Dear recruiters and friends of the Parker Career Management Center:

It is my pleasure to present UCLA Anderson’s Employment Report, which I hope you will find to be a great resource for important facts and statistics about UCLA Anderson’s students and their employment performance. UCLA Anderson students come from a variety of backgrounds and they also have tremendous diversity in preferred industries and functions, many of which will be career transitions.

Students continue to find Parker to be a great resource in advancing their career goals. We have steadily increased the number of people finding their post-graduation roles through UCLA Anderson facilitated resources. One-on-one advising sessions with our professional staff have also continued to rise, just as we continue to rely on the partnership between our office and the student coaches that make up the Anderson Career Teams (ACT), where second years coach first years by industry and function, a program unique among business schools and a great indicator of Anderson’s collaborative culture.

On the corporate outreach front, we met with a number of our partner companies over the spring and summer. This year, we also experimented with a carve-out week in the curriculum, which allowed students to attend Days on the Job visits to companies around the country. These visits allowed them to hear from company employees regarding their roles and career paths and also allowed them to get a feel for the culture of these firms and network in advance of applications. Over 250 students participated in this week of corporate “treks.”

Parker was sad to say good-bye to a couple of our team members this year. Amanda Durrant retired to spend more time with her family, and David Cooley transitioned into running Alumni Career Services, meaning that the school continues to benefit from his talents. We hired Britta Schort (‘08), who comes from a real estate private equity background, and Emily Cruse Rosenthal (‘13), with a corporate finance background within entertainment. Both will contribute on the advising as well as corporate outreach fronts and students are already taking full advantage of their talents and experiences.

As always, we value our relationship with you tremendously and want to maintain and grow our trusted partnerships. We continue to survey recruiters and students on all aspects of Parker and our offerings, and while satisfaction remains quite high, we will always tweak our services to fit changing trends and interests. We’re open to your ideas and recommendations and enjoy partnering to find the best solutions for your company/division and our school. Thank you for your continued support.

Sincerely,

Regina Regazzi (’97)
Assistant Dean, Parker Career Management Center

From left:
Donna Robinson, Associate Director, Employer Relations
Emily Taylor, Associate Director, MBA Career Education
Phil Han, Director, Recruiting Operations and Career Advisor
Regina Regazzi, Assistant Dean, Parker Career Management Center
When I started Anderson, I knew I had a strong investment banking background, but I didn’t know anyone in the entertainment industry, so I didn’t really know how to enter that world. It was pivotal to reach out to Anderson alumni to understand how the studios worked and who were the key people to reach out to. Network wisely.

Alessandra Donadelli ('14)
### OFFERS AND ACCEPTANCES

<table>
<thead>
<tr>
<th>Type of Offer</th>
<th>Number of Students</th>
<th>Percent of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Job Offers by 3 Months after Graduation</td>
<td>261</td>
<td>90.3%</td>
</tr>
<tr>
<td>Permanent U.S. Work Authorization</td>
<td>194</td>
<td>67.1%</td>
</tr>
<tr>
<td>Non-U.S. Work Authorization</td>
<td>67</td>
<td>23.2%</td>
</tr>
<tr>
<td>Job Offers after 3 Months after Graduation*</td>
<td>4</td>
<td>1.4%</td>
</tr>
<tr>
<td>Job Acceptances by 3 Months after Graduation</td>
<td>256</td>
<td>88.6%</td>
</tr>
<tr>
<td>Permanent U.S. Work Authorization</td>
<td>191</td>
<td>66.1%</td>
</tr>
<tr>
<td>Non-U.S. Work Authorization</td>
<td>65</td>
<td>22.5%</td>
</tr>
<tr>
<td>Job Acceptances after 3 Months after Graduation*</td>
<td>6</td>
<td>2.1%</td>
</tr>
</tbody>
</table>

### SOURCE OF EMPLOYMENT

<table>
<thead>
<tr>
<th>Source</th>
<th>Percent of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>UCLA Anderson-Facilitated Resources</td>
<td>72.3%</td>
</tr>
<tr>
<td>Summer Internship Employer</td>
<td>29.7%</td>
</tr>
<tr>
<td>Campus Recruiting Program (including myCareer Resume Collections)</td>
<td>10.9%</td>
</tr>
<tr>
<td>Parker CMC Postings</td>
<td>6.6%</td>
</tr>
<tr>
<td>Summer Internship Employer</td>
<td>6.6%</td>
</tr>
<tr>
<td>UCLA Anderson Alumni (ae)</td>
<td>5.1%</td>
</tr>
<tr>
<td>Other Parker CMC Resources</td>
<td>4.7%</td>
</tr>
<tr>
<td>Other UCLA Anderson-Related Resources (Faculty, Schoolmates, etc.)</td>
<td>3.9%</td>
</tr>
<tr>
<td>UCLA Anderson Club-Related Resources</td>
<td>2.7%</td>
</tr>
<tr>
<td>Other UCLA-Related Resources/Contacts</td>
<td>2.0%</td>
</tr>
<tr>
<td>Non-UCLA Anderson-Facilitated Resources</td>
<td>27.7%</td>
</tr>
<tr>
<td>Summer Internship Employer</td>
<td>8.2%</td>
</tr>
<tr>
<td>Family/Friend/Personal/Pre-MBA Employer Network</td>
<td>7.4%</td>
</tr>
<tr>
<td>Company Website Application Process</td>
<td>3.9%</td>
</tr>
<tr>
<td>Direct Company Contact (not facilitated by UCLA Anderson)</td>
<td>3.9%</td>
</tr>
<tr>
<td>Other Non-UCLA Anderson-Related Resources</td>
<td>2.3%</td>
</tr>
<tr>
<td>Other Online Resources</td>
<td>2.0%</td>
</tr>
</tbody>
</table>

### COMPENSATION SUMMARY

<table>
<thead>
<tr>
<th>Type of Compensation</th>
<th>Percent of Students Reporting Salary Data</th>
<th>Mean</th>
<th>Median</th>
<th>Minimum</th>
<th>Maximum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Base Salary</td>
<td>96.1%</td>
<td>$110,265</td>
<td>$110,000</td>
<td>$45,000</td>
<td>$180,000</td>
</tr>
<tr>
<td>Signing Bonus</td>
<td>60.5%</td>
<td>$27,007</td>
<td>$25,000</td>
<td>$2,000</td>
<td>$60,000</td>
</tr>
<tr>
<td>Other Guaranteed Compensation</td>
<td>13.4%</td>
<td>$16,888</td>
<td>$15,000</td>
<td>$10,000</td>
<td>$65,000</td>
</tr>
</tbody>
</table>

Graduates receiving stock and/or equity as part of their compensation package: 27.9%

1 Percentages were calculated from the number of students who were seeking employment.
2 Percentages were calculated from the number of students who accepted employment by 3 months after graduation.
3 Other Guaranteed Compensation includes guaranteed year-end bonus and other cash-equivalent compensation. It EXCLUDES perquisites such as relocation, automobile and variable compensation (e.g., performance bonus, stock options).

The percentage of students receiving stock and/or equity as part of their compensation package has increased from 23.8 percent to 27.9 percent.
“On a very high level, people are defined by what makes them different from everyone else in their competitive peer set. If you understand what your greatest and most unique asset is, you can define your personal brand to every employer, rather than let them classify you.”

BO PULITO (‘14)

The number of graduates starting their own companies grew by more than 50 percent in 2014 compared to 2013.

6.0% of the Class of 2014 graduates started their own companies during their time at UCLA Anderson in the following industries:

- Consulting
- Consumer Products
- Consumer Products
- Energy & Transportation
- Entertainment/Media
- Finance
- Healthcare
- Other
- Public Sector/Non-Profit
- Real Estate
- Technology

DID YOU KNOW? | Class of 2014 graduates’ industry choices spanned over 40 different industry sectors.
### BROKEN DOWN BY INDUSTRY

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent of Hires</th>
<th>Mean Annual Base Salary</th>
<th>Median Annual Base Salary</th>
<th>Range Annual Base Salary</th>
<th>Percent Receiving Signing Bonus</th>
<th>Mean Signing Bonus</th>
<th>Range Signing Bonus</th>
<th>Percent Receiving Other Guaranteed Bonus</th>
<th>Percent Receiving Stock/Equity/Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting Services</td>
<td>16.3%</td>
<td>$128,359</td>
<td>$135,000</td>
<td>$80,000-$140,000</td>
<td>90.2%</td>
<td>$30,432</td>
<td>$15,000-$30,000</td>
<td>3.8%</td>
<td>11.5%</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>10.1%</td>
<td>$98,173</td>
<td>$100,500</td>
<td>$65,000-$140,000</td>
<td>61.5%</td>
<td>$21,875</td>
<td>$10,000-$30,000</td>
<td>8.3%</td>
<td>25.0%</td>
</tr>
<tr>
<td>Apparel/Textiles</td>
<td>1.6%</td>
<td>$108,500</td>
<td>$105,000</td>
<td>$84,000-$140,000</td>
<td>25.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Beverages/Food</td>
<td>4.7%</td>
<td>$98,583</td>
<td>$102,000</td>
<td>$65,000-$115,000</td>
<td>83.3%</td>
<td>$22,500</td>
<td>$10,000-$30,000</td>
<td>8.3%</td>
<td>25.0%</td>
</tr>
<tr>
<td>Other Consumer Products</td>
<td>3.9%</td>
<td>$93,550</td>
<td>$95,000</td>
<td>$78,500-$102,000</td>
<td>50%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Education/Government/Nonprofit</td>
<td>2.7%</td>
<td>$85,676</td>
<td>$84,650</td>
<td>$83,404-$90,000</td>
<td>0.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Energy/Utilities (Including Alternative Energy)</td>
<td>3.5%</td>
<td>$110,629</td>
<td>$115,000</td>
<td>$92,500-$120,000</td>
<td>44.4%</td>
<td>$26,250</td>
<td>$15,000-$30,000</td>
<td>11.1%</td>
<td>44.4%</td>
</tr>
<tr>
<td>Entertainment/Media</td>
<td>7.4%</td>
<td>$95,053</td>
<td>$105,000</td>
<td>$45,000-$135,000</td>
<td>15.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>10.5%</td>
<td>15.8%</td>
</tr>
<tr>
<td>Broadcast/Film/Cable</td>
<td>6.2%</td>
<td>$101,313</td>
<td>$105,000</td>
<td>$70,000-$135,000</td>
<td>18.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>12.5%</td>
<td>18.8%</td>
</tr>
<tr>
<td>Sports</td>
<td>1.2%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Financial Services</td>
<td>20.5%</td>
<td>$109,952</td>
<td>$100,000</td>
<td>$75,000-$180,000</td>
<td>60.4%</td>
<td>$41,953</td>
<td>$15,000-$60,000</td>
<td>11.3%</td>
<td>5.7%</td>
</tr>
<tr>
<td>Commercial Banking</td>
<td>1.2%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>9.3%</td>
<td>$108,217</td>
<td>$100,000</td>
<td>$100,000-$149,000</td>
<td>95.8%</td>
<td>$45,987</td>
<td>$30,000-$60,000</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Investment Management</td>
<td>5.8%</td>
<td>$116,167</td>
<td>$110,000</td>
<td>$75,000-$180,000</td>
<td>26.7%</td>
<td>$41,250</td>
<td>$20,000-$30,000</td>
<td>26.7%</td>
<td>6.7%</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>2.3%</td>
<td>$106,333</td>
<td>$102,500</td>
<td>$88,000-$125,000</td>
<td>16.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>16.7%</td>
</tr>
<tr>
<td>Other Financial Services</td>
<td>1.9%</td>
<td>$105,600</td>
<td>$110,000</td>
<td>$85,000-$120,000</td>
<td>40.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>40.0%</td>
<td>20.0%</td>
</tr>
<tr>
<td>Health Care</td>
<td>3.1%</td>
<td>$113,813</td>
<td>$110,250</td>
<td>$102,000-$133,000</td>
<td>100.0%</td>
<td>$24,125</td>
<td>$15,000-$30,000</td>
<td>0.0%</td>
<td>75.0%</td>
</tr>
<tr>
<td>Products</td>
<td>2.3%</td>
<td>$115,583</td>
<td>$110,250</td>
<td>$104,000-$133,000</td>
<td>100.0%</td>
<td>$23,333</td>
<td>$15,000-$30,000</td>
<td>0.0%</td>
<td>83.3%</td>
</tr>
<tr>
<td>Providers &amp; Services</td>
<td>0.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Real Estate</td>
<td>3.5%</td>
<td>$94,111</td>
<td>$100,000</td>
<td>$75,000-$110,000</td>
<td>11.1%</td>
<td>N/A</td>
<td>N/A</td>
<td>33.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Retail</td>
<td>1.6%</td>
<td>$108,750</td>
<td>$105,000</td>
<td>$100,000-$125,000</td>
<td>75.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>25.0%</td>
</tr>
<tr>
<td>Technology</td>
<td>28.3%</td>
<td>$110,571</td>
<td>$115,000</td>
<td>$45,000-$140,000</td>
<td>60.3%</td>
<td>$20,420</td>
<td>$5,000-$50,000</td>
<td>1.4%</td>
<td>68.5%</td>
</tr>
<tr>
<td>Equipment/Hardware/Networking</td>
<td>4.3%</td>
<td>$105,320</td>
<td>$116,500</td>
<td>$74,799-$122,000</td>
<td>63.6%</td>
<td>$10,429</td>
<td>$8,000-$15,000</td>
<td>0.0%</td>
<td>54.5%</td>
</tr>
<tr>
<td>Internet Services/E-Commerce</td>
<td>10.9%</td>
<td>$108,320</td>
<td>$115,000</td>
<td>$84,000-$135,000</td>
<td>53.6%</td>
<td>$25,667</td>
<td>$5,000-$50,000</td>
<td>3.6%</td>
<td>85.7%</td>
</tr>
<tr>
<td>Multimedia Products &amp; Services</td>
<td>3.5%</td>
<td>$114,750</td>
<td>$112,500</td>
<td>$90,000-$140,000</td>
<td>33.3%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>55.6%</td>
</tr>
<tr>
<td>Software</td>
<td>8.1%</td>
<td>$117,976</td>
<td>$120,000</td>
<td>$75,000-$140,000</td>
<td>81.0%</td>
<td>$19,735</td>
<td>$5,000-$50,000</td>
<td>0.0%</td>
<td>66.7%</td>
</tr>
<tr>
<td>Other Technology</td>
<td>1.6%</td>
<td>$91,750</td>
<td>$103,500</td>
<td>$45,000-$115,000</td>
<td>50.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>25.0%</td>
</tr>
<tr>
<td>Other</td>
<td>1.9%</td>
<td>$120,080</td>
<td>$95,000</td>
<td>$82,500-$170,000</td>
<td>80.0%</td>
<td>$10,619</td>
<td>$5,000-$15,475</td>
<td>11.1%</td>
<td>0.0%</td>
</tr>
</tbody>
</table>

1 Percentages were calculated from the number of students who accepted employment within 3 months after graduation.

2 Compensation data is self-reported. Salary data is not provided for industries with fewer than 4 data points available.

3 Other guaranteed compensation includes guaranteed year-end bonus and other cash-equivalent compensation. It excludes perquisites such as relocation, automobile and variable compensation (e.g., performance bonus, stock options).

4 Includes Government Affairs, Law, Real Estate Development.
8.8% of the Class of 2014 graduates were sponsored and returned to their pre-MBA employers in the following job functions:

- Business/Corporate Development
- Commercial Banking/Lending
- Corporation Finance/FP&A/Treasury
- General Management - Executive
- Government Affairs
- Human Resources

- Investment Banking
- Law
- Management Consulting
- Project Management
- Real Estate Finance
- Strategic Planning
### BROKEN DOWN BY FUNCTION

<table>
<thead>
<tr>
<th>Business/Corporate Development</th>
<th>Percent of Hires</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Percent Receiving Signing Bonus</th>
<th>Mean</th>
<th>Range</th>
<th>Percent Receiving Other Guaranteed Bonus</th>
<th>Percent Receiving Stock/Equity/Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>7.0%</td>
<td>$126,825</td>
<td>$135,000</td>
<td>$80,000-$140,000</td>
<td>16.7%</td>
<td>N/A</td>
<td>N/A</td>
<td>16.7%</td>
<td>33.3%</td>
</tr>
<tr>
<td>Internal</td>
<td>17.1%</td>
<td>$107,701</td>
<td>$100,000</td>
<td>$45,000-$180,000</td>
<td>54.2%</td>
<td>$35,541</td>
<td>$2,000-$60,000</td>
<td>8.3%</td>
<td>9.7%</td>
</tr>
<tr>
<td>Management</td>
<td>1.9%</td>
<td>$116,128</td>
<td>$120,000</td>
<td>$90,000-$135,000</td>
<td>80.0%</td>
<td>$21,250</td>
<td>$10,000-$30,000</td>
<td>0.0%</td>
<td>40.0%</td>
</tr>
<tr>
<td>Management</td>
<td>15.1%</td>
<td>$128,270</td>
<td>$135,000</td>
<td>$80,000-$140,000</td>
<td>89.7%</td>
<td>$30,600</td>
<td>$15,000-$57,500</td>
<td>7.7%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>27.9%</td>
<td>$107,701</td>
<td>$100,000</td>
<td>$45,000-$180,000</td>
<td>54.2%</td>
<td>$35,541</td>
<td>$2,000-$60,000</td>
<td>8.3%</td>
<td>9.7%</td>
</tr>
<tr>
<td>Commercial Banking/Lending</td>
<td>1.2%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Corporate Finance/FP&amp;A/Treasury</td>
<td>6.6%</td>
<td>$103,412</td>
<td>$108,500</td>
<td>$45,000-$140,000</td>
<td>52.9%</td>
<td>$8,178</td>
<td>$2,000-$15,000</td>
<td>0.0%</td>
<td>29.4%</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>9.3%</td>
<td>$108,217</td>
<td>$100,000</td>
<td>$85,000-$149,000</td>
<td>91.7%</td>
<td>$46,250</td>
<td>$30,000-$60,000</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Investment Management</td>
<td>4.3%</td>
<td>$123,409</td>
<td>$120,000</td>
<td>$90,000-$180,000</td>
<td>18.2%</td>
<td>N/A</td>
<td>N/A</td>
<td>28.6%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Private Wealth Management</td>
<td>0.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Real Estate Finance</td>
<td>2.7%</td>
<td>$92,857</td>
<td>$100,000</td>
<td>$75,000-$105,000</td>
<td>14.3%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Sales/Trading</td>
<td>0.4%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Venture Capital/Private Equity</td>
<td>2.7%</td>
<td>$111,433</td>
<td>$105,000</td>
<td>$88,000-$140,000</td>
<td>14.3%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>14.3%</td>
</tr>
<tr>
<td>General Management</td>
<td>9.7%</td>
<td>$106,419</td>
<td>$112,500</td>
<td>$75,000-$125,000</td>
<td>60.0%</td>
<td>$22,965</td>
<td>$6,000-$50,000</td>
<td>4.0%</td>
<td>48.0%</td>
</tr>
<tr>
<td>Executive</td>
<td>1.9%</td>
<td>$90,580</td>
<td>$90,000</td>
<td>$84,000-$102,000</td>
<td>40.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>20.0%</td>
<td>20.0%</td>
</tr>
<tr>
<td>Project Management</td>
<td>1.9%</td>
<td>$97,921</td>
<td>$95,083</td>
<td>$75,000-$124,000</td>
<td>20.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>40.0%</td>
</tr>
<tr>
<td>Rotational Program</td>
<td>5.8%</td>
<td>$114,133</td>
<td>$115,000</td>
<td>$92,000-$125,000</td>
<td>80.0%</td>
<td>$24,583</td>
<td>$12,000-$50,000</td>
<td>0.0%</td>
<td>60.0%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1.2%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>31.8%</td>
<td>$105,619</td>
<td>$105,000</td>
<td>$45,000-$140,000</td>
<td>62.2%</td>
<td>$21,363</td>
<td>$5,000-$50,000</td>
<td>3.7%</td>
<td>48.8%</td>
</tr>
<tr>
<td>Brand Management</td>
<td>8.9%</td>
<td>$98,000</td>
<td>$101,000</td>
<td>$65,000-$125,000</td>
<td>65.2%</td>
<td>$21,333</td>
<td>$1,000-$30,000</td>
<td>8.7%</td>
<td>17.4%</td>
</tr>
<tr>
<td>Marketing Research &amp; Consulting</td>
<td>0.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Marketing – Other Services (incl. Financial Svcs.)</td>
<td>5.0%</td>
<td>$99,575</td>
<td>$94,000</td>
<td>$65,000-$133,000</td>
<td>30.8%</td>
<td>$18,750</td>
<td>$5,000-$30,000</td>
<td>0.0%</td>
<td>61.5%</td>
</tr>
<tr>
<td>Merchandising/Retail Management</td>
<td>1.6%</td>
<td>$98,375</td>
<td>$100,000</td>
<td>$78,500-$115,000</td>
<td>75.0%</td>
<td>$20,929</td>
<td>$5,000-$50,000</td>
<td>3.6%</td>
<td>64.3%</td>
</tr>
<tr>
<td>Product Management</td>
<td>10.9%</td>
<td>$117,315</td>
<td>$120,000</td>
<td>$75,000-$140,000</td>
<td>75.0%</td>
<td>$21,875</td>
<td>$5,000-$35,000</td>
<td>0.0%</td>
<td>81.8%</td>
</tr>
<tr>
<td>Sales/Account Management</td>
<td>4.3%</td>
<td>$105,182</td>
<td>$110,000</td>
<td>$45,000-$130,000</td>
<td>72.7%</td>
<td>$21,875</td>
<td>$5,000-$35,000</td>
<td>0.0%</td>
<td>81.8%</td>
</tr>
<tr>
<td>Operations/Logistics/Supply Chain</td>
<td>0.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>3.1%</td>
<td>$114,125</td>
<td>$112,500</td>
<td>$75,000-$110,000</td>
<td>25.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>12.5%</td>
<td>37.5%</td>
</tr>
<tr>
<td>Other Functions</td>
<td>1.6%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>

1 Percentages were calculated from the number of students who accepted employment within 3 months after graduation.

2 Compensation data is self-reported. Salary data is not provided for industries with fewer than 4 data points available.

3 Other guaranteed compensation includes guaranteed year-end bonus and other cash-equivalent compensation.

4 It excludes perquisites such as relocation, automobile and variable compensation (e.g., performance bonus, stock options).
### COMPANIES THAT HAVE HIRED IN POSITIONS OUTSIDE THE U.S.:

A.T. Kearney  
Booz & Co. Inc.  
Boston Consulting Group  
China-ZK International Energy Investment Co. Ltd.  
Citigroup Inc.  
Credicorp Capital  
Deloitte  
Google Inc.  
Grupo GP  
Intel Corporation  
McKinsey & Company  
Money Forward Inc.  
Nike Inc.  
Nomura Holdings Inc.  
Promecap  
Samsung Corporation  
Siemens  
Sotheby’s  
Vicapital

### BROKEN DOWN BY LOCATION

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent of Hires</th>
<th>Mean Salary</th>
<th>Median Salary</th>
<th>Range Salary</th>
<th>Mean Range</th>
<th>Median Range</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UNITED STATES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>California</td>
<td>72.5%</td>
<td>$111,275</td>
<td>$110,000</td>
<td>$45,000-$180,000</td>
<td>6.4%</td>
<td>26.7%</td>
</tr>
<tr>
<td>Southern</td>
<td>47.7%</td>
<td>$108,060</td>
<td>$105,000</td>
<td>$45,000-$180,000</td>
<td>8.9%</td>
<td>15.4%</td>
</tr>
<tr>
<td>Northern</td>
<td>24.8%</td>
<td>$117,443</td>
<td>$120,000</td>
<td>$75,000-$140,000</td>
<td>7.8%</td>
<td>48.4%</td>
</tr>
<tr>
<td>Northeast</td>
<td>6.6%</td>
<td>$105,765</td>
<td>$100,000</td>
<td>$45,000-$160,000</td>
<td>0.0%</td>
<td>23.5%</td>
</tr>
<tr>
<td>West (excluding California)</td>
<td>5.8%</td>
<td>$110,000</td>
<td>$115,000</td>
<td>$82,500-$130,000</td>
<td>0.0%</td>
<td>60.0%</td>
</tr>
<tr>
<td>Midwest</td>
<td>3.1%</td>
<td>$112,000</td>
<td>$101,000</td>
<td>$88,000-$170,000</td>
<td>12.5%</td>
<td>25.0%</td>
</tr>
<tr>
<td>Southwest</td>
<td>1.9%</td>
<td>$96,875</td>
<td>$92,750</td>
<td>$85,000-$115,000</td>
<td>20.0%</td>
<td>20.0%</td>
</tr>
<tr>
<td>South</td>
<td>1.6%</td>
<td>$106,750</td>
<td>$100,000</td>
<td>$92,000-$135,000</td>
<td>0.0%</td>
<td>25.0%</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>0.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>U.S. TOTAL</strong></td>
<td>92.2%</td>
<td>$110,638</td>
<td>$110,000</td>
<td>$45,000-$180,000</td>
<td>5.9%</td>
<td>28.6%</td>
</tr>
<tr>
<td><strong>INTERNATIONAL</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asia</td>
<td>3.5%</td>
<td>$97,522</td>
<td>$92,900</td>
<td>$74,799-$130,000</td>
<td>11.1%</td>
<td>33.3%</td>
</tr>
<tr>
<td>Latin America &amp; Mexico</td>
<td>3.5%</td>
<td>$110,000</td>
<td>$110,000</td>
<td>$80,000-$149,000</td>
<td>22.2%</td>
<td>11.1%</td>
</tr>
<tr>
<td>Europe</td>
<td>0.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td><strong>INTERNATIONAL TOTAL</strong></td>
<td>7.8%</td>
<td>$104,750</td>
<td>$105,000</td>
<td>$74,799-$149,000</td>
<td>15.0%</td>
<td>20.0%</td>
</tr>
</tbody>
</table>
## Broke down by location

### Class of 2014 Full-Time Employment

Latin Influence | Class of 2014 graduates accepting jobs in Latin America more than doubled from the previous year.

Global Anderson | 75 percent of jobs accepted by Class of 2014 international students were in the United States (an increase from 58 percent in 2012).

Latin Influence | Class of 2014 graduates accepting jobs in Latin America more than doubled from the previous year.

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent of Hires</th>
<th>Mean Annual Base Salary</th>
<th>Median Annual Base Salary</th>
<th>Range</th>
<th>Percent receiving Signing Bonus</th>
<th>Mean Signing Bonus</th>
<th>Range Signing Bonus</th>
<th>Percent receiving Other Guaranteed Bonus</th>
<th>Mean Other Guaranteed Bonus</th>
<th>Range Other Guaranteed Bonus</th>
<th>Percent receiving Stock/Equity/Options</th>
<th>Mean Stock/Equity/Options</th>
<th>Range Stock/Equity/Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>California</td>
<td>72.5%</td>
<td>$111,275</td>
<td>$110,000</td>
<td>$45,000-$180,000</td>
<td>59.4%</td>
<td>$25,806</td>
<td>$2,000-$60,000</td>
<td>6.4%</td>
<td>26.7%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Southern</td>
<td>47.7%</td>
<td>$108,060</td>
<td>$101,000</td>
<td>$45,000-$160,000</td>
<td>52.8%</td>
<td>$29,277</td>
<td>$2,000-$60,000</td>
<td>8.9%</td>
<td>15.4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Northern</td>
<td>24.8%</td>
<td>$105,765</td>
<td>$100,000</td>
<td>$45,000-$160,000</td>
<td>71.9%</td>
<td>$20,902</td>
<td>$5,000-$47,500</td>
<td>7.8%</td>
<td>48.4%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Northeast</td>
<td>6.6%</td>
<td>$110,000</td>
<td>$105,000</td>
<td>$82,500-$130,000</td>
<td>52.9%</td>
<td>$36,333</td>
<td>$5,000-$57,500</td>
<td>0.0%</td>
<td>23.5%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>West (excluding California)</td>
<td>5.8%</td>
<td>$96,875</td>
<td>$92,750</td>
<td>$85,000-$115,000</td>
<td>86.7%</td>
<td>$34,231</td>
<td>$20,000-$50,000</td>
<td>0.0%</td>
<td>60.0%</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Midwest</td>
<td>3.1%</td>
<td>$106,750</td>
<td>$100,000</td>
<td>$92,000-$135,000</td>
<td>87.3%</td>
<td>$28,214</td>
<td>$10,000-$47,500</td>
<td>12.5%</td>
<td>25.0%</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Southwest</td>
<td>1.9%</td>
<td>$112,000</td>
<td>$101,000</td>
<td>$88,000-$170,000</td>
<td>40.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>20.0%</td>
<td>20.0%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>South</td>
<td>1.6%</td>
<td>$110,000</td>
<td>$100,000</td>
<td>$92,000-$135,000</td>
<td>75.0%</td>
<td>N/A</td>
<td>N/A</td>
<td>0.0%</td>
<td>25.0%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>0.8%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>U.S. Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>92.2%</td>
<td>$110,638</td>
<td>$110,000</td>
<td>$45,000-$180,000</td>
<td>61.3%</td>
<td>$27,336</td>
<td>5.9%</td>
<td>28.6%</td>
<td></td>
</tr>
</tbody>
</table>

1 Percentages were calculated from the number of students who accepted employment within 3 months after graduation.

2 Compensation data is self-reported. Salary data is not provided for functions with fewer than 4 data points available.

3 Other guaranteed compensation includes guaranteed year-end bonus and other cash-equivalent compensation. It excludes perquisites such as relocation, automobile, and variable compensation (e.g., performance bonus, stock options).
Hiring Organizations

Recent Employers
The following firms have hired at least one UCLA Anderson student during the 2013-2014 school year (combining both full-time employment and summer internships):

12Twenty
565 Media Group
A
A.T. Kearney
A+E Television Networks
Accenture
Adapt.tv, a Division of AOL Platforms/AOL Inc.
ADIDAS AG
Adobe Systems Inc.
Advanced Sterilization Products (a Johnson & Johnson Company)
AECOM
AEW Capital Management L.P.
AIG
Airbnb Inc.

Alear
Alpha Founders
Amazon Inc.
American Energy Partners
Amgen Inc.
Analysis Group Inc.
Apollo Investments
Apple Inc.
Arc Capital Partners LLC
AT&T Inc.
Autodesk Inc.
Avasant LLP

Babson Capital Management LLC
Bain & Company Inc.
Ball Corporation
The Bank of Korea
The Bank of Tokyo-Mitsubishi UFJ Ltd.
Bank Mandiri
Bank of America Corporation
Bank of America Merrill Lynch
Beckman Coulter
Belkin International Inc.
Big Heart Pet Brands
BlackRock, Inc.
The Black Tux
Blizzard Entertainment
Blue Sea Capital
BlueRun Ventures
The Boeing Company
Booz & Company Inc.
Boston Consulting Group, The
Brookfield Corporation
Buffalo Studios
Building Excellent Schools
Callaway Golf Company
The Capital Group Companies Inc.
CareDx Inc.
Carpenter & Company
Causeway Capital Management LLC
CBRE Group

Cedars-Sinai Health System
Celta
Cheeky Home
Chegg
China-ZK International Energy Investment Company Ltd.
ChowNow
Chulalongkorn University
Cisco Systems
Citigroup Inc.
City U
Clorox Company
Club W Inc.
Collective Digital Studio
Colony Capital
Comcast Corporation
Commune Hotels + Resorts
Cooley LLP
Coronal Management LLC
County of San Mateo
Cove Street Capital
Credicorp Capital
Credit Suisse
Crunchyroll

Dalton Investments
Danaher Corporation
DaVita Inc.
Decron Properties
Del Mar Thoroughbred Club
del Rey Global Investors LLC
Deloitte
Deluxe
DermStore Beauty Group (Target Corp.)
Deutsche Bank AG
Dimensional Fund Advisors
DiNapoli Capital Partners
DirecTV
Discover Financial Services
Diversis Capital
Dolby Laboratories Inc.

Dole Food Company
DoubleLine Capital LP
Dragon Global Management
Dreamhost LLC
Duff & Phelps LLC
Dun & Bradstreet
E
E. & J. Gallo Winery
eBay Inc.
EDF Climate Corps
EDF Renewable Energy
Education Pioneers
Edwards Lifesciences
Ekeliu
El Camino Real Charter High School
Electronic Arts
Emerson Electric
Epoxy
EventSorbet
Experian plc
EY
FactoryMade Ventures
Financial Services Commission
First Solar Inc.
Fox Filmed Entertainment
Fox Networks Group
Franklin Templeton Investments
FutureAdvisor

G
Gallup Inc.
Galvanize
Genentech Inc.
General Mills
George Smith Partners Inc.
Gerald Auto Group
Goldman Sachs & Company
Good Eggs
Google Inc.
The Goes Group
Grupo GP

H
Hasbro Inc.
Health-Ade
HENKEL
HMC Assets
Honey
Houlihan Lokey
HP
HP Investors
Hyundai Capital America
IBM Corporation
Illinois Tool Works
IM Trust
IMG Worldwide
Imperial Capital LLC
ING Direct
Intel Corporation
Intuit Inc.
Intuitive Surgical Inc.
InvVax
IRIS.TV
Irvin Company

J
JCC
Jeffries & Company
JMC Philanthropic Advisors
Jobr Inc.
Johnson & Johnson HeadStart & Healthcare Executive Education Program
JP Morgan Chase & Company
JUMP Investors

K
Kaiser Permanente
Karlin Real Estate
Kayne Anderson Rudnick Investment Management LLC
King’s Hawaiian Bakery West Inc.
Kingston Technology

Top Hiring Firms
The following organizations have hired five or more full-time MBA students during the 2013-2014 recruiting season (combining both full-time employment and summer internships):

15 or More Students:
Deloitte
Google Inc.
PricewaterhouseCoopers (PwC)

10 or More Students:
Amazon Inc.
Mattel Inc.
Microsoft Corporation
The Walt Disney Company

5-9 Students:
Adobe Systems Inc.

Over 260 other organizations have hired at least one MBA student/graduate for employment in 2014.
The number of organizations hiring UCLA Anderson students/graduates in 2013-14 have increased by over 14 percent from the prior year.

ORGANIZATIONS THAT PARTICIPATED IN THE 2014 MBA CAREER FAIR (APRIL 25, 2014):

AT&T
Allergan Inc.
American International Group Inc.
Beacon Consulting Group
Bobrick Washroom Equipment Inc
Core Digital Media
DELTAWRX
Edison International
Gallup
Immersion Corporation
Infosys Consulting

Internet Brands Inc.
KYMCO Healthcare USA Inc.
MarketShare
MassMutual Financial Group
Medallia, Inc
Microsoft Corporation
MIG Real Estate, LLC
OnPrem Solution Partners LLC
Outspoken
Provide Commerce Inc.
Rain for Rent

RCLCO (Robert Charles Lesser & Co. LLC)
Southern Wine & Spirits
Storm Industries Inc
Strategy & Digital
Universal Music Group
The Walt Disney Company
Wedbush Securities
Western Asset Management Company
Wilson Perumal & Company

Velos Partners
Veritas Investment Inc.
Verity Consulting Inc.
VF Corp
Vicapital
Victence Capital Partners
Vineyard Vines
Vintage Fund Management LLC
Visa Inc.
VMware Inc.

The Walt Disney Company
Warner Bros.
WayFounder
Wedbush Securities
Wells Fargo & Company

YouTube
YP.com

Z
ZS Associates
Zynga Inc.

N
Nanowear Inc.
National Basketball Association
Nazarian Enterprises
Nebula
Nestlé USA
NetApp
Netflix Inc.
Neutrogena Corporation (a
Johnson & Johnson Company)
New York Yankees
NewSchools Venture Fund
Nexus Healthcare Solutions
Nike Inc.
NMS Capital Group
Nomura Holdings Inc.
Norstron
Northrop Grumman Corporation
NS Solutions Corporation

O
Oaktree Capital Management
Omne Mobile Payments Inc.
OneWest Bank
Orchard

P
Pacific Alternative Asset
Management Company LLC
Pacific Gas & Electric Company
Palm Tree Capital
Pandora Radio
Paramount Pictures
Pasadena Angels
Path Inc.
Patriot One Entertainment
PayLease
Payoff.com Inc.
PCCP
PELV-ICE
Perkins Coie LLP
phresh
PIMCO
Piper Jaffray & Company
Pontifex Ag-Tech
Promecap
Provide Commerce Inc.
Prudential Mortgage Capital
PricewaterhouseCoopers (PwC)

R
The Rakovich Company
Rayton Solar
RBC Capital Markets
Realty Mogul
Riot Games
Rocket Fuel
Roll Global LLC
Russell Reynolds Associates
Salesforce.com
Samsung Corporation
San Diego Padres
SanDisk Corporation
Seiko Epson Corporation
Sephora USA Inc.
Serrano Development Group
Seven Lakes Technologies
Shazam Entertainment Limited
Shopkeep POS
Shutterfly
Siemens

SK Engineering & Construction
Company Ltd.
SK Telecom
Solazyme Inc.
Sompko Japan Insurance Inc.
Sonos
Sony Computer Entertainment
America
Sony Network Entertainment
Sony Pictures Entertainment
Sotheby’s
Southern California Edison
Southlake Regional Health Centre
Special Olympics World Games
Spent Capital Partners LLC
Spriq
St. John’s Well Child & Family
Center
Starbucks Corporation
Steel Sports
The Stock Exchange of Thailand
Sugarfina
Sumitomo Chemical
SunEdison LLC
Symantec Corporation
T
Taco Bell Corporation

TAP Advisors LLC
Technicolor
Telefutura
Terreno Realty
Three Day Rule
Tides Foundation
Toko System
Toyota Financial Services
Toyota Motor Sales USA Inc.
Travelnews Inc.
Trust Company of the West (TCW)

U
UBS Investment Bank
UCLA Anderson Price Center
for Entrepreneurial Studies
UCLA Health System
United Airlines
United States Air Force
United States Army
Universal Music Group
University of California Office
of the President
USAA
V
Vail Resorts
Vanderbilt University Medical
Center

Mauldin & Company LLC
MyTime.com

Outspoken
Provide Commerce Inc.
Rain for Rent

Piper Jaffray & Company
PIMCO
PKE Global

Hiring Organizations

13 UCLA Anderson
» CLASS PROFILE

DEMOGRAPHIC PROFILE
Total Applicant Pool ........................................... 4,129
Number of Entering Class .................................... 360
Average Age ......................................................... 29
Average Years of Work Experience .................... 5
Women ............................................................... 33%
International Students ..................................... 35%
Countries Represented ..................................... 37

EMPLOYMENT PROFILE

<table>
<thead>
<tr>
<th>Permanent U.S. Work Authorization</th>
<th>Non-U.S. Work Authorization</th>
<th>Number of Students</th>
<th>Percent of Total Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Students</td>
<td>269</td>
<td>88</td>
<td>357</td>
</tr>
<tr>
<td>Seeking Employment</td>
<td>254</td>
<td>78</td>
<td>332</td>
</tr>
<tr>
<td>Not Seeking Employment</td>
<td>15</td>
<td>10</td>
<td>25</td>
</tr>
<tr>
<td>Summer Internship ACCEPTS</td>
<td>254</td>
<td>78</td>
<td>332</td>
</tr>
</tbody>
</table>

TOP PRE-MBA EXPERIENCE BY INDUSTRY

- REAL ESTATE | 2%
- HEALTH CARE | 7%
- ENTERTAINMENT/MEDIA | 7%
- CONSUMER GOODS | 8%
- PUBLIC SECTOR/ NONPROFIT | 12%
- TECHNOLOGY | 20%
- CONSULTING | 20%
- FINANCE | 24%

“I invested a lot of time and energy into reflecting on the value I got out of my previous work experiences. This process helped me create an internal checklist of what I wanted in my post-MBA job.”
ZACK PARRIS (‘15)
The percentage of students reporting receiving a salary for their summer internships increased from 87.5 percent in 2012 to 95.2 percent in 2014.

100 percent of the class of 2015 students who were seeking a summer internship found one.

COMPENSATION SUMMARY

<table>
<thead>
<tr>
<th>Percent of Students Reporting Salary Data</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly Base Salary</td>
<td>95.2%</td>
<td>$6,699</td>
<td>$6,875</td>
</tr>
</tbody>
</table>

1Percentages were calculated from the number of students who accepted a summer internship.
DID YOU KNOW? | Class of 2015 students’ internship choices spanned over 30 different functions.

» SOURCE OF SUMMER INTERNSHIP

Percent of Hires

UCLA Anderson-Facilitated Resources .................................................. 79.5%
  Campus Recruiting Program (including myCareer Resume Collections) ........ 46.7%
  UCLA Anderson Contacts (includes alumni, classmates, faculty, etc.) ........ 10.5%
  Parker CMC Postings ........................................................................ 8.4%
  Student Club-Related Resources ....................................................... 8.1%
  Other Parker CMC Resources (advisors, events, resume database, spring career fair, etc.) ........ 4.2%
  Other UCLA-Related Resources / Contacts ...................................... 1.5%

Non-UCLA Anderson-Facilitated Resources ........................................... 20.5%
  Family/Friend/Personal/Pre-MBA Employer Network (non-UCLA Anderson-related) .... 6.3%
  Non-UCLA Anderson Online Resource ............................................... 4.2%
  Direct Company Contact (not facilitated by UCLA Anderson) ................ 3.3%
  National MBA Career Conferences .................................................... 2.1%
  Pre-Anderson Employer Network ..................................................... 1.8%
  Other Non-UCLA Resources/Contacts .............................................. 2.7%

Percentages were calculated from the number of students who accepted a summer internship.

» INDUSTRY SUMMARY

<table>
<thead>
<tr>
<th>TOP 15 INDUSTRIES</th>
<th>Percent of Hires</th>
<th>Average Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>13.6%</td>
<td>$10,125</td>
</tr>
<tr>
<td>Internet Services/E-Commerce</td>
<td>8.7%</td>
<td>$6,934</td>
</tr>
<tr>
<td>Entertainment/Media</td>
<td>8.4%</td>
<td>$4,865</td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>7.8%</td>
<td>$7,958</td>
</tr>
<tr>
<td>Software</td>
<td>5.2%</td>
<td>$7,223</td>
</tr>
<tr>
<td>Real Estate</td>
<td>4.2%</td>
<td>$4,574</td>
</tr>
<tr>
<td>Health Care Products</td>
<td>3.9%</td>
<td>$6,360</td>
</tr>
<tr>
<td>Technology - General</td>
<td>3.3%</td>
<td>$6,698</td>
</tr>
<tr>
<td>Consumer Products - Beverages/Food</td>
<td>3.0%</td>
<td>$5,998</td>
</tr>
<tr>
<td>Investment Management</td>
<td>3.0%</td>
<td>$6,839</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>3.0%</td>
<td>$3,927</td>
</tr>
<tr>
<td>Consumer Products - Household/Personal</td>
<td>2.4%</td>
<td>$6,272</td>
</tr>
<tr>
<td>Multimedia Products &amp; Services</td>
<td>2.4%</td>
<td>$4,574</td>
</tr>
<tr>
<td>Technology Equipment/Hardware/Networking</td>
<td>2.4%</td>
<td>$6,202</td>
</tr>
<tr>
<td>Energy/Utilities (incl. Alternative Energy)</td>
<td>1.6%</td>
<td>$7,083</td>
</tr>
</tbody>
</table>

All Others ................................................................. 27.0%

For four consecutive years, consulting, investment banking, internet services/E-commerce and entertainment/media continue to be the top four industries of choice for summer internships.
The percentage of Class of 2015 students finding their summer internships through the campus recruiting program increased to 46.7 percent from 40.4 percent in the prior year.

Campus recruiting program and Parker Postings combined account for more than 57 percent of the source of summer internships for the Class of 2015.

**FUNCTION SUMMARY**

<table>
<thead>
<tr>
<th>FUNCTION SUMMARY</th>
<th>Percent of Hires</th>
<th>Average Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOP 15 FUNCTIONS</strong></td>
<td>87.0%</td>
<td></td>
</tr>
<tr>
<td>Product Management</td>
<td>12.7%</td>
<td>$6,650</td>
</tr>
<tr>
<td>Management Consulting</td>
<td>12.3%</td>
<td>$10,186</td>
</tr>
<tr>
<td>Corporation Finance/FP&amp;A/Treasury</td>
<td>9.3%</td>
<td>$6,157</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>8.7%</td>
<td>$7,937</td>
</tr>
<tr>
<td>Brand Management</td>
<td>7.8%</td>
<td>$6,027</td>
</tr>
<tr>
<td>Internal Consulting</td>
<td>6.0%</td>
<td>$6,728</td>
</tr>
<tr>
<td>Marketing – Other Services</td>
<td>5.1%</td>
<td>$6,099</td>
</tr>
<tr>
<td>Business/Corporate Development</td>
<td>4.8%</td>
<td>$4,624</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>4.8%</td>
<td>$4,480</td>
</tr>
<tr>
<td>Investment Management</td>
<td>3.3%</td>
<td>$7,137</td>
</tr>
<tr>
<td>Real Estate Finance</td>
<td>3.3%</td>
<td>$5,063</td>
</tr>
<tr>
<td>Project Management</td>
<td>2.4%</td>
<td>$6,350</td>
</tr>
<tr>
<td>Operations/Logistics/Supply Chain</td>
<td>2.1%</td>
<td>$5,021</td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>2.1%</td>
<td>$3,924</td>
</tr>
<tr>
<td>Sales/Account Management</td>
<td>2.1%</td>
<td>$6,121</td>
</tr>
<tr>
<td><strong>All Others</strong></td>
<td>13.0%</td>
<td></td>
</tr>
</tbody>
</table>

Product management overtook management consulting for the first time as the top function for summer internships for the Class of 2015/16 students. Corporate finance, investment banking and brand management round out the top 5.
## BROKEN DOWN BY LOCATION

### UNITED STATES

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent of Hires</th>
<th>Average Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>75.9%</td>
<td>$6,615</td>
</tr>
<tr>
<td>Southern</td>
<td>48.8%</td>
<td>$6,258</td>
</tr>
<tr>
<td>Northern</td>
<td>27.1%</td>
<td>$7,399</td>
</tr>
<tr>
<td>West (excluding California)</td>
<td>6.0%</td>
<td>$6,816</td>
</tr>
<tr>
<td>Northeast</td>
<td>5.7%</td>
<td>$7,232</td>
</tr>
<tr>
<td>Midwest</td>
<td>3.6%</td>
<td>$6,684</td>
</tr>
<tr>
<td>Southwest</td>
<td>3.3%</td>
<td>$7,395</td>
</tr>
<tr>
<td>South &amp; Mid-Atlantic</td>
<td>1.2%</td>
<td>$5,542</td>
</tr>
<tr>
<td><strong>U.S. TOTAL</strong></td>
<td><strong>95.7%</strong></td>
<td><strong>$6,680</strong></td>
</tr>
</tbody>
</table>

### INTERNATIONAL

<table>
<thead>
<tr>
<th>Region</th>
<th>Percent of Hires</th>
<th>Average Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia &amp; Oceania</td>
<td>2.7%</td>
<td>$6,286</td>
</tr>
<tr>
<td>Latin America</td>
<td>0.9%</td>
<td>N/A (^2)</td>
</tr>
<tr>
<td>Europe</td>
<td>0.6%</td>
<td>N/A (^2)</td>
</tr>
<tr>
<td><strong>INTERNATIONAL TOTAL</strong></td>
<td><strong>4.3%</strong></td>
<td><strong>$7,138</strong></td>
</tr>
</tbody>
</table>

\(^1\) Percentages were calculated from the number of students who accepted a summer internship.

### COMPANIES THAT HAVE HOSTED SUMMER INTERNSHIPS OUTSIDE THE U.S.:

- Alpha Founders
- Bain & Company Inc.
- Bank of America Merrill Lynch
- CBRE Group
- Deloitte
- ekeliu
- Goldman Sachs & Co.
- IM Trust
- ING Direct
- JCC
- McKinsey & Company
- MedPeer
- Minacare
- Samsung SRA Asset Management
- Southlake Regional Health Centre

GLOBAL ANDERSON | 84.8 percent of summer internships accepted by international students were in the United States.
PARKER CAREER MANAGEMENT CENTER STAFF

Regina Regazzi
Assistant Dean, Parker Career Management Center

Sally Stahl
Director, MBA Career Advising & Education

Jessica Christopher
Associate Director, Career Advisor

Emily Rosenthal
Associate Director, Career Advisor & Corporate Outreach

Britta Schort
Associate Director, Career Advisor & Corporate Outreach

Emily Taylor
Associate Director, MBA Career Education

Chris Weber
Associate Director, Career Advisor & Corporate Outreach

Qilin He
International Programs Manager & Advisor

Sandra Nguyen
Communications Manager

Phil Han
Director, Recruiting Operations & Career Advisor

Donna Robinson
Associate Director, Employer Relations

Hannah Cowherd
Manager, Campus Recruiting & Business Services

Karen Gracey
Administrative Manager

Wanda Hebert
Logistics Manager, Campus Recruiting & Business Services

Shelly Fraga
Customer Relations Manager