart people who love to think big and are passionate about contributing to their teams, their partners, and their customers. We have found that Wharton MBAs join Microsoft with a strategic mind, strong customer vision and a passion for their discipline (whether it be marketing, finance, field, or corporate strategy and development).

Wharton MBAs embrace the challenges and opportunities inherent within Microsoft by working to achieve both individual and team excellence. We have found that Wharton MBAs have the courage to question assumptions and drive for results while demonstrating intellectual flexibility, respect for others, creativity, and imagination.”

— CATHY FARNEY, MBA Staffing Consultant, Microsoft



**JERRY PARKES, WG'06**

*Major:* Finance

*Hometown:* Accra, Ghana

*Previous Education:* MEng in Electronic Engineering, University of Manchester, England

*Work History:* 5 years work experience as a consultant with Accenture in London, England, and then a software engineer with Visteon in Dunton, England

*Internship:* Summer Associate, Media and Telecom Group, Investment Banking, Merrill Lynch

*Plans for After Graduation:* Pursue a career in financial services

## SUMMER EMPLOYMENT

INDUSTRY CHOICES			FUNCTION CHOICES		
	Number*	Percent		Number**	Percent
<b>Consulting</b>	<b>143</b>	<b>17.8</b>	Consulting/Strategy	216	26.9
<b>Consumer Goods and Retail</b>	<b>66</b>	<b>8.2</b>	Corporate Finance/Mergers & Acquisitions	194	24.1
Advertising & Public Relations	6	0.7	Entrepreneurial Management	7	0.9
Consumer Products	20	2.5	General/Project Mgmt/Mgmt	41	5.1
Food, Beverage & Tobacco	17	2.1	Investment Mgmt/Portfolio Mgmt	101	12.6
International Trade	3	0.4	Operations/Production Mgmt	16	2.0
Retail	20	2.5	Product Development/Structuring	12	1.5
<b>Energy</b>	<b>3</b>	<b>0.4</b>	Product/Brand Marketing	79	9.8
<b>Financial Services</b>	<b>379</b>	<b>47.0</b>	Research	24	3.0
Diversified Financial Services	48	5.9	Sales	10	1.2
Hedge Funds/Other Investments	26	3.2	Trading	28	3.5
Insurance	2	0.2	Other Functions***	76	9.4
Investment Banking/Brokerage	195	24.2			
Investment Management	51	6.3			
Private Equity/VC/Buyouts/Other	57	7.1			
<b>Health Care</b>	<b>61</b>	<b>7.6</b>			
Health Care Services	8	1.0			
Medical Devices	11	1.4			
Pharmaceuticals/Biotechnology	39	4.8			
Providers/Insurers	3	0.4			
<b>Manufacturing</b>	<b>24</b>	<b>3.0</b>			
Agribusiness	2	0.2			
Automotive	3	0.4			
Diversified Manufacturing	7	0.9			
Mining, Materials & Construction	3	0.4			
Transportation	7	0.9			
<b>Media and Entertainment</b>	<b>41</b>	<b>5.1</b>			
Hospitality & Tourism/Leisure	6	0.7			
Media	35	4.3			
<b>Professional Services</b>	<b>2</b>	<b>0.2</b>			
<b>Public Interest</b>	<b>18</b>	<b>2.2</b>			
Education	5	0.6			
Government/Military	3	0.4			
Public Interest/Non-Profit	10	1.2			
<b>Real Estate</b>	<b>29</b>	<b>3.6</b>			
<b>Technology Industries</b>	<b>41</b>	<b>5.1</b>			
Computer Hardware	3	0.4			
Computer Software & Services	16	2.0			
Electronics & Misc Technology	6	0.7			
Internet Services	9	1.1			
Telecommunications/Wireless	7	0.9			

\*Industry numbers total up to a number higher than the number of respondents reporting job acceptances because some respondents had more than one summer internship.

\*\*Function numbers total up to a number higher than the number of respondents reporting job acceptances because some respondents had more than one summer internship.

\*\*\*Other functions include Control/Accounting, Human Resource Management, Legal Services, Risk Management and some not listed by respondents.

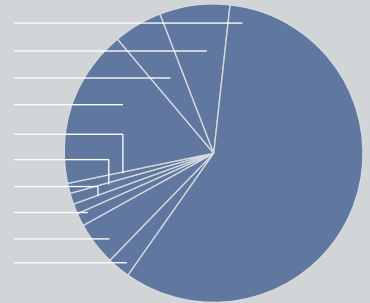
# Class of 2006, Summer Employment

## TOTAL COMPENSATION

	Total Number	Percent	Range	Median
Monthly Salary	728	100	\$500 -13,500	\$7,500
Sign-on Bonus	69	9.5	750 -11,500	2,500
Summer-end Bonus	12	1.7	500 - 7,500	2,500
Other Compensation	63	8.7	100 -10,000	2,000

## Offer Sources, Full-time Employment

On-Campus Recruiting Services	58.0
Job Board Posting	7.6
Wharton Alumni Contact	5.3
Personal Networking Connection	17.1
Return to Previous Employer	1.1
Career Fair	1.2
Trek Networking Connection	1.1
MBA Career Management Contact	1.4
Other*	4.7
Not Specified	2.5



\*Other includes Alma Mater Alumni Contact, Starting/Buying Own Business, Family Business and Other Sources under 0.5%.

## COMPENSATION BY INDUSTRY

	Monthly Salary Range	Salary Median	Sign-on Bonus Percent*	Summer-end Bonus Median
<b>Consulting</b>	<b>\$1,750 - 13,500</b>	<b>\$9,000</b>	<b>25</b>	<b>\$5,000</b>
<b>Consumer Goods and Retail</b>	<b>500 - 8,000</b>	<b>5,950</b>	<b>4</b>	<b>1,000</b>
Consumer Products	1,600 - 6,400	5,200	0	—
Food, Beverage & Tobacco	4,500 - 7,000	5,950	0	—
Retail	1,500 - 7,600	6,500	13	1,000
<b>Financial Services</b>	<b>1,400 - 13,285</b>	<b>7,916</b>	<b>6</b>	<b>1,750</b>
Diversified Financial Services	2,500 - 9,500	7,300	10	5,000
Hedge Funds/Other Investments	3,000 - 11,000	8,300	0	—
Investment Banking/Brokerage	2,000 - 12,000	7,917	7	1,750
Investment Management	1,500 - 10,000	7,500	9	1,875
Private Equity/VC/Buyouts/Other	1,400 - 13,285	5,673	0	—
<b>Media and Entertainment</b>	<b>1,000 - 6,760</b>	<b>5,500</b>	<b>3</b>	<b>2,000</b>
Media	1,000 - 6,760	5,250	0	—
<b>Health Care</b>	<b>2,000 - 7,667</b>	<b>5,900</b>	<b>12</b>	<b>2,000</b>
Medical Devices	3,000 - 7,667	6,000	9	1,500
Pharmaceuticals/Biotechnology	2,000 - 7,550	6,000	16	2,000
<b>Manufacturing**</b>	<b>2,000 - 7,500</b>	<b>5,900</b>	<b>5</b>	<b>1,800</b>
Public Interest	1,680 - 6,500	3,200	0	—
Public Interest/Non-Profit	2,000 - 6,000	3,200	0	—
<b>Real Estate</b>	<b>1,000 - 8,000</b>	<b>4,000</b>	<b>8</b>	<b>750</b>
<b>Technology Industries</b>	<b>3,500 - 8,000</b>	<b>6,250</b>	<b>0</b>	<b>—</b>
Computer Software & Services	3,800 - 8,000	6,250	0	—
Internet Services	5,500 - 7,500	6,700	0	—

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

\*\*Manufacturing includes the Automotive, Aerospace & Defense, Agribusiness, Chemical, Diversified Manufacturing, Mining/Materials and Transportation sectors.

## EMPLOYER PERSPECTIVE

“Wharton is one of our key Business School relationships — we successfully hire talent on campus for both our full-time and Summer MBA Programs each year. At CITIGROUP, we have many different businesses including our Global Consumer Group, Corporate and Investment Banking Businesses and our Global Wealth Management Businesses. One of the reasons our partnership with Wharton is so strong is because their students are interested in and qualified for opportunities across our many businesses.”

— Rachel Gwynne, School Relationship Manager, Citigroup College Relations



MARIA SILVON, WG'06

Major: Marketing

Hometown: Baltimore, MD

Previous Education: BS in Business Administration, University of Richmond, VA

Work History: 5 years, most recently in marketing and sales for Subaru of America, Inc.

Internship: Associate Marketing Manager, General Mills

Plans after Graduation: Brand management for a consumer packaged goods firm

**Top Industries Chosen for Summer Employment by International Students**

	Number Accepted	Percent of Respondents
Financial Services	150	54.0
Consulting	68	24.5
Technology Industries	15	5.4
Consumer Products/Retail	12	4.3
Health Care	12	4.3
Media & Entertainment	10	3.6
Manufacturing	9	3.2
Real Estate	4	1.4

**COMPENSATION BY FUNCTION**

	Monthly Salary Range Perdant*	Salary Median	Sign-on Bonus	Summer-end Bonus
Consulting/Strategy	\$1,250 - 13,500	\$8,500	19	\$5,000
Corporate Finance/Mergers & Acquisitions	1,000 - 12,000	7,916	4	1,900
Gen/Project Mgmt/Mgmt Dev/Rotational Programs	1,600 - 8,000	6,000	10	1,125
Investment Mgmt/Portfolio Mgmt	1,500 - 13,285	7,916	3	1,750
Operations/Production Mgmt	3,200 - 8,500	6,000	20	2,000
Other Function Not Listed	1,500 - 10,000	6,000	5	1,750
Product Development/Structuring	3,000 - 7,917	6,500	0	–
Product/Brand Marketing	500 - 7,667	5,780	7	2,000
Research	1,680 - 9,000	7,308	5	1,750
Sales	6,000 - 8,000	7,908	0	–
Trading	2,000 - 9,500	7,917	19	1,750

\*Percentage of respondents who reported sign-on bonuses of those who reported salary within a particular function.

**COMPENSATION BY LOCATION**

	Percent	Monthly Salary Range	Salary Median	Summer-end Bonus Median
<b>UNITED STATES OF AMERICA</b>	<b>78.1</b>	<b>\$500 - 13,285</b>	<b>\$7,308</b>	<b>\$2,250</b>
<b>Northeast</b>	<b>42.0</b>	<b>500 - 13,285</b>	<b>7,916</b>	<b>2,500</b>
Boston	2.9	4,000 - 13,285	8,250	10,000
New York City	32.5	500 - 12,000	7,916	2,500
<b>West</b>	<b>14.1</b>	<b>1,000 - 10,000</b>	<b>6,450</b>	<b>2,000</b>
Los Angeles	3.2	1,000 - 9,650	5,625	2,000
Seattle	1.6	6,000 - 7,000	6,300	–
San Francisco	6.4	2,000 - 10,000	7,000	2,000
Silicon Valley	1.6	3,800 - 9,500	6,000	–
<b>Mid-Atlantic</b>	<b>12.6</b>	<b>1,000 - 9,600</b>	<b>5,740</b>	<b>2,000</b>
Philadelphia	7.1	1,000 - 9,500	5,600	2,000
Washington, D.C.	2.6	2,800 - 9,600	5,345	5,000
<b>Midwest</b>	<b>3.5</b>	<b>1,500 - 9,500</b>	<b>6,100</b>	<b>2,500</b>
Chicago	1.5	1,500 - 9,500	7,917	3,000
<b>South</b>	<b>3.3</b>	<b>2,000 - 10,000</b>	<b>6,500</b>	<b>2,250</b>
Atlanta	1.6	3,000 - 10,000	6,500	2,250
<b>Southwest</b>	<b>2.1</b>	<b>4,000 - 10,000</b>	<b>8,500</b>	<b>5,000</b>
Dallas/Fort Worth	1.4	4,000 - 9,500	8,250	5,000
<b>INTERNATIONAL</b>	<b>21.7</b>	<b>1,250 - 13,500</b>	<b>7,916</b>	<b>5,730</b>
<b>Asia</b>	<b>9.5</b>	<b>1,250 - 9,330</b>	<b>7,900</b>	<b>–</b>
China	1.4	2,000 - 9,000	7,200	–
Hong Kong	4.5	1,250 - 9,000	7,916	–
Japan	1.6	5,000 - 9,000	7,000	–
<b>Europe</b>	<b>8.6</b>	<b>2,000 - 13,500</b>	<b>9,000</b>	<b>5,730</b>
Western Europe	8.2	2,000 - 13,500	9,000	5,730
United Kingdom	5.3	2,000 - 12,000	9,050	7,541
London	5.1	2,000 - 12,000	9,140	7,541
<b>Latin America</b>	<b>1.7</b>	<b>2,000 - 6,000</b>	<b>5,500</b>	<b>6,000</b>
Brazil	1.1	2,000 - 6,000	5,500	6,000

# Employers 2005

In the past year, more than 2,000 companies engaged Wharton MBA students through a wide range of activities that included on-campus recruiting, job board postings and hosting student treks in nearly two dozen cities worldwide. Of these companies, more than 600 made at least one offer to Wharton MBA students in 2005. Special recognition goes to the companies in our summer and full-time “top hirers” category who hired five or more MBA students.

## TOP HIRERS FULL TIME, CLASS OF 2005

	Permanent Accepted Offers
McKinsey & Company	57
Boston Consulting Group, Inc.	39
Bain & Company	36
Goldman Sachs & Company	28
Citigroup, Inc.	22
Lehman Brothers Holdings Inc.	16
Johnson & Johnson	15
Microsoft Corporation	15
Morgan Stanley	15
Booz Allen Hamilton	13
UBS	12
Merrill Lynch & Co., Inc.	11
Credit Suisse First Boston, LLC	10
JP Morgan Chase	8
Deloitte	7
Deutsche Bank	7
Google, Inc.	6
L'Oréal, Inc.	6
Medtronic, Inc.	5
Bear, Stearns & Co. Inc.	5

## TOP HIRERS SUMMER, CLASS OF 2006

	Summer Accepted Offers
Goldman Sachs & Company	40
McKinsey & Company	36
Boston Consulting Group	33
UBS	23
Citigroup, Inc.	22
Lehman Brothers Holdings Inc.	22
Bain & Company	21
Merrill Lynch & Co., Inc.	21
Morgan Stanley	20
Booz Allen Hamilton	19
JP Morgan Chase	19
Deutsche Bank	17
Johnson & Johnson	14
Credit Suisse First Boston, LLC	13
Bear, Stearns & Co. Inc.	10
American Express Company	9
Medtronic, Inc.	8
Microsoft Corporation	7
Yahoo! Inc.	7
Banc of America Securities	6
Genentech, Inc.	6
Merck & Co., Inc.	6
America Online, Inc.	5
Gap Inc.	5
The Home Depot, Inc.	5

**This list includes employers that made one or more summer or full-time offers in 2005. Those listed in bold hired three or more graduates and/or interns.**

3i Group plc  
3M  
3V SourceOne Capital  
85 Broads  
**A.T. Kearney, Inc.**  
AAVIN Equity Partners  
**Accenture**  
Acumen Fund, Inc.  
Advanced Micro Devices  
Advent International Corporation  
Adventis  
Advisor Software, Inc.  
Advisory Board Company, The  
Aetna Inc.  
Air Products and Chemicals, Inc.  
Alcoa, Inc.  
Alfa-Eco  
AlixPartners LLC  
Alliance Capital Management LP  
Allianz Dresdner Asset Management  
Allmerica Financial Corporation  
Alta  
Altrinsic Global Advisors, LLC  
Alvarez & Marsal, LLC  
**Amazon, Inc.**  
AMC Delancey Group, Inc.  
Amerada Hess Corporation  
**America Online, Inc.**  
American Airlines, Inc.  
**American Capital**  
**American Express Company**  
American International Group, Inc.  
American Transportation Group  
**Amgen Inc.**  
Amli Residential Properties  
Amphenol Corporation  
Apple Computer, Inc.  
Archstone Consulting LLC  
AREVA Group  
Artis Capital  
ASB Capital Management, Inc.  
Ascend Technologies  
Ascend Ventures  
AstraZeneca  
Atlantic-Pacific Capital, Inc.  
AvalonBay Communities, Inc.  
Avaya Inc.  
Ayala Land, Inc.  
Back to Nature  
**Bain & Company**  
**Bain Capital, LLC**  
Baker Brothers Investments  
**Banc of America Securities**

Banco Itau BBA SA  
**Banco Santander**  
Bank of America Corporation  
Bank of Tokyo-Mitsubishi, Ltd.  
**Barclays Bank PLC**  
BASF Corporation  
Bausch & Lomb, Inc.  
Bayer Corporation  
BC Partners  
BEA Systems, Inc.  
Beacon Capital Partners  
Beanstalk Group, The  
**Bear, Stearns & Co. Inc.**  
Becton, Dickinson and Company  
Bed Management Company  
Benton Properties  
Big Fish Games, Inc.  
Biogen, Inc.  
Biomedical Research and Education Foundation  
Black Canyon Capital  
BlackRock, Inc.  
**Blackstone Group LP, The**  
Bloomingdale's, Inc.  
Blue Hill Partners, LLC  
BNP Paribas  
**Booz Allen Hamilton**  
Borealis Infrastructure Corporation  
**Boston Consulting Group**  
Boston Scientific Corporation  
Braemar Energy Ventures  
Brandywine Asset Management  
Brascan Corporation  
Brigham/MGH Emergency Medicine Residency  
Bristol-Myers Squibb Company  
Broad Foundation, The  
Broadview International Ltd.  
Brookfield Properties Corporation  
Buchanan Street Partners, Inc.  
Bunge Limited  
Burberry Limited  
Burger King Corporation  
Burrill & Company  
ByT - The Soros Fund  
C&S Wholesale Grocers, Inc.  
Camargo Correa SA  
Cambridge Associates, Inc.  
Cambridge Pharma Consultancy  
Campbell Soup Company  
**Canadian Imperial Bank of Commerce**  
Cantor Fitzgerald, LP  
Canyon Capital Advisors LLC  
Capital Group Companies, Inc., The  
**Capital One Services, Inc.**  
CapitalLand Limited  
CapitalSource  
Cardinal Health, Inc.  
Care Capital  
Career Education Corporation  
Careflex  
Carlson Capital, LP

CB Richard Ellis, Inc.  
Celgene  
Celsa Group  
CEMEX  
Cendant Corporation  
Centex Corporation  
CFAR (Center for Applied Research)  
Cherokee Investment Partners, LLC  
Chevron Corporation  
Cheyne Capital Management Ltd.  
Chiron  
Christie's International PLC  
Chrysalis Capital Partners, LP  
Cisco Systems, Inc.  
Citadel Investment Group, LLC  
**Citigroup, Inc.**  
CJ Entertainment  
Clairvest Group Inc.  
Clearview Capital, LLC  
Clorox Company  
CNL Hotels & Resorts, Inc.  
Coach, Inc.  
Coca-Cola Company, The  
**Colgate-Palmolive Company**  
Columbus Nova  
**Comcast Corporation**  
Common Good Ventures  
Computer Sciences Corporation  
Connor Group, The  
Constellation Energy Group, Inc.  
ContiGroup Companies, Inc.  
Cooper Hill Partners  
Cooper Realty Investments, Inc.  
Corinthian Capital  
Cornell Capital Group, LLC  
Corporate Executive Board, The  
CR Intrinsic Investors  
**Credit Suisse First Boston, LLC**  
Crestview Partners  
Cross Atlantic Capital Partners  
Cushman & Wakefield  
Cypress Semiconductor Corporation  
Daedalus Financial Group  
DaimlerChrysler Corporation  
Daiwa Securities Group Inc.  
Dannon Company, Inc., The  
Davidson Capital Management  
**Davidson Kempner, LP**  
D.E. Shaw Group, The  
Dell, Inc.  
**Deloitte**  
Delta Air Lines  
**Deutsche Bank**  
Deutsche Bank Real Estate Opportunity Fund  
Deutsche Post AG  
Developing World Markets  
DHL Worldwide Express  
**Diageo PLC**  
Diamond Castle  
**DiamondCluster International**

**This list includes employers that made one or more summer or full-time offers in 2005. Those listed in bold hired three or more graduates and/or interns.**

Dickenson, Peatman & Fogarty	FH International	Harrah's Entertainment, Inc.
Digitas, Inc.	<b>Fidelity Investments</b>	Harris Nesbitt Corp.
DIRECTV Group, Inc., The	Fieldstone Communities, Inc.	Harris Williams & Co.
Discovery Communications Inc.	Financial Technology Partners LLC	Harvard Management Company
District of Columbia, District Department of Transportation	FINCA International (Foundation for InternationalCommunity Assistance)	Henry Schein Inc.
DN Capital	First Point Partners	Hersha Hospitality Trust
Donald Smith & Co. Inc.	Fisher Scientific International	Hershey Foods
Donna Karan International Inc.	Focus Multimedia	Hewlett-Packard Company
Dorchester Capital Advisors LLC	Fondo Comun, Banco Universal	Hicks Muse
Dr. Reddys Laboratories	Ford Motor Company	HIG Capital
Dream Incubator Inc.	Forest City Ratner Companies	Highland Capital Management, LP
<b>Dresdner Kleinwort Wasserstein</b>	Forest Laboratories, Inc.	Hilton Hotels Corporation
DTE Energy Resources	Fortius Holdings	Hines Interests LP
Dun & Bradstreet Corporation, The	Forum Partners	<b>Home Depot, Inc., The</b>
Dynamic Logic, Inc.	Fox Searchlight	Hong Kong & Shanghai Banking Corporation Ltd., The
E.I. du Pont de Nemours & Company	Francisco Partners	Hoplite Capital Management LLC
Earnest Partners	Frankel Group, Inc., The	Houlihan Lokey Howard & Zukin
eASIC Corporation	Franklin Resources, Inc.	Humana Inc.
Easton Associates	FriedbergMilstein, LLC	Hunt Investment Group, LP
eBay, Inc.	<b>Frito Lay Inc.</b>	ICICI Venture
Edgeview Partners	<b>Gabelli Asset Management Inc.</b>	ICOS Corporation
Edison Venture Fund LP	Galt and Company	IDT Corporation
Eduventures, Inc.	<b>Gap Inc.</b>	IFIL USA Inc.
Electronic Arts	Gartner Group, Inc.	Income Research & Management, Inc.
Electronic Data Systems Corporation (EDS)	GE Commercial Finance	INFONXX Inc.
<b>Eli Lilly and Company</b>	GE Real Estate	Infosys Consulting Inc.
Elsevier	<b>Genentech, Inc.</b>	Infosys Technologies Ltd.
Emcure Biotech Ltd.	General Atlantic Partners	ING Clarion Real Estate
Emerging Markets Partnership	<b>General Electric Company</b>	Ingenio Chanmico
Emerson Electric Co.	General Growth Properties, Inc.	Innovative Technical Solutions, Inc.
Ende Capital Group	<b>General Mills, Inc.</b>	Integral Group
<b>Endeavor Initiative, Inc.</b>	General Motors Acceptance Corporation	Integrated Finance Limited
Endo Pharmaceuticals Inc.	General Motors Asset Management	<b>Intel Corporation</b>
Energy Capital Partners	General Motors Corporation	Intel Technology Asia Pte. Ltd.
EOS Fund Services LLC	GFI Energy Ventures	Interchem Ltd.
EP Group	Gilead Sciences, Inc.	Intermountain Health Care
Equity Enclaves	Givaudan	<b>International Business Machines Corporation</b>
Equity One, Inc.	GlaxoSmithKline Corp.	<b>International Finance Corporation</b>
Ernst & Young LLP	Glencore International AG	Invitrogen Corporation
Esselte	Glenview Capital Management	Ion America Corporation
<b>Estee Lauder Companies Inc.</b>	Global eProcure	Iposeira
eTelecare Global Solutions	Global Secure Corp	Irvine Company Inc., The
Eurohypo AG	Golden Tree Asset Management, LP	ITOCHU Corporation
Everest Group	<b>Goldman Sachs &amp; Company</b>	J.F. Lehman & Company
Evergreen VC	Goldsmith Agio Helms	<b>Janus Capital Group Inc.</b>
ExxonMobil Corporation	Good Technology, Inc.	JBG Companies
Fannie Mae	<b>Google, Inc.</b>	Jefferson Health System
FATE Foundation	Gotham Consulting Partners	JK&B Capital
Federal Bureau of Investigation (FBI)	Government of Singapore Investment Corporation Pte.	JLL Partners
Federal Reserve Bank of New York	Graham Partners, Inc.	John A. Levin & Co., Inc.
FedEx Corporation	Gray Ghost	John Templeton Foundation, The
FEI Women's Health, LLC	Great Point Investors	<b>Johnson &amp; Johnson</b>
	Greenhill & Co, Inc.	Jones Lang LaSalle, Inc.
	Greenville Capital Management	Jordan, Edmiston Group, Inc., The
	Greywolf Capital Management	<b>JP Morgan Chase &amp; Co.</b>
	GSC Partners	Jumpstart Digital Marketing, Inc.
	GTCR Golder Rauner	K Capital
	Hamilton Lane Advisors Inc.	K. Backus & Associates, Inc.
	Hanover Financial Company	Kaiser Permanente
		Karsch Capital Management



**Katzenbach Partners LLC**

Kellogg Company  
KeyBank  
KGR Capital  
KPMG  
KPS Special Situations Fund

**Kraft Foods, Inc.**

Krilacon Group, LLC  
L Capital Partners  
Lake Capital

**Lazard LLC**

Legacy Partners Group LLC  
Legg Mason Inc.

**Lehman Brothers Holdings Inc.****LEK Consulting**

Level 3 Communications  
Lexis-Nexis  
Li & Fung Limited  
Liberty Mutual Insurance Company  
Liberty Property Trust  
Liberty Ridge Capital, Inc.  
LibertyView Capital Management  
LIM Advisors  
Limited Brands, Inc.  
Lincoln Partners  
Lions Gate Entertainment Corp.  
Liz Claiborne, Inc.  
LLR Equity Partners Inc.  
L'Occitane Limited

**L'Oréal, Inc.**

LoungeSleep Hotels  
Lowe's Companies, Inc.  
Lucent Technologies Inc.  
Luminaire Inc.  
Luxor Capital Group  
LVMH Moët Hennessy Louis Vuitton  
M&A Consulting (MAC) Asset Management  
M&T Bank Corporation  
Macquarie Bank  
Macromedia Inc.  
Mansoura Resins & Chemicals

**Marakon Associates**

Marriott International, Inc.  
Marubeni Corporation  
Mass Mutual Financial Group  
Masterfoods USA  
Mattel, Inc.

MBA Enterprise Corps

McAfee

McCann Erickson Advertising Ltd.

McColl Partners

McGraw-Hill Companies, The

**McKinsey & Company**

MD Skincare  
MedImmune

**Medtronic, Inc.**

Mercedes-Benz USA, LLC

**Mercer Management Consulting, Inc.****Merck & Co., Inc.****Merrill Lynch & Co., Inc.**

Metropolis Development Company  
Microport

**Microsoft Corporation**

Milestone Partners  
Millennium Challenge Corporation

**Miller Buckfire Ying & Co., LLC**

Milliken & Company  
Mobilisa, Inc.  
Mon Cheri

**Monitor Company Group, LP**

Moody's Corporation

**Morgan Stanley****Mothers Work, Inc.****Motorola, Inc.**

Movado Group, Inc.  
MTS Health Partners, LP  
Museum of Modern Art, The  
N M Rothschild & Sons Ltd.  
NanoSelect, Inc.  
Nautica  
Navis Capital Management

**NBC Universal Inc.**

NCR Corporation  
New York City Department of Education  
New York Life Insurance Company  
New York Life Investment Management LLC  
New York Times Company, The  
Newbury Piret & Company, Inc.  
NIB Capital  
Nike, Inc.  
NJTC Venture Fund  
Nokia Corporation  
North Castle Partners, LLC

**Novartis AG**

nPlatform  
NTT West

Nvidia

Oaktree Capital Management, LLC

**Och-Ziff Capital Management, LP**

Office of the United States Trade Representative

OgilvyOne Worldwide

Olympus Partners

O'Melveny & Myers LLP

Omnicom Group Inc.

Onex Corporation

Openwave

Opera Solutions

Oppenheimer Capital

OppenheimerFunds, Inc.

Ore Hill Partners

Ortelius Capital Partners, LLC

Osage Industries, Inc.

Osterweis Capital Management

Outpoint

Overseas Private Investment Corporation

Overture Services

Owens & Minor, Inc.

PA Early Stage

Pacific Investment Management Company, LLC

Paladin Capital Group

Parnassus Investments

**Parthenon Group, Inc., The**

Paul Capital Partners  
PayQuik  
Pegasus Group, The  
Pennsylvania Real Estate Investment Trust  
Pep Boys  
PepsiCo  
Permira Advisors LLC  
Perry Capital LLC

**Pfizer Inc.**

PG&E Corporation  
Phanfare  
Philips Electronics N.V.  
Piper Jaffray & Co.  
Pittiglio Rabin Todd & McGrath (PRTM)  
Planar Systems, Inc.  
Plantronics, Inc.  
Platform Learning  
Plexikon Inc.  
Plus Property Partners  
PNC Bank Corporation  
Polar Capital Group  
Pomona Capital  
PricewaterhouseCoopers  
Prides Capital LLC  
Princeton University Investment Company  
Procter & Gamble Company  
Progressive Corporation, The  
ProLogis  
Prospect Energy Corp.  
Proteus Design  
Providence Equity Partners Inc.  
Prudential Mortgage Capital Co.  
Public Service Enterprise Group Incorporated  
PWC Logistics

Qantas

Quadrangle Group LLC

Quadrant Homes

Qualcomm

Quest Diagnostics Incorporated

QUIP SA

Racebrook Capital

Ramius

Raymond James Financial, Inc.

Raytheon Company

**RBC Financial Group**

Rebel Crew Films

Red Abbey Venture Partners

Red Door Spa Holdings

Redgate Media

Redwood Capital Group

Regiment Capital Advisors, LLC

Rhone Group

Rio Bravo Investimentos SA

Ritchie Capital Management LLC

Riverside Company, The

Robert Bosch Foundation Fellowship Program/CDS  
International

Robert W. Baird & Co., Inc.

**This list includes employers that made one or more summer or full-time offers in 2005. Those listed in bold hired three or more graduates and/or interns.**

Rockpoint Group, LLC  
**Rohm and Haas**  
 Roland Berger  
 Rosetta Marketing Strategies Group  
 Roundbox, Inc.  
 Rustic Canyon Ventures  
 S Murphy Holdings LLC  
 SAC Capital Advisors, LLC  
**Safeguard Scientifics, Inc.**  
 Safend  
 Sagamore Hill Capital Management, LP  
 Salesforce.com  
**Samsung Group**  
 Sandbox Industries, LLC  
 Sandler O'Neill & Partners LP  
 Sansar Capital  
 SAP AG  
 SAP America, Inc.  
 Sargent Advisors  
 Schnitzer Northwest, LLC  
 Schroder Ventures Life Sciences  
 Scripps  
 SEI Investments Company  
 Sevin Rosen Funds  
 SG Cowen Securities Corporation  
 Shinsei Bank  
 Shooes  
 Siebel Systems, Inc.  
 Sigma Capital Management  
 Silver Oak Partners  
 Silver Point Capital  
 Silverline Partners  
 Simmons & Company International  
 Sirios Capital Management  
 SocialText  
 Solomon R. Guggenheim Museum  
 Sony Corporation  
 SourcePoint, LLC  
 South Metro Human Services  
 SP Capital Group  
 Spencer Stuart Management Consultants  
 Sprint Nextel Corporation  
 Standard Chartered Bank  
 Standard Microsystems Corporation  
 Stanford Hospital & Clinics  
 STAR Group Limited  
 Starwood Capital, LLC  
 Staubach Company  
 Stone Point Capital  
 Storm Ventures  
 Stream Realty Partners, LP  
 StreetWise Partners, Inc.  
 sugarbevy

Sun Capital Partners, Inc.  
 Susquehanna International Group, LLP  
 Sybron Dental Specialties Inc.  
 Symmetricom, Inc.  
 Symphony Asset Management LLC  
 Syngenta  
 T. Rowe Price Group, Inc.  
 Target Corporation  
 TD Capital  
 Telefonica SA  
 Tenaris SA  
 TerraPass Inc.  
 Textron  
 Thomas Weisel Partners  
 Thomas Weisel Venture Partners  
 Thomson Corporation, The  
 Thor Equities, LLC  
 TIF Ventures Pte. Ltd.  
 Tiffany & Co.  
 Tight Line Technologies  
**Time Warner Inc.**  
 Tincum Partners  
**Tishman Speyer Properties LP**  
 TL Ventures  
 TMG Partners  
 T-Mobile Corporation  
 Towerview Capital  
 Toy Quest  
 Toyota Motor Sales, U.S.A., Inc.  
**Trammell Crow Company**  
 Travelocity (A Sabre Company)  
 Trident Capital  
 Trimaran Capital Partners  
 Trivest Partners, LP  
 TriZetto Group, Inc., The  
 Troy Corporation  
 Trust Company of the West  
 TXU Energy Services  
 Tyco International  
 Tyndall Management  
**U.S. Department of the Interior**  
 U.S. Navy  
 U.S. Securities and Exchange Commission  
**UBS**  
 UMS Partners  
 Uniao de Bancos Brasileiros (Unibanco)  
 Unilever Bestfoods NA  
 Unilever PLC  
 United Talent Agency, Inc.  
 University of Notre Dame  
 University of Pennsylvania  
**University of Pennsylvania Health System**  
 Univision Communications Inc.  
 Urban Outfitters, Inc.  
 Valor Equity Partners LP  
 Vanda Pharmaceuticals  
 Vanguard Group, The  
 Vector Recordings / Vector Management  
 Veritas Software  
 Veronis Suhler Stevenson Partners LLC

Viacom Inc.  
 Viajes Alkasa  
 Victory Schools, Inc.  
 Viking Global Investors LP  
 Virgin Blue/Virgin Group  
 Virgin Mobile USA, LLC  
 Visiting Nurse Service of New York  
 Vivendi Universal Entertainment  
 VMware, Inc.  
 Vonage Holdings Corp.  
 Vulcan Inc.  
 W.R. Grace & Co.  
 Wachovia Corporation  
 Walnut Asset Management  
**Walt Disney Company, The**  
**Warburg Pincus LLC**  
**Warner Music Group**  
 Wasatch Advisors, Inc.  
 Wasatch Venture Fund  
 Washington Mutual  
 WellCare Health Plans, Inc.  
 Wellington Management Company, LLP  
 WestLB AG  
 Wharton School, The  
 Wharton Small Business Development Center  
 William Penn Foundation, The  
 WL Ross & Co. LLC  
 Worthington Biochemical Corp.  
 WRA Investments LLC  
 Wyeth Pharmaceuticals  
**Yahoo! Inc.**  
 York Capital Management  
 Yum! Brands, Inc.  
 Zeke LP  
 ZelnickMedia Corp.  
 Zephyr Management, LP  
**ZS Associates**

# Wharton MBA Career Management Team

## ADMINISTRATION

Christopher O. Morris	Director
Alice Branch	Budget/Finance
C. Lyndon Brown	Front Desk/Job Board
Tiya McIver	On-Campus Recruiting

## INDUSTRY CONTACTS

Area of Expertise	Associate Director	Recruiting Relationship Manager
Alumni	Ursula Maul	Varies based on industry
Consulting	Michelle Antonio	Heather Perkins
Consumer Products & Retail	Elissa Harris	Michelle Hopping
Diversified Financial Services	Sara Simons	Jennifer Tarcelli Sheffler
Energy	Chris Higgins	Heather Perkins
Health Care	Elissa Harris	Michelle Hopping
Insurance	Sara Simons	Jennifer Tarcelli Sheffler
International	Ursula Maul	Varies based on industry
Investment Banking	Scott Stallings	Jackie Zavitz
Investment Management	Sara Simons	Jennifer Tarcelli Sheffler
Manufacturing	Chris Higgins	Heather Perkins
Media & Entertainment	Cara Costello	Jennifer Tarcelli Sheffler
Private Equity/VC/Hedge Funds	Scott Stallings	Jackie Zavitz
Public Interest	Michelle Antonio	Heather Perkins
Real Estate	Cara Costello	Jennifer Tarcelli Sheffler
Travel & Tourism	Cara Costello	Jennifer Tarcelli Sheffler
Technology/Telecommunications	Chris Higgins	Heather Perkins
Wharton West (San Francisco)	Jennifer McElrath	Varies based on industry

## CONTACT US

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### Notes:

The Wharton School adheres to the statistical standards set by the MBA Career Services Council.

Salary statistics include all salaries given by graduates and interns. International salaries are reported in U.S. dollars calculated (by students) on the basis of prevailing exchange rates.

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



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