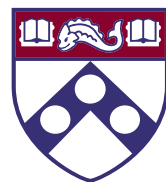


# MBA CAREER REPORT 2006



125 *first*  
YEARS



**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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IT IS MY PLEASURE TO SHARE WITH YOU THE  
2006 WHARTON MBA CAREER REPORT.

This report reflects the success of MBA Career Management in empowering MBA students to achieve their short- and long-term career goals, by developing their lifelong career management skills, cultivating employer relationships, and providing access to the highest-caliber resources and job opportunities. The report recognizes the impor-

tance of recruiter relationships to this success, and it reflects the diversity of talent our students offer.

Wharton offers employers the opportunity to recruit men and women who possess the strategic thinking and breadth of core competencies to lead their organizations successfully through any business challenge. Studying with professors from the world's largest business school faculty, our students not only learn the best practices of today, but also gain the skills and analytical tools to create the best practices of tomorrow.

By delivering insightful career advice and comprehensive job search skills, we support student efforts to secure post-MBA positions and set the stage for their future career advancement.

We assist employers in their efforts to recruit some of the most impressive MBA talent in the world, through value-added services that include industry-focused teams and multiple channels for interacting with students.

I want to express our appreciation and gratitude to all the employers who have recruited at Wharton this past year, especially our top hirers. We thank you for your continued support and look forward to strengthening our relationships with you in the months ahead.

Sincerely,

A handwritten signature in black ink that reads "Michelle A. Antonio". The signature is fluid and cursive.

Michelle A. Antonio

*Director*

*Wharton 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, the 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 Comcast Corporation, Bain & Company, The Broad Center, and Amgen Inc. 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 (see Career Management Team contact list on the inside back cover). 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 a 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 2006

## CLASS PROFILE

### Students\*

	Number	Percent
Total Number of Graduates	799	100
Students Seeking Employment	707	88
Students Not Seeking Employment	66	8
Continuing Education	8	1
Company Sponsored (Returning to Company)	34	4
Self-Employed/Starting Own Business	18	2
Postponed Job Search	4	<1
Students Not Responding to Survey	26	3

### 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\*

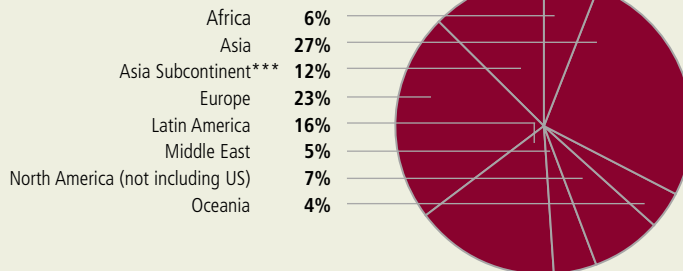
	Number	Percent
Students Seeking Employment	707	100
Students Reporting Job Offers	666	94
Students Reporting Job Acceptances	651	92

\*Total student population for career statistics includes those graduating between June 1, 2005, and June 30, 2006.

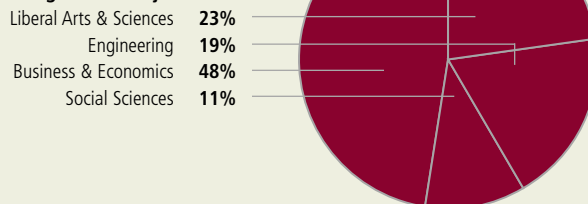
\*\*Demographics are based on matriculated student data from MBA Admissions.

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

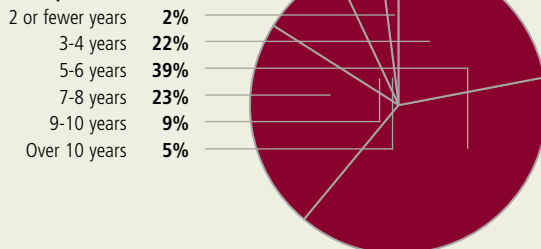
### Geographic Origin of International Students\*\*



### Undergraduate Major\*\*



### Length of Pre-Wharton Work Experience\*\*



## EMPLOYER PERSPECTIVE | COMCAST

“As we began to create a more structured MBA recruiting program, we looked first to the Wharton School. Working with the career services staff we developed a comprehensive strategy that included participation in networking events, presenting to the Media and Entertainment Club, hosting students on-site, and interviewing on-campus. We have seen a tremendous ROI for our efforts as we successfully hired Wharton students for summer internships and for full-time opportunities. Our senior leaders could not be more pleased with the caliber of individuals that we have attracted to our company.”

— MARY PENNINGTON, Senior Director, Recruiting and Career Development, Comcast Corporation



OR KLIBER, WG'06

Major: Finance and Entrepreneurial Management

Current Employment: Boston Consulting Group, New York City

Work History: Six years in the Israeli Air Force, and Director of Product Development, RepliWeb Inc.

Previous Education: BA in Computer Science and Management, Tel Aviv University

Hometown: Tel Aviv, Israel

## GRADUATE EMPLOYMENT

INDUSTRY CHOICES			FUNCTION CHOICES		
	Number	Percent		Number	Percent
<b>Consulting</b>	<b>187</b>	<b>28.7</b>	Business Development	12	1.8
<b>Consumer Goods and Retail</b>	<b>30</b>	<b>4.6</b>	Consulting/Strategy	205	31.5
Advertising & Public Relations	3	0.5	Control/Accounting	1	0.2
Consumer Products	12	1.8	Corporate Finance/Mergers & Acquisitions	141	21.7
Food, Beverage & Tobacco	8	1.2	Entrepreneurial Mgmt	4	0.6
Retail	7	1.1	General/Project Mgmt/Mgmt	41	6.3
<b>Energy</b>	<b>5</b>	<b>0.8</b>	Investment Mgmt/Portfolio Mgmt	57	8.8
<b>Financial Services</b>	<b>288</b>	<b>44.2</b>	Legal Services	1	0.2
Diversified Financial Services	22	3.4	Operations/Production Mgmt	2	0.3
Hedge Funds/Other Investments	20	3.1	Private Equity	44	6.8
Insurance	2	0.3	Product/Brand Marketing	54	8.3
Investment Banking/Brokerage	169	26.0	Product Development/Structuring	8	1.2
Investment Management	31	4.8	Real Estate	24	3.7
Private Equity/VC/Buyouts/Other	44	6.8	Research	14	2.2
<b>Health Care</b>	<b>32</b>	<b>4.9</b>	Risk Management	1	0.2
Health Care Services	1	0.2	Sales	8	1.2
Medical Devices	7	1.1	Trading	14	2.2
Pharmaceuticals/Biotechnology	21	3.2	Other Functions Not Listed	20	3.1
Providers/Insurers	3	0.5			
<b>Manufacturing</b>	<b>8</b>	<b>1.2</b>			
Automotive	1	0.2			
Chemicals	1	0.2			
Diversified Manufacturing	4	0.6			
Mining, Materials & Construction	1	0.2			
Transportation	1	0.2			
<b>Media and Entertainment</b>	<b>23</b>	<b>3.5</b>			
Hospitality & Tourism/Leisure	5	0.8			
Media	18	2.8			
<b>Professional Services</b>	<b>4</b>	<b>0.6</b>			
<b>Public Interest</b>	<b>10</b>	<b>1.5</b>			
Development & Microfinance	2	0.3			
Education	2	0.3			
Government/Military	2	0.3			
Public Interest/Non-Profit	4	0.6			
<b>Real Estate</b>	<b>30</b>	<b>4.6</b>			
<b>Technology Industries</b>	<b>34</b>	<b>5.2</b>			
Computer Software & Services	20	3.1			
Electronics & Misc. Technology	5	0.8			
Internet Services	8	1.2			
Telecommunications/Wireless	1	0.2			

# Class of 2006

## TOTAL COMPENSATION\*

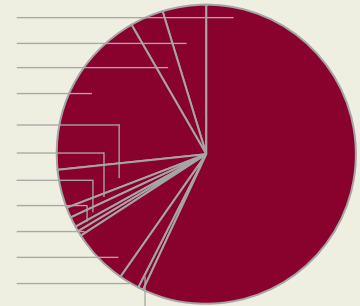
	Total Number	Percent	Range	Median
Annual Base Salary	627	100	\$40,000 - 300,000	\$100,000
Sign-On Bonus	467	74	1,000 - 300,000	20,000
Guaranteed Year-End Bonus	215	34	2,000 - 200,000	25,000
Relocation Expenses	397	63	100 - 30,000	10,000
Tuition Reimbursement	38	6	5,000 - 135,000	40,229
Other Compensation	90	14	1,600 - 100,000	11,250
<b>Total Compensation**</b>	<b>627</b>	<b>100</b>	<b>42,000 - 425,000</b>	<b>137,000</b>

\*Guaranteed compensation for one year only. Does not include discretionary bonuses, options and carried interest in partnerships.

\*\*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	57.3%
Job Board Posting	4.5%
Wharton Alumni Contact	3.7%
Personal Networking Connection	18.3%
Return to Previous Employer	4.3%
Executive Search Firm	1.2%
Career Fair	0.9%
Trek Networking Connection	0.5%
MBA Career Management Contact	0.6%
Other	6.2%
Not Specified	2.2%
Alma Mater Alumni Contact	0.5%



## COMPENSATION BY INDUSTRY\*

	Annual Salary Range	Salary Median	Sign-On Bonus Percent**	Sign-On Bonus Median	Total Compensation Median
<b>Consulting</b>	<b>\$74,000 - 200,000</b>	<b>\$110,000</b>	<b>86</b>	<b>\$20,000</b>	<b>\$140,000</b>
<b>Consumer Products/Retail</b>	<b>50,000 - 110,000</b>	<b>85,000</b>	<b>73</b>	<b>15,000</b>	<b>103,750</b>
Consumer Products	50,000 - 92,000	84,500	75	20,000	117,500
Food, Beverage & Tobacco	60,000 - 95,000	85,000	63	20,000	106,250
Retail	60,000 - 100,000	85,000	71	10,000	101,500
<b>Financial Services</b>	<b>40,000 - 300,000</b>	<b>95,000</b>	<b>74</b>	<b>30,000</b>	<b>141,000</b>
Diversified Financial Services	40,000 - 140,000	95,000	82	30,000	140,000
Hedge Funds/Other Investments	100,000 - 200,000	125,000	58	25,000	200,000
Investment Banking/Brokerage	58,000 - 150,000	95,000	85	30,000	135,000
Investment Management	93,500 - 200,000	110,000	63	15,000	155,000
Private Equity/VC/Buyouts/Other	90,000 - 300,000	125,000	41	15,500	198,750
<b>Health Care</b>	<b>42,000 - 155,000</b>	<b>100,000</b>	<b>81</b>	<b>20,000</b>	<b>128,333</b>
Medical Devices	90,000 - 155,000	100,000	100	20,000	130,000
Pharmaceuticals/Biotechnology	80,000 - 150,000	102,500	85	20,000	130,000
<b>Manufacturing ***</b>	<b>65,000 - 110,000</b>	<b>95,000</b>	<b>86</b>	<b>17,500</b>	<b>125,000</b>
<b>Media &amp; Entertainment</b>	<b>80,000 - 150,000</b>	<b>100,000</b>	<b>59</b>	<b>15,000</b>	<b>116,000</b>
<b>Public Interest</b>	<b>52,000 - 100,000</b>	<b>80,000</b>	<b>11</b>	<b>19,500</b>	<b>95,000</b>
<b>Real Estate</b>	<b>75,000 - 170,000</b>	<b>100,000</b>	<b>59</b>	<b>15,000</b>	<b>137,500</b>
<b>Technology Industries</b>	<b>76,000 - 200,000</b>	<b>100,000</b>	<b>67</b>	<b>17,500</b>	<b>141,000</b>
Computer Software & Services	85,000 - 200,000	97,500	75	10,000	143,300
Internet Services	100,000 - 131,000	105,500	50	25,000	139,000

\* Guaranteed compensation for one year only. Does not include discretionary bonuses, options and carried interest in partnerships.

\*\* 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 | BAIN & COMPANY

“Wharton continues to be a great source of outstanding talent for Bain & Company. Wharton graduates come to us with the business, leadership and strategic skills that enable them to contribute immediately and help drive results with our clients.”

— PETER LANE, Partner, Bain & Company, Inc.





ALLISON MYATT, WG'06

Major: Marketing

Current Employment:  
Consultant, The Bridgespan  
Group, San Francisco

Work History: Catering Service  
Manager, Philadelphia  
Marriott; Consultant,  
Pinnacle Advisory Group;  
Financial Services Associate,  
Opportunity Finance Network

Previous Education: BS,  
Cornell University School  
of Hotel Administration

Hometown: Houston, TX

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

	Number Accepted	Percent of Respondents
Consulting	85	30%
Investment Banking	75	27%
Technology	16	6%
Private Equity/ Venture Capital	93%	
Investment Mgmt	6	2%
Media	6	2%

**COMPENSATION BY FUNCTION\***

	Annual Salary Range	Salary Median	Sign-On Bonus Percent**	Sign-On Bonus Median	Total Compensation Median
Business Development	\$60,000 - 150,000	\$100,000	45	\$20,000	\$130,000
Consulting/Strategy	65,000 - 200,000	110,000	84	20,000	140,000
Corporate Finance/Mergers & Acquisitions	40,000 - 150,000	95,000	84	30,000	135,000
Gen/Project Mgmt/Mgmt Dev/Rotational Progs	80,000 - 155,000	97,000	79	20,000	130,000
Investment/Portfolio Management	75,000 - 300,000	110,000	64	25,000	157,100
Private Equity	90,000 - 275,000	120,000	40	20,000	175,000
Product/Brand Marketing	50,000 - 120,000	90,000	72	20,000	117,500
Product Development/Structuring	90,000 - 131,000	97,500	75	27,500	148,780
Real Estate	82,000 - 170,000	100,000	61	12,500	145,000
Research	80,000 - 130,000	95,000	77	25,000	135,000
Sales	80,000 - 95,000	95,000	75	30,000	140,000
Trading	90,000 - 150,000	95,000	93	30,000	142,250

\*Guaranteed compensation for one year only. Does not include discretionary bonuses, options and carried interest in partnerships.  
\*\*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**	Total Compensation Median
<b>UNITED STATES OF AMERICA</b>	<b>80.8</b>	<b>\$42,000 - 300,000</b>	<b>\$100,000</b>	<b>\$20,000</b>	<b>\$135,750</b>
<b>Northeast</b>	<b>46.5</b>	<b>60,000 - 275,000</b>	<b>100,000</b>	<b>25,000</b>	<b>136,000</b>
Boston	3.2	93,500 - 125,000	110,000	20,000	137,750
New York City	37.6	60,000 - 275,000	95,000	30,000	137,500
<b>West</b>	<b>14.7</b>	<b>75,000 - 200,000</b>	<b>100,000</b>	<b>20,000</b>	<b>135,750</b>
Los Angeles	3.5	75,000 - 120,000	102,500	15,000	135,000
San Francisco	5.1	85,000 - 200,000	106,000	20,000	133,000
Seattle	1.2	94,500 - 120,000	97,500	15,000	160,840
<b>Mid-Atlantic</b>	<b>8.3</b>	<b>42,000 - 170,000</b>	<b>100,000</b>	<b>20,000</b>	<b>135,000</b>
Philadelphia	2.6	42,000 - 125,000	95,000	20,000	115,000
Washington, DC	2.8	52,000 - 170,000	100,000	19,750	135,000
<b>Midwest</b>	<b>4.5</b>	<b>82,500 - 150,000</b>	<b>110,000</b>	<b>20,000</b>	<b>131,006</b>
Chicago	2.2	85,000 - 150,000	110,000	20,000	140,000
Minneapolis-St. Paul	1.4	82,500 - 115,000	100,000	20,000	130,000
<b>Southwest</b>	<b>2.9</b>	<b>90,000 - 115,000</b>	<b>110,000</b>	<b>15,000</b>	<b>145,000</b>
Dallas/Fort Worth	1.5	95,000 - 115,000	110,000	15,000	147,500
Houston	1.1	95,000 - 115,000	97,000	20,000	137,000
<b>South</b>	<b>3.7</b>	<b>47,000 - 300,000</b>	<b>100,000</b>	<b>20,000</b>	<b>137,250</b>
Atlanta	1.7	47,000 - 118,000	112,500	20,000	144,000
<b>OUTSIDE THE USA</b>	<b>19.2</b>	<b>40,000 - 200,000</b>	<b>100,000</b>	<b>24,850</b>	<b>143,000</b>
<b>Europe</b>	<b>9.7</b>	<b>58,000 - 185,000</b>	<b>108,000</b>	<b>30,000</b>	<b>150,400</b>
Western Europe	9.2	58,000 - 185,000	106,125	29,500	150,200
United Kingdom	7.1	58,000 - 185,000	110,000	30,000	155,000
London	6.9	58,000 - 185,000	110,000	30,000	152,700
<b>Asia</b>	<b>6.9</b>	<b>50,000 - 150,000</b>	<b>95,000</b>	<b>25,000</b>	<b>121,750</b>
China	2.8	60,000 - 114,000	95,000	30,000	129,000
Hong Kong	2.0	91,250 - 114,000	95,000	30,000	142,000
Japan	1.4	85,000 - 150,000	102,500	26,000	150,000
Tokyo	1.1	85,000 - 150,000	105,000	26,000	150,000
South Korea	1.5	50,000 - 110,000	90,000	15,000	115,000
Seoul	1.4	50,000 - 110,000	85,000	15,000	110,500
<b>Latin America</b>	<b>1.1</b>	<b>40,000 - 100,000</b>	<b>90,000</b>	<b>20,000</b>	<b>112,000</b>

\*Guaranteed compensation for one year only. Does not include discretionary bonuses, options and carried interest in partnerships.  
\*\*Percentage of respondents who reported sign-on bonuses of those who reported salary within a particular location.

# Class of 2007, Summer Employment

## CLASS PROFILE

### Students

	Number	Percent
Total Number in Class	783	100
Students Seeking Employment	748	96
Students Not Seeking Employment	16	2
Continuing Education	3	<1
Company Sponsored (Returning to Company or Taking Summer Off)	6<1	
Self-Employed/Starting Own Business	4	<1
Postponed Job Search	2	<1
Students Not Responding to Survey	19	2

### Demographics\*

	Number	Percent
Total Enrolled	795	100
Male	543	68
Female	252	32
US Minority Students	167	21
International	275	35
US Permanent Residents	62	8
Full-Time Work Experience	818	99
Average Work Experience	6.4 years	
Average Age	28 years	

### Employment

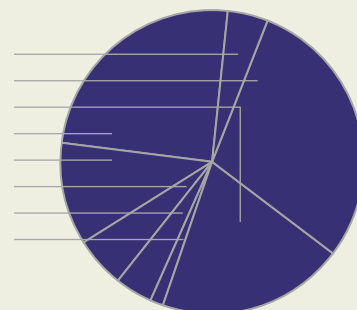
	Number	Percent
Students Seeking Employment	748	100
Students Reporting Job Offers	723	97
Students Reporting Job Acceptances	718	96

\*Demographics are based on matriculated student data from MBA Admissions.

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

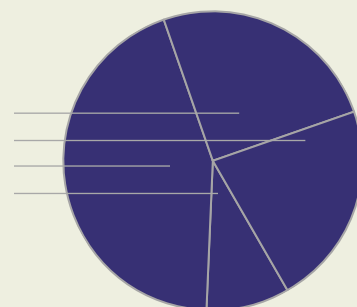
### Geographic Origin, of International Students\*

Africa	4%
Asia	29%
Asia Subcontinent**	20%
Europe	25%
Latin America	11%
Middle East	6%
North America (not including US)	4%
Oceania	1%



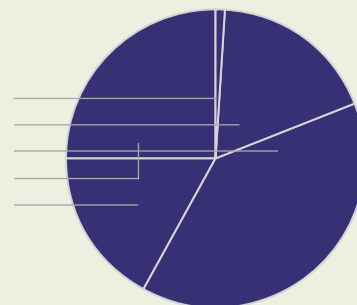
### Undergraduate Major\*

Liberal Arts & Sciences	22%
Engineering	25%
Business & Economics	44%
Social Sciences	9%



### Length of Pre-Wharton Work Experience\*

2 or fewer years	1%
3-4 years	18%
5-6 years	39%
7-8 years	25%
9+ years	17%



## EMPLOYER PERSPECTIVE | THE BROAD RESIDENCY

“The Broad Residency has successfully recruited exceptional talent from Wharton for several years. Since the inception of the program, eight Wharton MBAs have been placed in urban school districts across the country. The infusion of this top management talent into our urban school systems provides a fresh perspective to assist superintendents in their quest to improve student achievement. We are continually pleased with their strong broad base of management skills and energized by their success in our program. We look forward to maintaining our strong relationship with the career management team to continue to attract top talent.”

— MOLLIE MITCHELL, Director of Recruitment, The Broad Center



JORDAN BOOKEY, WG'07

*Major:* Entrepreneurial Management

*Summer Internship:* Human Resource Management, Google, Mountain View, CA

*Work History:* Two years as a 7th and 8th grade language arts and social studies teacher, Seed Public Charter School, Washington, DC; two years as a site director with Heads Up, Washington, DC; five months as an intern at the Carter Center in Atlanta, GA; three months working on the Kerry campaign as a field organizer; eight months as a small business entrepreneur doing programming/consulting work with local, public and independent schools/students in Washington, DC.

*Previous Education:* BA in Latin American Studies, Wesleyan University

*Hometown:* Des Moines, IA

## SUMMER EMPLOYMENT

INDUSTRY CHOICES			FUNCTION CHOICES		
	Number*	Percent		Number**	Percent
<b>Consulting</b>	<b>130</b>	<b>17.1</b>	Business Development	20	2.6
<b>Consumer Products/Retail</b>	<b>51</b>	<b>6.7</b>	Consulting/Strategy	182	23.9
Advertising & Public Relations	1	0.1	Control/Accounting	3	0.4
Consumer Products	16	2.1	Corporate Finance/Mergers & Acquisitions	184	24.2
Food, Beverage & Tobacco	18	2.4	Entrepreneurial Management	4	0.5
International Trade	1	0.1	General/Project Mgmt/Mgmt	31	4.1
Retail	15	2.0	Human Resource Management	3	0.4
<b>Energy</b>	<b>10</b>	<b>1.3</b>	Investment Mgmt/Portfolio Mgmt	85	11.2
<b>Financial Services</b>	<b>376</b>	<b>49.4</b>	Mgmt Info Systems/Information Technology	2	0.3
Diversified Financial Services	31	4.1	Operations/Production Management	8	1.1
Hedge Funds/Other Investments	42	5.5	Private Equity	57	7.5
Investment Banking/Brokerage	212	27.9	Product Development/Structuring	5	0.7
Investment Management	32	4.2	Product/Brand Marketing	78	10.2
Private Equity/VC/Buyouts	59	7.8	Real Estate	35	4.6
<b>Health Care</b>	<b>38</b>	<b>5.0</b>	Research	17	2.2
Health Care Services	3	0.4	Risk Management	2	0.3
Medical Devices	3	0.4	Sales	12	1.6
Pharmaceuticals/Biotechnology	28	3.7	Trading	22	2.9
Providers/Insurers	4	0.5	Other Functions**	11	1.4
<b>Manufacturing</b>	<b>25</b>	<b>3.3</b>			
Aerospace & Defense	1	0.1			
Automotive	8	1.1			
Chemicals	2	0.3			
Diversified Manufacturing	11	1.4			
Mining, Materials & Construction	1	0.1			
Transportation	2	0.3			
<b>Media &amp; Entertainment</b>	<b>19</b>	<b>2.5</b>			
Hospitality & Tourism/Leisure	5	0.7			
Media	12	1.6			
Sports	2	0.3			
<b>Professional Services</b>	<b>3</b>	<b>0.4</b>			
<b>Public Interest</b>	<b>21</b>	<b>2.8</b>			
Development & Microfinance	4	0.5			
Education	1	0.1			
Government/Military	7	0.9			
Public Interest/Non-Profit	9	1.2			
<b>Real Estate</b>	<b>34</b>	<b>4.5</b>			
<b>Technology Industries</b>	<b>54</b>	<b>7.1</b>			
Computer Hardware	6	0.8			
Computer Software & Services	20	2.6			
Electronics & Misc Technology	6	0.8			
Internet Services	18	2.4			
Telecommunication & Wireless	4	0.5			

\*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.

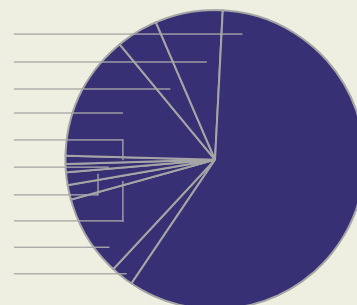
# Class of 2007, Summer Employment

## TOTAL COMPENSATION

	Total Number	Percent	Range	Median
Monthly Salary	687	100	\$500 -15,000	\$7,916
Sign-On Bonus	63	9	500 -10,000	3,520
Relocation Expenses	160	23	150 - 6,500	2,000
Other Compensation	44	6	350 -20,000	2,000

## Offer Sources, Summer Employment

On-Campus Recruiting Services	59.5%
Job Board Posting	7.4%
Wharton Alumni Contact	4.6%
Personal Networking Connection	13.8%
Return to Previous Employer	0.9%
Career Fair	0.9%
Trek Networking Connection	1.4%
MBA Career Management Contact	1.6%
Other	8.9%
Alma Mater Alumni Contact	0.8%



## COMPENSATION BY INDUSTRY

	Monthly Salary Range	Salary Median	Sign-On Bonus Percent*	Summer-End Bonus Median
<b>Consulting</b>	<b>\$2,100 - 11,000</b>	<b>\$9,800</b>	<b>25</b>	<b>\$5,000</b>
<b>Consumer Products/Retail</b>	<b>3,200 - 9,000</b>	<b>6,000</b>	<b>2</b>	<b>5,000</b>
Consumer Products	3,500 - 9,000	6,000	0	—
Food, Beverage & Tobacco	3,200 - 9,000	6,000	6	5,000
Retail	5,000 - 7,500	6,000	0	—
<b>Energy</b>	<b>4,000 - 8,000</b>	<b>6,400</b>	<b>22</b>	<b>1,750</b>
<b>Financial Services</b>	<b>500 - 15,000</b>	<b>7,916</b>	<b>6</b>	<b>2,250</b>
Diversified Financial Services	3,500 - 8,750	6,667	17	5,000
Hedge Funds/Other Investments	2,000 - 14,000	8,417	5	1,750
Investment Banking/Brokerage	2,000 - 12,500	7,916	7	2,000
Investment Management	1,300 - 8,667	7,908	0	—
Private Equity/VC/Buyouts/Other	500 - 15,000	6,600	0	—
<b>Health Care</b>	<b>2,500 - 7,665</b>	<b>6,408</b>	<b>15</b>	<b>2,000</b>
Pharmaceuticals/Biotechnology	2,500 - 7,583	6,333	20	2,000
<b>Manufacturing **</b>	<b>750 - 8,208</b>	<b>6,000</b>	<b>0</b>	<b>—</b>
<b>Media &amp; Entertainment</b>	<b>2,917 - 12,000</b>	<b>5,600</b>	<b>7</b>	<b>2,000</b>
<b>Public Interest</b>	<b>800 - 5,000</b>	<b>2,750</b>	<b>0</b>	<b>—</b>
<b>Real Estate</b>	<b>1,500 - 9,583</b>	<b>6,000</b>	<b>3</b>	<b>2,500</b>
<b>Technology Industries</b>	<b>1,000 - 8,500</b>	<b>6,250</b>	<b>8</b>	<b>3,000</b>
Computer Software & Services	3,800 - 8,000	6,250	0	—
Internet Services	1,000 - 8,500	6,300	6	3,500

\*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 | AMGEN

“We can always count on Wharton MBA students and graduates to quickly bring value and insights to their assignments, whether in our summer intern program, our full-time MBA Leadership Program, or any subsequent roles at Amgen. They consistently bring a high level of leadership, energy and focus developed from a combination of their previous work experience and the stimulating academic environment at Wharton. Wharton MBAs work well in teams and are always looking for the next challenge—attributes we value highly at Amgen.”

—DOUG PERRY, Executive Director, Global Marketing, Amgen Inc.



KEN LEE, WG'07

*Major:* Entrepreneurship;  
HR & Organizational  
Management

*Summer Internship:* Fauchier  
Partners, London

*Work History:* Two years  
of investment banking at  
Robertson Stephens; three years  
of investment management  
at Horsley Bridge, a private  
equity fund of funds in San  
Francisco and London

*Previous Education:* Yale College

*Hometown:* San Francisco, CA

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

	Number Accepted	Percent of Respondents
Investment Banking	118	37%
Consulting	66	21%
Private Equity	26	8%
Technology	20	6%
Healthcare	17	5%

**COMPENSATION BY FUNCTION**

	Monthly Salary Range Perdant*	Salary Median	Sign-On Bonus	Summer-End Bonus
Business Development	\$500 - 8,500	\$6,000	7	\$1,500
Consulting/Strategy	800 - 11,000	9,000	20	5,000
Corporate Finance/Mergers & Acquisitions	2,200 - 10,000	7,916	6	2,000
Gen/Project Mgmt/Mgmt Dev/Rotational Programs	1,000 - 7,915	6,250	14	4,250
Investment Management/Portfolio Management	1,290 - 14,000	7,916	4	1,000
Operations/Production Management	5,000 - 12,000	6,400	13	3,000
Private Equity	1,700 - 15,000	6,666	0	–
Product/Brand Marketing	3,000 - 8,000	6,225	7	5,000
Real Estate	1,500 - 8,750	6,000	6	2,000
Research	1,300 - 8,333	7,916	0	–
Sales	3,700 - 9,150	7,916	0	–
Trading	7,083 - 8,916	7,917	11	2,760

\*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	Sign-On Bonus Median
<b>UNITED STATES OF AMERICA</b>	<b>79.9%</b>	<b>\$1,300 - 15,000</b>	<b>\$7,800</b>	<b>\$3,000</b>
<b>Northeast</b>	<b>44.5%</b>	<b>1,300 - 14,000</b>	<b>7,916</b>	<b>5,000</b>
Boston	2.9%	4,800 - 12,000	9,000	7,500
New York City	35.0%	1,300 - 14,000	7,916	3,000
<b>Mid-Atlantic</b>	<b>11.2%</b>	<b>1,700 - 10,000</b>	<b>6,059</b>	<b>5,000</b>
Philadelphia	4.7%	2,000 - 10,000	6,500	–
Washington DC	2.1%	2,500 - 10,000	5,000	–
<b>West</b>	<b>14.5%</b>	<b>2,400 - 15,000</b>	<b>6,660</b>	<b>2,000</b>
Los Angeles	1.6%	2,917 - 10,000	7,783	–
San Francisco	3.5%	3,000 - 15,000	7,916	2,000
<b>Midwest</b>	<b>4.3%</b>	<b>2,500 - 10,000</b>	<b>6,420</b>	<b>2,500</b>
Chicago	2.0%	2,500 - 10,000	7,916	2,500
Minneapolis-St. Paul	1.3%	4,000 - 7,000	6,000	–
<b>South</b>	<b>2.9%</b>	<b>3,200 - 10,000</b>	<b>6,000</b>	<b>2,500</b>
Atlanta	1.1%	5,500 - 10,000	7,500	–
<b>Southwest</b>	<b>2.6%</b>	<b>2,000 - 10,000</b>	<b>7,054</b>	<b>5,000</b>
Dallas/Fort Worth	1.6%	2,000 - 10,000	9,000	5,000
<b>OUTSIDE THE USA</b>	<b>20.1%</b>	<b>500 - 15,000</b>	<b>7,969</b>	<b>4,000</b>
<b>Asia</b>	<b>8.8%</b>	<b>500 - 11,000</b>	<b>7,916</b>	<b>2,000</b>
China	4.9%	500 - 10,000	7,916	–
Hong Kong	3.0%	4,000 - 9,500	7,917	–
Japan	1.3%	2,200 - 11,000	7,125	–
Tokyo	1.3%	2,200 - 11,000	7,125	–
South Korea	1.3%	2,000 - 10,000	8,000	500
Seoul	1.2%	2,000 - 10,000	9,050	–
<b>Europe</b>	<b>8.3%</b>	<b>3,000 - 15,000</b>	<b>8,398</b>	<b>4,000</b>
Western Europe	7.9%	3,000 - 15,000	8,410	4,000
United Kingdom	6.2%	4,400 - 15,000	8,400	4,610
London	5.9%	4,400 - 15,000	8,400	4,610
<b>Latin America</b>	<b>1.3%</b>	<b>800 - 7,700</b>	<b>5,000</b>	<b>5,074</b>



## Employers 2006

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 2006. 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 2006

	Permanent Accepted Offers
McKinsey & Company	53
Goldman Sachs & Company	42
Bain & Company	32
Boston Consulting Group	28
Morgan Stanley	21
Booz Allen Hamilton	15
Citigroup	14
Lehman Brothers Holdings	13
Merrill Lynch & Co.	12
Microsoft Corporation	11
UBS	11
Credit Suisse Group	10
JP Morgan Chase	10
Monitor Group	7
Banc of America Securities	6
LEK Consulting	6
Medtronic	6
Bear, Stearns & Co. Inc.	5
Fidelity Investments	5
Google	5
HSBC	5
Johnson & Johnson	5
M&T Bank Corporation	5
Marakon Associates	5

### TOP HIRERS SUMMER, CLASS OF 2007

	Summer Accepted Offers
Goldman, Sachs & Company	40
McKinsey & Company	35
Boston Consulting Group, Inc.	31
Morgan Stanley	28
Lehman Brothers Holdings	24
Credit Suisse Group	22
Citigroup	17
Merrill Lynch & Co.	16
Microsoft Corporation	15
American Express Company	14
Bain & Company	13
Deutsche Bank	13
UBS	13
Booz Allen Hamilton	11
JP Morgan Chase	11
Google	9
Johnson & Johnson	9
HSBC	7
Banc of America Securities	5
General Electric	5
Limited Brands	5
Mercer Management Consulting	5

## EMPLOYER OFFERS, 2006

**This list includes employers that made one or more summer or full-time employment offers in 2006. Those listed in bold type hired three or more graduates and/or interns.**

3M

**A.T. Kearney, Inc.**

Abercrombie & Fitch Co.

Abraaj Capital Limited

Acacia Precision Equity Enhancement LLC

**Accenture**

Admixture Inc.

Adobe Systems Incorporated

Advanced Micro Devices

Advantage Partners Inc.

Adventis

AEA Investors LLC

AES Corporation

Aetna Inc.

AEW Capital Management LP

Ai International Corporation

AIF Capital

Akkadian Private Ventures

Alcoa, Inc.

Alfa Bank

AllianceBernstein, Bernstein Value Equities

Allianz Capital Partners

Alvarez & Marsal, LLC

Amaranth

**Amazon, Inc.**

AMB Property Corporation

Amber Capital

AMC Delancey Group, Inc.

America Online, Inc.

American Airlines, Inc.

**American Capital**

American Century Investments

**American Express Company**

American Institute of Certified Public Accountants

American International Group, Inc.

American Securities Capital Partners LP

American Standard

Ameriprise Financial, Inc.

**Amgen Inc.**

Amicus Therapeutics, Inc.

Ammado, Ltd.

Apax Partners, Inc.

Apple Computer, Inc.

Applied Materials, Inc.

**Archstone Consulting LLC**

Archstone-Smith

Arlington Capital Partners

Arnold Worldwide

Arthur D. Little

Artistic Stone

ASB Capital Management, Inc.

Ashford Capital Management, Inc.

Ashoka: Innovators for the Public, Inc.

Asian Development Bank

Aspen Institute

**AstraZeneca**

athenahealth

Automatic Data Processing, Inc.

**Avaya**

Avenue Capital Group

Avidyne

Avon Products, Inc.

Bacardi U.S.A., Inc.

Back to Nature

**Bain & Company**

**Bain Capital, LLC**

**Banc of America Securities**

Banco Santander

**Barclays Bank PLC**

Baron Capital, Inc.

BASF Corporation

Bausch & Lomb, Inc.

BBVA

BC Partners

**Bear, Stearns & Co. Inc.**

Bechtel Enterprises

Becton, Dickinson and Company

Beiersdorf UK

Bekaert SA

Benchmark Capital

Bentley Forbes

Bertelsmann AG

BETA Advisors

BlackRock, Inc.

Blackstone Group LP, The

Bloomingdale's, Inc.

BMO Capital Markets

BMO Nesbitt Burns

BNP Paribas

**Booz Allen Hamilton**

**Boston Consulting Group, The**

BP PLC

BPG Properties, Ltd.

Brandes Investment Partners, LP

Breeden Partners

Bridgepoint Capital

Bridgespan Group, The

**Bristol-Myers Squibb Company**

Broad Foundation, The

Brockway Moran & Partners, Inc.

Brown-Forman Corporation

Buchanan Street Partners, Inc.

Burger King Corporation

Burrill & Company

C&S Wholesale Grocers, Inc.

C. V. Starr & Co., Inc.

Computer Associates

Cadbury Adams USA

Callidon Group, The

Cambridge Group, The

Cambridge Pharma Consultancy

Camden Partners Holdings, LLC

**Campbell Soup Company**

**Canadian Imperial Bank of Commerce  
Capital Group Companies, Inc., The**

Capital One Financial

CapitalLand Limited

Cappello Capital Corp.

Cargill Value Investment

Carlson Capital, LP

Carlyle Group, The

Caxton Associates, LLC

Centerbridge Capital Partners

CentreInvest Securities

Cerberus Capital Management, LP

CFAR (Center for Applied Research)

Chalkstream Capital Group

Chanel, Inc.

ChapterHouse, LLC

Charles Schwab & Co., Inc.

Chatham Financial Corporation

Cheil Communications

Cherokee Investment Partners, LLC

Chesapeake Partners LP

Chevron Corporation

Cheyne Capital Management Ltd.

Children's Hospital of Philadelphia

Chilton Investment Company

Church & Dwight Co., Inc.

Churchill Capital

Cigna Corporation

Circle Capital Ventures

Cisco Systems, Inc.

Citadel Investment Group, LLC

**Citigroup, Inc.**

Clarett Group, The

Clearview Capital, LLC

Clearwater Capital Partners

**Clorox Company, The**

CMS Companies

CNL Hospitality Corp.

Cobalt International Energy, LP

Coca-Cola Company, The

Cohen Brothers Realty Corporation

Colgate-Palmolive Company

**Comcast Corporation**

Commons Capital

Confidential, Private Equity

ConocoPhillips

Constellation Energy Group, Inc.

ContilInvestments

Corporation for Public Broadcasting

Corpus Inc.

Covance Inc.

CQS Management Ltd.

**Credit Suisse Group**

Crestview Partners

Crosland

Crown Cork & Seal Company, Inc.

Cushman & Wakefield

Cycladic Capital LLP

D.B. Zwirn & Co.

D.E. Shaw Group, The

## EMPLOYER OFFERS, 2006

**This list includes employers that made one or more summer or full-time employment offers in 2006. Those listed in bold type hired three or more graduates and/or interns.**

DaimlerChrysler Corporation  
Dalberg Global Development Advisors  
Darby Overseas Investments, Ltd.  
Davidson Capital Management Corporation  
Davidson Kempner Capital Management LLC  
DaVita Inc.  
De Lage Landen  
Dell, Inc.  
**Deloitte Consulting LLP**  
Delta Air Lines  
**Deutsche Bank**  
Deutsche Post World Net  
Developing World Markets  
DFJ Dragonfund  
**Diageo PLC**  
**Diamond**  
Digitas, Inc.  
DN Capital  
Dresdner Kleinwort  
DTZ Rockwood LLC  
Dubai Development and Investment Authority, The  
Dubai International Properties  
Dubilier & Co.  
Duff & Phelps, LLC  
Dun & Bradstreet Corporation, The  
DuPont Capital Management  
Durham Asset Management  
E. & J. Gallo Winery  
Earnest Partners  
Eastdil Secured  
Eastman Chemical Company  
eBay, Inc.  
**Eli Lilly and Company**  
Elliott Associates, LP  
Elsevier  
Emerging Markets Partnership  
Emory University School of Medicine  
Endeavor Global  
Endo Pharmaceuticals, Inc.  
Enterprise Community Investment  
Entrepreneur Partners, LP  
Equinox Fitness Clubs  
Equity International  
Equity One, Inc.  
Ernst & Young LLP  
Esportif Ltd.  
**Estee Lauder Companies, Inc.**  
Evercore Partners  
Everest Group  
Evergreen Investments  
Expedia, Inc.  
**ExxonMobil Corporation**  
Falfurrias Capital Partners

Farlie Turner  
Fauchier Partners, LLP  
Federal Reserve Bank of New York  
FedEx Corporation  
**Fidelity Investments**  
Financial Technology Partners LLC  
FINANCO, Inc.  
First Round Capital  
Flywheel Ventures  
Fontainebleau Resorts, LLC  
Ford Motor Company  
**Forest City Enterprises, Inc.**  
Forest Laboratories, Inc.  
Fortress Investment Group LLC  
Forum Gruppe  
Foster's Wine Estates  
Frankel Group, Inc., The  
Franklin Templeton Investments  
Freeman & Co. LLC  
FriedbergMilstein, LLC  
Friedman, Billings, Ramsey Group, Inc.  
Frito-Lay Inc.  
Gabelli & Company  
Galt and Company  
**Gap Inc.**  
Gemalto  
**Genentech, Inc.**  
**General Electric Company**  
**General Mills, Inc.**  
General Motors Corporation  
Genpact  
Genzyme Corporation  
Gerald Metals, Inc.  
Gilead Sciences, Inc.  
Giuliani Capital Advisors LLC  
GlaxoSmithKline Corp.  
Glencore Ltd.  
Glenview Capital Management  
Golden Gate Community, Inc.  
Golden Gate Logistics, LLC  
**Goldman Sachs & Company**  
**Google, Inc.**  
Government of Singapore Investment Corporation Pte.  
Graham Partners, Inc.  
GratisCard LLC  
Great Hill Partners  
Greenhill & Co, Inc.  
GreenOrder, Inc.  
Greenwich Energy Investments, LLC  
Greylock Ventures  
Greywolf Capital Management  
Groton Partners LLC  
GSC Partners  
Guidant Corporation  
Guidewire Software  
H.J. Heinz Company  
**Hamilton Lane Advisors, Inc.**  
Hampton Group  
Hankook Securities and Investment  
Hanover Financial Company

**Harrah's Entertainment, Inc.**  
**Harris Williams & Co.**  
HawkPartners  
Hearthstone  
Henry Schein, Inc.  
Heritage Building Group  
Hershey Company, The  
Hewlett-Packard Company  
HIG Capital  
Highbridge Capital Management, LLC  
Highfields Capital Management LP  
Hillwood Capital  
Hines Interests LP  
Homax Products  
Home Depot, Inc., The  
Houlihan Lokey Howard & Zukin  
**HSBC**  
Humana Inc.  
Hupomone Capital Partners  
Hyundai Securities  
IB Partners  
**IBM Corporation**  
IDG Ventures  
i-maritime Consultancy Private Limited  
Income Research & Management, Inc.  
Inform Technologies, LLC  
Infosys Consulting, Inc.  
Infosys Technologies Limited  
ING Group  
Ingrid Inc.  
Insight Equity  
Intel Corporation  
Inter-American Development Bank  
**International Finance Corporation**  
Internet Capital Group  
Intrepid Capital Management  
Invitrogen Corporation  
Ion America Corporation  
Ionic Capital Management LLC  
Ironwood Equity Fund LP  
iStar Financial  
ITV PLC  
J.F. Lehman & Company  
**J.P. Morgan Chase & Co.**  
Janus Capital Group Inc.  
Jefferies & Co.  
Jia Enterprises LLC  
JLL Partners  
John Laing Homes  
John Templeton Foundation, The  
**Johnson & Johnson**  
Jonathan Rose Companies  
Jones Lang LaSalle, Inc.  
Kaiser Permanente  
Karsch Capital Management  
**Katzenbach Partners LLC**  
Kayne Anderson Capital Advisors  
Key Principal Partners Corp.  
Keystone Property Group  
Klinger Advanced Aesthetics

Kolon Industries, Inc.  
Korea Investment & Securities Co., Ltd.  
Kraft Foods, Inc.  
**L.E.K. Consulting**  
Lake Capital  
Landmark Partners  
Lane, Berry & Co. International, LLC  
**Lazard LLC**  
Lefrak Organization, The  
Legacy Partners Group LLC  
**Lehman Brothers Holdings Inc.**  
Liberty Associated Partners  
**Liberty Property Trust**  
Libran Asset Management  
LightSpeed Venture Partners  
Lightyear Capital  
LIM Advisors  
**Limited Brands, Inc.**  
Linden LLC  
Linneman Associates  
Lionstone Group  
Live Nation, Inc.  
Loita Capital Partners International  
Longacre Management LLC  
Loomis, Sayles & Co. LP  
**L'Oreal, Inc.**  
Los Alamos National Laboratory  
Lowe's Companies, Inc.  
Lubert-Adler Management, Inc.  
**Lucent Technologies Inc.**  
**M&T Bank Corporation**  
MAC Asset Management, Inc.  
MacFarlane Partners  
**Macquarie Bank Limited**  
Macquarie Holdings (USA) Inc.  
**Marakon Associates**  
Marcus & Millichap Company, The  
Marriott International, Inc.  
Martha Stewart Living Omnimedia, Inc.  
Mattel, Inc.  
McDaniel Partners  
McGraw-Hill Companies, The  
**McKinsey & Company**  
McNeil Consumer & Specialty Pharmaceuticals  
**Medtronic, Inc.**  
Mercantile Real Estate Advisors  
Mercedes-Benz USA, LLC  
Mercer Human Resources Consulting  
**Mercer Management Consulting, Inc.**  
Merck & Co., Inc.  
Meridian Capital Group  
**Merrill Lynch & Co., Inc.**  
Metalmark Capital LLC  
Metro-Goldwyn-Mayer Inc.  
MFS Investment Management  
Miami-Dade School District  
**Microsoft Corporation**  
MidMarket Capital Advisors, LLC  
Milestone Advisors, LLC  
Milestone Partners

Millennium Technology Value Partners, LP  
Millennium Technology Ventures, LP  
Miller Brewing Company  
Miller Buckfire & Co. LLC  
Millgate Capital, Inc.  
**Monitor Company Group, LP**  
Moon Capital Management  
**Morgan Stanley**  
Morgan Stanley Real Estate Prime Fund  
Morgans Hotel Group  
Mothers Work, Inc.  
Motorola, Inc.  
Movado Group, Inc.  
National Basketball Association  
National City Bank  
National Starch and Chemical Company  
Nationwide Insurance  
Navigant Consulting  
**NBC Universal Inc.**  
NCR Corporation  
Nelnet Inc.  
Network Appliance  
New Boston Fund  
New York City Department of Education  
New York Life Insurance Company  
New York Magazine  
New York Times Company, The  
Newco  
**News Corporation Limited, The**  
Nexstar Capital Partners LLC  
Nike, Inc.  
Nikko Asset Management Co., Ltd.  
NJTC Venture Fund  
Nokia Corporation  
North Sound Capital  
NorthMarq Capital Inc.  
Northwest Airlines Corporation  
Novartis AG  
Nvidia Corporation  
Och-Ziff Capital Management Group  
Old Lane, LP  
Olympus Partners  
O'Melveny & Myers LLP  
Omnicom Group Inc.  
Onex Corporation  
Opera Solutions  
Opportunity Finance Network  
Oscar de la Renta LTD  
Owl Creek Asset Management  
PA Early Stage  
Pacific Alternative Asset Management Company  
Pacific Corporate Group LLC  
Pacific Investment Management Company, LLC  
Palladium Equity Partners, LLC  
Paramount Group Inc.  
Parthenon Group, Inc., The  
Partners Group  
Paul Capital Partners  
PB Consult Inc.  
Peacepath Consulting

Pediatrics  
PepsiCo  
Permira Advisors LLC  
Perry Capital LLC  
Petrus Partners Ltd.  
**Pfizer Inc.**  
PG&E Corporation  
Philadelphia Industrial Development Corporation  
Piper Jaffray & Co.  
Pittiglio Rabin Todd & McGrath  
Plainfield Asset Management  
PNC Financial Services Group, Inc.  
Polo Capital Management  
Portola Pharmaceuticals Inc.  
PRES  
PricewaterhouseCoopers LLP  
Procter & Gamble Company, The  
Program for Appropriate Technology in Health  
Progressive Corporation, The  
ProLogis  
PWC Logistics  
Pzena Investment Management  
QCM  
Quad-C Management, Inc.  
Quadrangle Group LLC  
Quadrant Homes  
Quaker BioVentures  
Qualcomm  
QuinStreet  
R. Gaines Baty Associates, Inc.  
Radian  
RAF Industries, Inc.  
Rayonier Inc.  
RBC Capital Markets  
RCG LLC  
Red Hat  
Redwood Capital Management, LLC  
Reed Elsevier Inc.  
Relativity Fund  
Revolution Health Group, LLC  
Riley Investment Management  
Ritchie Capital Management LLC  
Riverside Company, The  
Riverstone Holdings LLC  
RNK Capital LLC  
Robeco Investment Management/Weiss Peck & Greer  
Robertson Foundation  
Roche  
Rohatyn Group, The  
**Rohm and Haas Company**  
**Roland Berger Strategy Consultants**  
Rothschild Inc.  
Rubenstein Company LP, The  
Russian Technologies  
S.R. One Limited  
Sabre Holdings  
SAC Capital Advisors, LLC  
Safend  
Safeway, Inc.  
Sagent Advisors Inc.

## EMPLOYER OFFERS, 2006

**This list includes employers that made one or more summer or full-time employment offers in 2006. Those listed in bold type hired three or more graduates and/or interns.**

Salesforce.com

**Samsung Group**

Sandbox Industries, LLC

Sandler O'Neill & Partners LP

Sankaty Advisors

Santander Group

SAP America, Inc.

**Schnitzer Northwest, LLC**

Schroder Ventures Life Sciences

Sequoia Capital

SG Automotive

SG Cowen & Co.

Sg2

Shell Oil Company

Shinsei Bank

Siam Cement Group, The

Sidley Austin

Siemens AG

Silver Pacific Advisors

**Silver Point Capital**

Sirios Capital Management

Solstice Neurosciences

Sony Corporation

Soros Fund Management LLC

SourcePoint, LLC

Sovereign Global Limited

Sovereign Investment Company

Spencer Stuart Management Consultants

Sprint Nextel Corporation

Standard Bank

Standard Chartered Bank

Sterling Venture Partners

Stevens Capital Management

Stifel Nicolaus

STMicroelectronics

Strategic Management Group, Inc.

SunEdison, LLC

SunTrust Robinson Humphrey

SunTx Capital Partners

Symantec Corporation

Syntek

T. Rowe Price Group, Inc.

TAMC

Target Corporation

Tata Group

TD Securities Inc.

TechnoServe, Inc.

Tefen, Inc.

Texas Pacific Group

Textron

TGLT Real Estate

Thackeray Partners

Thomas H. Lee Partners LP

Thomas Weisel Partners

Thomson Corporation, The

**Time Warner Inc.**

**Tishman Speyer LP**

Toll Brothers, Inc.

Torch Enterprises LLC

TowerBrook Capital Partners, LP

**Toyota Motor Corporation**

**Trammell Crow Company**

Tremblant Capital LP

Trium Group, The

Trivest Partners, LP

TSMC

Tudor Investment Corporation

U.S. Department of State

**U.S. Department of the Interior**

U.S. Navy

U.S. Office of Management and Budget

**UBS AG**

**Unilever North America**

**United Nations**

UnitedHealth Group Inc.

University of Pennsylvania

University of Pennsylvania Health System

Valley Hospital, The

Value Partners Management Consulting

Vanda Pharmaceuticals

Vanguard Group, The

Venetian Hotel Casino

Ventas, Inc.

Verde Corporate Realty Services

Veronis Suhler Stevenson Partners LLC

Vestar Capital Partners

Viacom Inc.

Victory Schools, Inc.

Virgin USA

Visiting Nurse Service of New York

VMware, Inc.

Volkswagen Group China

W.R. Grace & Co.

**Wachovia Securities**

Wal-Mart Stores, Inc.

Walt Disney Company, The

Warburg Pincus LLC

Warner Music Group

**Wellington Management Company, LLP**

Whiterock REIT

William Blair & Company, LLC

William D. Witter, Inc.

Winterthur Asset Management

WL Ross & Co. LLC

Wobo Media, Inc.

Woolbright Development, Inc.

WPP

Wrightwood Capital

Wyeth Pharmaceuticals

XL Capital Assurance

Yahoo! Inc.

Yodlee, Inc.

York Capital Management

Zillow.com

**ZS Associates**



# Wharton MBA Career Management Team

## ADMINISTRATION

Michelle A. Antonio	Director
Jennifer Tarcelli Sheffler	Head of Administration
Alice Branch	Budget/Finance
Anthony Penna	Front Desk/Job Board
Tiya McIver	On-Campus Recruiting

## INDUSTRY CONTACTS

Area of Expertise	Senior Associate Director	Recruiting Relationship Manager
Alumni	Ursula Maul	Varies based on industry
Consulting	Ivan Kerbel	Heather Perkins
Consumer Products & Retail	Elissa Harris	Michelle Hopping
Diversified Financial Services	Sara Simons	Virginia Sherno
Energy	Chris Higgins	Michelle Hopping
Health Care	Elissa Harris	Michelle Hopping
Insurance	Sara Simons	Virginia Sherno
International	Sara Simons	Varies based on industry
Investment Banking	Maryellen Reilly Lamb	Kristi Schlegel-Miller
Investment Management/Hedge Funds	Sara Simons	Virginia Sherno
Manufacturing	Chris Higgins	Michelle Hopping
Media & Entertainment	Cara Costello	Virginia Sherno
Private Equity/Venture Capital	Sara Simons	Kristi Schlegel-Miller
Public Interest	Jennifer Savoie	Heather Perkins
Real Estate	Cara Costello	Virginia Sherno
Travel & Tourism	Cara Costello	Virginia Sherno
Technology/Telecommunications	Chris Higgins	Heather Perkins

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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 which are guaranteed compensation and 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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