2014 Employment Report

www.smeal.psu.edu/mba
Class Profile
Entering Class Size
80
Mean Prior Work Experience
54 months
Mean Age of New Entrants
28 years
Median Age of New Entrants
27 years
Mean GMAT Score
643
Median GMAT Score
650
Mean Undergraduate GPA
3.2

Undergraduate Specializations

- Business: 49%
- Technical: 35%
- Other: 16%
Class of 2014 Full-Time Employment Review

### Job Offer Overview

**Job Offers Received**

- By graduation (May 11): 80.9%
- By 3 months after graduation (August 11): 89.7%

**Job Offers Accepted**

- Before graduation (May 11): 75%
- By 3 months after graduation (August 11): 85.3%

### Compensation Overview

**Base Salary**

- Mean: $101,044
- Median: $100,000
- Maximum: $135,000
- Minimum: $46,000

**Signing Bonus**

- Percent receiving: 82%
- Mean: $17,022
- Median: $16,000
- Maximum: $45,000
- Minimum: $0

**Other Compensation***

- Percent receiving: 26%
- Mean: $25,269
- Median: $10,500
- Maximum: $90,000
- Minimum: $4,202

*Other Guaranteed Compensation may include other taxable payroll compensation such as a guaranteed annual bonus or guaranteed overtime compensation. It excludes stock options, tuition reimbursement, moving expenses, and relocation allowance monies.

Note: Please see page 13 for details on the population that was surveyed for data included on pages 4-11.
Employment by Function

- Operations/Logistics: 40%
- Finance/Accounting: 18%
- Marketing/Sales: 13%
- Consulting: 29%
## Base Salary by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Consulting</th>
<th>Finance and Accounting</th>
<th>Marketing and Sales</th>
<th>Operations and Logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mean</strong></td>
<td>$111,656</td>
<td>$88,000</td>
<td>$86,600</td>
<td>$104,041</td>
</tr>
<tr>
<td><strong>Median</strong></td>
<td>$120,000</td>
<td>$90,000</td>
<td>$95,000</td>
<td>$100,000</td>
</tr>
<tr>
<td><strong>High</strong></td>
<td>$127,000</td>
<td>$106,000</td>
<td>$116,000</td>
<td>$135,000</td>
</tr>
<tr>
<td><strong>Low</strong></td>
<td>$80,000</td>
<td>$70,000</td>
<td>$46,000</td>
<td>$73,020</td>
</tr>
</tbody>
</table>
Class of 2014 Full-Time Employment Review

Employment by Industry

- Technology: 13%
- Manufacturing: 27%
- Petroleum/Energy: 24%
- Pharmaceuticals/Biotech/Healthcare: 22%
- Consumer Products: 5%
- Financial Services: 2%
- Consulting: 3.5%
- Other: 3.5%
# Class of 2014 Full-Time Employment Review

## Base Salary by Industry

<table>
<thead>
<tr>
<th></th>
<th>Consulting</th>
<th>Consumer Products</th>
<th>Financial Services</th>
<th>Manufacturing</th>
<th>Petroleum/ Energy</th>
<th>Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mean</strong></td>
<td>$113,767</td>
<td>$98,667</td>
<td>*</td>
<td>$89,752</td>
<td>*</td>
<td>$107,530</td>
</tr>
<tr>
<td><strong>Median</strong></td>
<td>$125,000</td>
<td>$100,000</td>
<td>*</td>
<td>$92,000</td>
<td>*</td>
<td>$109,000</td>
</tr>
</tbody>
</table>

Note: Graduates in the category of Other earned a mean salary of $92,000 and a median salary of $90,000.

* Insufficient data to protect students' privacy.
Employment by U.S. Geographic Region

- Mid-Atlantic: 27%
- Northeast: 21%
- West: 9%
- South: 7%
- Midwest: 9%
- Southwest: 25%

Note: 2% of graduates accepted positions based outside of the U.S.
## Base Salary by U.S. Geographic Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Mid-Atlantic</th>
<th>Midwest</th>
<th>Northeast</th>
<th>South</th>
<th>Southwest</th>
<th>West</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mean</td>
<td>$94,500</td>
<td>$87,004</td>
<td>$108,286</td>
<td>$86,800</td>
<td>$90,721</td>
<td>$116,000</td>
</tr>
<tr>
<td>Median</td>
<td>$93,000</td>
<td>$94,000</td>
<td>$112,000</td>
<td>$90,000</td>
<td>$96,443</td>
<td>$120,500</td>
</tr>
</tbody>
</table>
Class of 2014 Full-Time Employment Review

Hiring Organizations

- A.T. Kearney, Inc. *
- AccuWeather, Inc. *
- Air Products & Chemicals (2)
- Aldi Inc.
- Amazon.com, Inc. (3) *
- Apple Inc. (5) *
- Arizona Public Service Company
- ARRIS Group, Inc. *
- Baker Hughes Incorporated (2) *
- Capgemini *
- Dell Inc. (2) *
- Deloitte Consulting LLP (10) *
- DuPont
- Eaton Corporation (2)
- Eclipse Resources Holdings, L.P.
- EY, LLP (2) *
- Hedges Risk Management, LLC
- Hertz Corporation
- Hewlett-Packard Company
- Inspirage, LLC *
- Kimberly-Clark Corporation
- KPMG L.L.P. *
- McKesson Corporation
- NetJets, Inc.
- Nippon Steel & Sumitomo Metal Corp.
- Office Depot Inc.
- OrderUp LLC
- Pfizer Inc.
- PPL Services Corporation
- Procter & Gamble Company (2)
- Raytheon Company
- SanDisk Corporation (2) *
- Schneider Electric
- TE Connectivity *
- The Dow Chemical Company
- USG Corporation
- Verizon Communications Inc.
- Wells Fargo & Company

(*) Denotes employer that hired an international student(s).
(R) Denotes number of graduates hired by the company if greater than 1.
Interimship Activity Overview
Percentage of Class Completing a Summer Internship or Project: 99%

Internship Compensation

Base Weekly Salary

Mean: $1,450

Median: $1,480

Maximum: $2,400

Minimum: $500

Notes: 1) Base salary data presented in a weekly format; multiply by 4.33 to convert to a monthly format.

2) Base salary data excludes other compensation items such as relocation, corporate housing, and guaranteed “overtime” pay. Only paid internships are included in the data set.

3) Many firms include non-salary perquisites as part of the overall internship offering, which lowers average salary statistics and can make it difficult to accurately compare one offer against another.

Hiring Organizations

AccuWeather, Inc. (2) *
Air Products & Chemicals (2)
Allied Growth Strategies
Apple Inc. (3) *
Aris Corporation
ARRIS Group, Inc. *
AstraZeneca Pharmaceuticals LP
Chevron (3)
Chrysler
Colgate-Palmolive Company
Dell Inc. (9) *
Deloitte Consulting LLP (6) *
Die Tech Metal Stamping
Dow Agrosciences *
Egis Pharmaceuticals
Eli Lilly (Asia) *
Exxon Mobil Corporation
EY, LLP (2) *
Facebook, Inc. (3) *
Honeywell International
Johnson & Johnson
JPMorgan Chase & Co.
Kennametal
Kimberly-Clark LAO *
NIKE (2) *
Novartis (3)
Pfizer Inc. (3)
Pittsburgh Corning
PolyOne Corporation (2) *
Reading Royals
SafetyCare Technologies, LLC
Sears Holdings Corp. (2) *
Space Exploration Technologies
The Dow Chemical Company (2)
United Nations Federal Credit Union
VB Research
Verizon Communications Inc.
VWR International LLC (2) *
WellSpan Health
Westinghouse Electric
Wm. Wrigley Jr. Company (Mars, Inc.)

(•) Denotes number of graduates hired by the company if greater than 1.
(*) Denotes employer that hired an international student(s).
STATEMENTS ON COMPLIANCE WITH THE MBA CAREER SERVICES & EMPLOYER ALLIANCE (MBA CSEA) STANDARDS

1) This report conforms to the MBA CSEA Standards (Edition IV) for the reporting of MBA permanent employment statistics.

2) This report is compiled from data collected through September 11, 2014.

3) The Smeal MBA Program collected usable employment information for 100% of full-time, resident MBA students who graduated between July 1, 2013 and June 30, 2014.

4) The Smeal MBA Program received usable salary information from 94.8% of employed students. Compensation information is self-reported.

5) Students enrolled in the JD/MBA and MD/MBA dual-degree programs are not included in this report.

6) Base salary statistics exclude bonuses, commissions, benefits, perquisites, and stock options.

7) Employment and salary data contained on pages 4-11 are based on the 68 full-time, resident MBA students who were actively seeking employment.