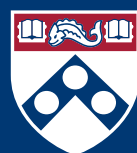


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MBA CAREERS 2011



Wharton
UNIVERSITY of PENNSYLVANIA

Recruiting at Wharton

Recruiters build their brands on campus through Wharton MBA Career Management's comprehensive recruiting resources.

EMPLOYER INFORMATION SESSIONS

An Employer Information Session (EIS) is an educational presentation that allows a company to share information about opportunities, as well as possible career paths, for MBAs.

SECOND-YEAR NETWORKING EXPOS

Second-Year Networking Expos are open forums that provide employers with maximum exposure to second-year students.

ONLINE RESUME BOOKS

The Wharton Online Resume Books are a convenient way to access full-time and intern candidates. Our searchable resume books allow employers to identify 1,650+ talented and qualified MBA candidates across a diverse mix of backgrounds and experiences. In addition, Alumni Resume Books give employers access to talented Wharton alumni who are pursuing career transitions at all levels.

JOB BOARD POSTINGS

The Wharton MBA Job Board is a free online job board that allows employers to access our 1,650+ current MBA students and the thousands of alumni who register for our services.

ON-CAMPUS INTERVIEWS

Interviewing on or near campus provides a great way to maximize an organization's exposure to Wharton talent. On-campus interviewing provides an efficient way to evaluate Wharton talent at no cost to employers.

VIDEO CONFERENCING

Employers who are not able to make the trip to campus can take advantage of video interviewing capabilities through ISDN and IP connections.

STUDENT CLUBS

Wharton MBA professional and regional clubs work closely with MBA Career Management to link student members with alumni and leaders in relevant fields. Clubs find employer engagement a key component to the success of their events and activities.

WHARTON CONFERENCES

Each year, Wharton students plan conferences that attract 5,000+ executives, scholars, policy makers, MBA students, and alumni. These signature events provide a forum to explore ideas, trends, and challenges related to business, government, and policy. Most conferences are held in Philadelphia between October and March.

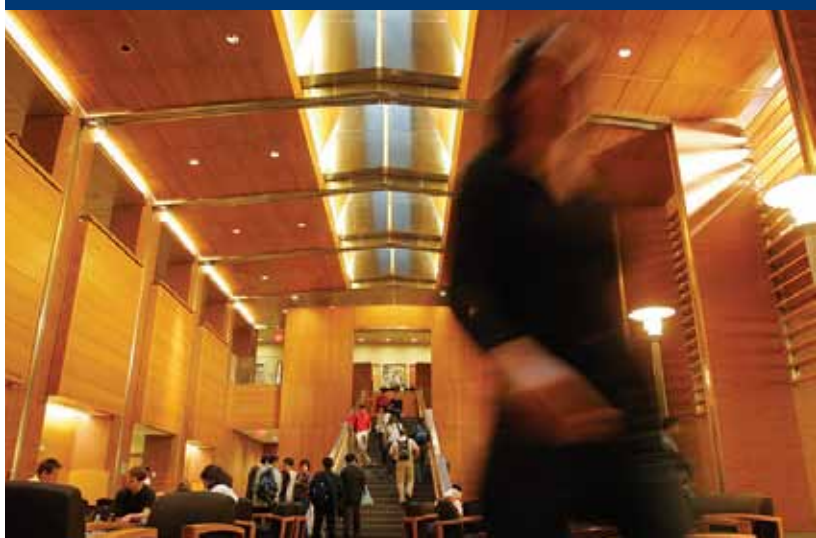
WHARTON CAREER TREK PROGRAM

Students organize and manage visits to companies in various U.S. and international cities for the purposes of education and networking.

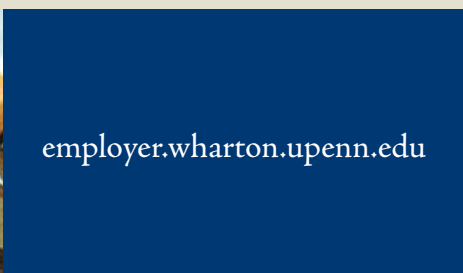


employer.wharton.upenn.edu

Dedicated Relationship Managers help employers develop a customized recruiting strategy. Visit our website for contact information.



WHARTON MBA CAREER MANAGEMENT OFFERS COMPREHENSIVE RECRUITING RESOURCES that connect employers with students at our Philadelphia and San Francisco campuses, as well as alumni worldwide. Our services include in-person events, virtual interviews, and online resume books. We work directly with employers to develop tailored strategies for identifying full-time, intern, and advanced-level Wharton MBA talent. [Recruit Wharton talent: employer.wharton.upenn.edu](http://employer.wharton.upenn.edu).



Demographics*

	CLASS OF 2011		CLASS OF 2012	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
Total Enrolled	862	100%	818	100%
Male		60		60
Female		40		40
U.S. Students of Color		29		32
International		37		36
Countries Represented	70		68	
Median Work Experience	5 years		4 years	

Employment Summary**

	CLASS OF 2011 FULL-TIME		CLASS OF 2012 INTERNSHIPS	
	NUMBER	PERCENTAGE	NUMBER	PERCENTAGE
Total Number of Students	853	100%	823	100%
Students Seeking Employment	661	77	726	88
<i>Reporting Job Offers</i>	638	97	715	98
<i>Reporting Job Acceptances</i>	628	95	709	98
Students Not Seeking Employment	138	16	39	5
<i>Company-Sponsored (Returning to Company)</i>	69		13	
<i>Self-Employed/Starting Own Business</i>	61		20	
<i>Postponed Job Search/Continuing Education</i>	8		5	
<i>Personal Reasons</i>	—		1	
Students Not Responding to Survey	54	6	58	7

* Demographics are based on matriculated student data reported by MBA Admissions.

** Information is as of September 30, 2011, and is collected and reported according to MBA-CSC Standards.

Wharton's global alumni network represents an invaluable resource, not just at graduation, but over the lifetime of your career.

Alumni:

88,000

Active Alumni Clubs:

80

Countries:

148

Compensation by Industry*

	CLASS OF 2011 FULL-TIME (ANNUAL)		CLASS OF 2012 INTERNSHIPS (MONTHLY)	
	PERCENT ACCEPTS	MEDIAN SALARY	PERCENT ACCEPTS	MEDIAN SALARY
ALL INDUSTRIES		\$120,000		\$7,693
Consulting	30.1%	\$125,000	16.16%	\$10,400
Consumer Products & Retail	6.53	95,000	7.68	6,122
Consumer Products	2.23	95,000	2.25	6,500
Food, Beverage & Tobacco	1.11	95,000	1.99	6,000
Retail	2.71	100,000	3.05	6,000
Energy & Utilities	1.91	110,000	1.19	6,500
Financial Services	38.54	107,500	47.68	8,333
Diversified Financial Services	4.94	100,000	2.78	7,000
Hedge Funds/Other Investments	3.34	125,000	7.02	8,000
Investment Banking/Brokerage	16.56	100,000	18.54	8,333
Investment Management	6.05	115,000	6.62	8,333
Private Equity/Buyouts/Other	7.01	138,500	9.8	7,500
Venture Capital	0.64	—	2.78	5,250
Health Care	5.89	110,000	6.23	7,050
Health Care Services	1.75	105,000	1.46	7,060
Medical Devices	0.80	—	1.19	7,500
Pharmaceuticals/Biotechnology	2.87	114,000	2.91	6,742
Manufacturing	2.07	110,000	1.32	7,000
Media & Entertainment	2.71	105,000	2.65	6,000
Media	2.23	110,000	2.25	5,500
Professional Services	0.48	—	0.53	—
Public Interest	0.96	—	3.05	2,800
Real Estate	3.18	102,500	2.91	5,675
Technology Industries	7.64	110,000	10.6	7,000
Computer Software & Services	1.27	105,000	4.24	7,000
Internet Services	4.62	110,000	5.83	8,000

* Guaranteed compensation for one year only. Does not include discretionary bonuses, options and carried interest in partnerships. In accordance with MBA-Career Services Council (MBA-CSC) Standards, compensation is not listed for categories reported by less than 1% of the class.



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Employers

The following employers hired two or more members of the Class of 2011.

- | | |
|--|--|
| A.T. Kearney, Inc. | Goldman Sachs & Company |
| Accenture | Google, Inc. |
| Amazon | Gotham Consulting Partners |
| American Express Company | Greenhill & Co., Inc. |
| Apax Partners, Inc. | H.I.G. Capital |
| Bain & Company | IBM |
| Bain Capital, LLC | J.P. Morgan |
| Banco Itau BBA S.A. | Jefferies & Co. |
| Bank of America Merrill Lynch | Johnson & Johnson - Corporate U.S. |
| Barclays Bank, PLC | Latham & Watkins, LLP |
| Baring Private Equity Asia Limited | McKesson Corporation |
| BlackRock, Inc. | McKinsey & Company |
| Blackstone Group, LP | Medtronic, Inc. |
| Booz & Company | Merchants' Gate Capital, LP |
| Boston Consulting Group | Microsoft Corporation |
| BTG Pactual | Mitsubishi Corporation |
| Campbell Soup Company | Monitor Company Group, LP |
| Capital One Services, Inc. | Moody's Investors Service |
| China International Capital Corporation Limited (CICC) | Morgan Stanley |
| Cisco Systems, Inc. | Nike, Inc. |
| Citibank | Nomura Holding America, Inc. |
| Citigroup | Novartis AG |
| Clorox Company | Pacific Investment Management Company, LLC |
| Coach, Inc. | QVT Financial, LP |
| Comcast Corporation | RBC Capital Markets |
| Credit Suisse | Samsung Electronics |
| DaVita, Inc. | Samsung Global Strategy Group |
| Deloitte Consulting, LLP | SAP America, Inc. |
| Deutsche Bank | Standard Chartered Bank |
| Eli Lilly and Company | Thomas H. Lee Partners (THL) |
| Estée Lauder Companies, Inc. | Time Warner, Inc. |
| Evercore Partners | UBS Financial Services, Inc. |
| ExxonMobil Corporation | Unilever, PLC |
| Fidelity Investments | Walt Disney Company |
| FMC Technologies | Wells Fargo Securities |
| General Electric Company | Zynga |
| General Mills, Inc. | |

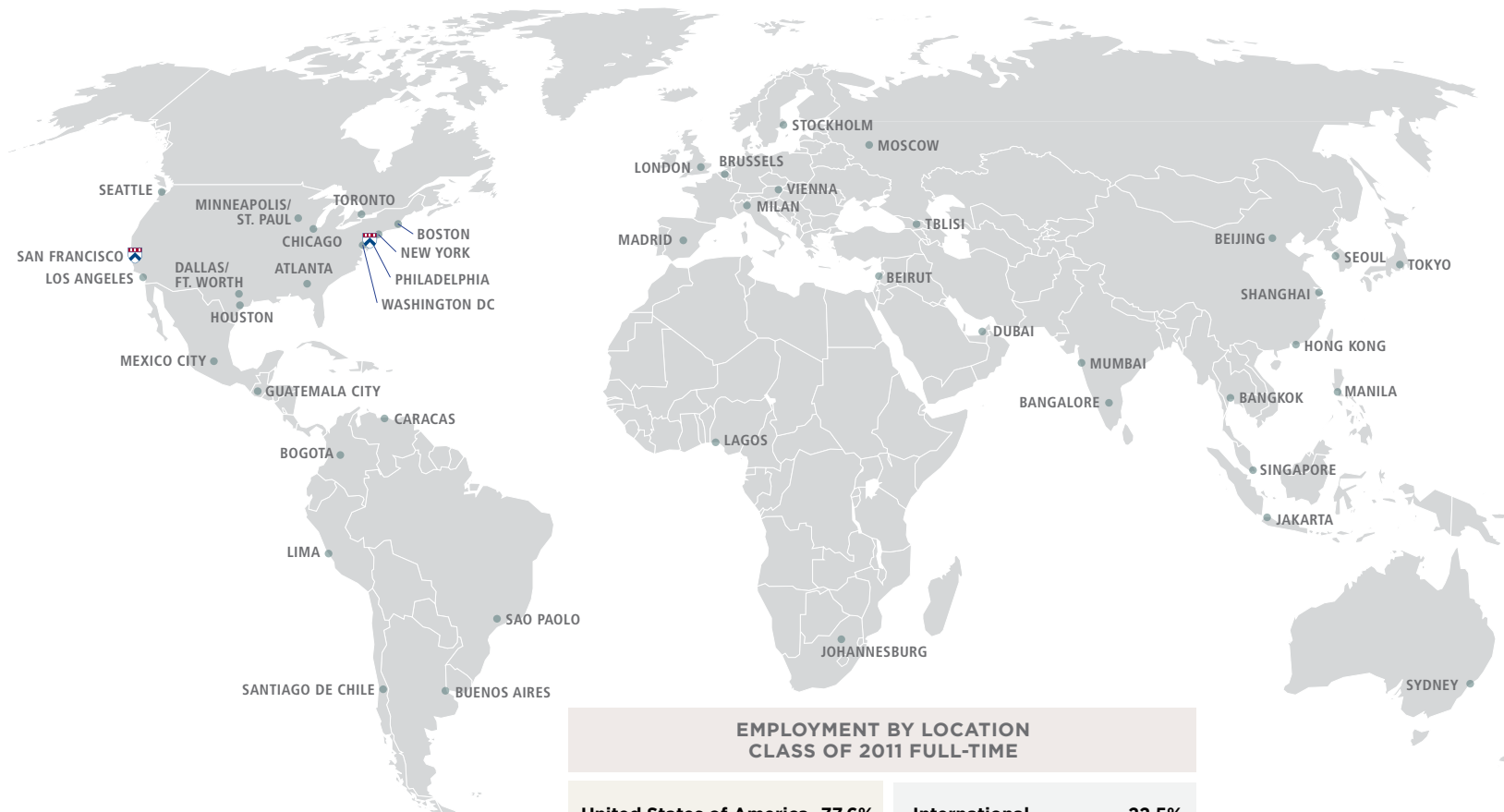


Functional Choices

- Business Development
- Consulting/Strategy
- Control/Accounting
- Corporate Finance/M&A
- Entrepreneurial Management
- General Management
- Human Resource Management
- Investment Banking
- Investment/Portfolio Management
- Legal Services
- Operations/Production Management
- Private Equity
- Product/Brand Marketing
- Product Development/Structuring
- Real Estate
- Research
- Restructuring
- Risk Management
- Sales
- Sales & Trading

Location Choices

Members of the Class of 2011 can be found in cities around the globe.



**EMPLOYMENT BY LOCATION
CLASS OF 2011 FULL-TIME**

United States of America 77.6%		International 22.5%	
Northeast	41.4	Asia	8.6
West	15.6	Latin America	4.9
Mid-Atlantic	9.2	Europe	4.3
Midwest	4.1	Multi-National / Other	1.3
Southwest	3.8	Middle East	1.1
South	3.2	Africa	1.0

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