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.

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.

Demographics*

<table>
<thead>
<tr>
<th>Total Enrolled</th>
<th>CLASS OF 2011</th>
<th></th>
<th>CLASS OF 2012</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>NUMBER</td>
<td>PERCENTAGE</td>
<td>NUMBER</td>
<td>PERCENTAGE</td>
</tr>
<tr>
<td>Male</td>
<td>60</td>
<td>862</td>
<td>60</td>
<td>818</td>
</tr>
<tr>
<td>Female</td>
<td>40</td>
<td>862</td>
<td>40</td>
<td>818</td>
</tr>
<tr>
<td>U.S. Students of Color</td>
<td>29</td>
<td>862</td>
<td>32</td>
<td>818</td>
</tr>
<tr>
<td>International</td>
<td>37</td>
<td>862</td>
<td>36</td>
<td>818</td>
</tr>
<tr>
<td>Countries Represented</td>
<td>70</td>
<td></td>
<td>68</td>
<td></td>
</tr>
<tr>
<td>Median Work Experience</td>
<td>5 years</td>
<td></td>
<td>4 years</td>
<td></td>
</tr>
</tbody>
</table>

Employment Summary**

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

* 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**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Class of 2011 Full-Time (Annual)</th>
<th>Class of 2012 Internships (Monthly)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Percent Accepts</td>
<td>Median Salary</td>
</tr>
<tr>
<td><strong>All Industries</strong></td>
<td>$120,000</td>
<td>$7,693</td>
</tr>
<tr>
<td><strong>Consulting</strong></td>
<td>30.1%</td>
<td>$125,000</td>
</tr>
<tr>
<td><strong>Consumer Products &amp; Retail</strong></td>
<td>6.53%</td>
<td>$95,000</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>2.23%</td>
<td>$95,000</td>
</tr>
<tr>
<td>Food, Beverage &amp; Tobacco</td>
<td>1.11%</td>
<td>$95,000</td>
</tr>
<tr>
<td>Retail</td>
<td>2.71%</td>
<td>$100,000</td>
</tr>
<tr>
<td><strong>Energy &amp; Utilities</strong></td>
<td>1.91%</td>
<td>$110,000</td>
</tr>
<tr>
<td><strong>Financial Services</strong></td>
<td>38.54%</td>
<td>$107,500</td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>4.94%</td>
<td>$100,000</td>
</tr>
<tr>
<td>Hedge Funds/Other Investments</td>
<td>3.34%</td>
<td>$125,000</td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>16.56%</td>
<td>$100,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>6.05%</td>
<td>$115,000</td>
</tr>
<tr>
<td>Private Equity/Buyouts/Other</td>
<td>7.01%</td>
<td>$138,500</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>0.64%</td>
<td>—</td>
</tr>
<tr>
<td><strong>Health Care</strong></td>
<td>5.89%</td>
<td>$110,000</td>
</tr>
<tr>
<td>Health Care Services</td>
<td>1.75%</td>
<td>$105,000</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>0.80%</td>
<td>—</td>
</tr>
<tr>
<td>Pharmaceuticals/Biotechnology</td>
<td>2.87%</td>
<td>$114,000</td>
</tr>
<tr>
<td><strong>Manufacturing</strong></td>
<td>2.07%</td>
<td>$110,000</td>
</tr>
<tr>
<td><strong>Media &amp; Entertainment</strong></td>
<td>2.71%</td>
<td>$105,000</td>
</tr>
<tr>
<td>Media</td>
<td>2.23%</td>
<td>$110,000</td>
</tr>
<tr>
<td><strong>Professional Services</strong></td>
<td>0.48%</td>
<td>—</td>
</tr>
<tr>
<td>Public Interest</td>
<td>0.96%</td>
<td>—</td>
</tr>
<tr>
<td><strong>Real Estate</strong></td>
<td>3.18%</td>
<td>$102,500</td>
</tr>
<tr>
<td><strong>Technology Industries</strong></td>
<td>7.64%</td>
<td>$110,000</td>
</tr>
<tr>
<td>Computer Software &amp; Services</td>
<td>1.27%</td>
<td>$105,000</td>
</tr>
<tr>
<td>Internet Services</td>
<td>4.62%</td>
<td>$110,000</td>
</tr>
</tbody>
</table>

*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.
Employers

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

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

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

**Location Choices**

**EMployment by Location Class of 2011 Full-time**

<table>
<thead>
<tr>
<th>Location</th>
<th>United States of America</th>
<th>International</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States of America</td>
<td>77.6%</td>
<td>22.5%</td>
</tr>
<tr>
<td>Northeast</td>
<td>41.4</td>
<td>8.6</td>
</tr>
<tr>
<td>West</td>
<td>15.6</td>
<td>4.9</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>9.2</td>
<td>4.3</td>
</tr>
<tr>
<td>Midwest</td>
<td>4.1</td>
<td>1.3</td>
</tr>
<tr>
<td>Southwest</td>
<td>3.8</td>
<td>1.1</td>
</tr>
<tr>
<td>South</td>
<td>3.2</td>
<td>1.0</td>
</tr>
</tbody>
</table>

**Contact Information**

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