CLASS OF 2017
FULL-TIME MBA EMPLOYMENT REPORT
THINK IN THE NEXT

The next business model. The next wave of technology. Here, we are intently focused on the future of business.

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Class of 2017 full-time MBA students interned during the previous summer at organizations in the following industries and functions:

**INDUSTRY BREAKDOWN**

- Technology: 31.7%
- Consulting: 13.7%
- Product Management: 14.2%
- Investment Banking: 9.0%
- Business/Corporate Development: 8.4%
- Investment Management: 9.6%
- Health Care: 6.7%
- Entertainment/Media: 8.1%
- Consumer Products: 9.3%
- Private Equity/Venture Capital: 2.3%
- Finanical Services/Other: 1.2%
- Real Estate: 3.8%
- Transportation and Logistics Services: 0.6%
- Manufacturing: 0.6%
- Retail: 1.5%
- Public Sector/Nonprofit: 2.1%
- Private Equity/Venture Capital: 2.3%
- Energy/Utilities: 3.3%
- Investment Management: 4.4%
- Venture Capital/Private Equity: 3.5%
- Strategic Planning: 3.5%
- Brand Management: 4.4%
- Business/Marketing Intelligence/Analytics: 4.9%
- Operations/Logistics: 6.7%
- Corporate Finance/FP&A/Treasury: 7.3%
- Real Estate Development: 1.2%
- Human Resources: 1.7%
- Project Management: 2.0%
- General Management, Rotational Program: 2.6%
- Real Estate Finance: 2.9%
- Investment Management: 3.2%
- Venture Capital/Private Equity: 3.5%
- Strategic Planning: 3.5%
- Brand Management: 4.4%
- Business/Marketing Intelligence/Analytics: 4.9%
- Operations/Logistics: 6.7%
- Corporate Finance/FP&A/Treasury: 7.3%
- Real Estate Development: 1.2%
- Human Resources: 1.7%
- Project Management: 2.0%
- General Management, Rotational Program: 2.6%
- Real Estate Finance: 2.9%
- Investment Management: 3.2%
- Venture Capital/Private Equity: 3.5%
- Strategic Planning: 3.5%
- Brand Management: 4.4%
- Business/Marketing Intelligence/Analytics: 4.9%
- Operations/Logistics: 6.7%
- Corporate Finance/FP&A/Treasury: 7.3%
- Other*: 2.1%

- *includes Argriculture, Engineering, Hospitality, and Legal Services

**FUNCTION BREAKDOWN**

- Consulting: 15.4%
- Product Management: 14.2%
- Investment Banking: 9.0%
- Business/Corporate Development: 8.4%
- Investment Management: 9.6%
- Health Care: 6.7%
- Entertainment/Media: 8.1%
- Consumer Products: 9.3%
- Private Equity/Venture Capital: 2.3%
- Finanical Services/Other: 1.2%
- Real Estate: 3.8%
- Transportation and Logistics Services: 0.6%
- Manufacturing: 0.6%
- Retail: 1.5%
- Public Sector/Nonprofit: 2.1%
- Private Equity/Venture Capital: 2.3%
- Energy/Utilities: 3.3%
- Investment Management: 4.4%
- Venture Capital/Private Equity: 3.5%
- Strategic Planning: 3.5%
- Brand Management: 4.4%
- Business/Marketing Intelligence/Analytics: 4.9%
- Operations/Logistics: 6.7%
- Corporate Finance/FP&A/Treasury: 7.3%
- Other*: 2.1%

- *includes Argriculture, Engineering, Hospitality, and Legal Services

**DEMOGRAPHIC PROFILE**

- Total Applicant Pool: 3,530
- Number in Entering Class: 370
- Average Age: 29
- Average Years of Work Experience: 5
- Women: 30%
- International Students: 33%
- Countries Represented: 42
- Joint Degree Graduates*: 3.2%

*There were 12 graduates who obtained a joint degree in the following graduate programs at UCLA: Law, Medicine, Public Health and Urban Planning.

UCLA Anderson is a member of the Consortium, and there were 29 Fellows in the Class of 2017. For more information, visit cgsm.org/.
EMPLOYMENT PROFILE

<table>
<thead>
<tr>
<th></th>
<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>267</td>
<td>102</td>
<td>369</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

Students Reporting Employment Information

- **Seeking Employment**: 235 U.S. work authorization, 82 non-U.S. work authorization, 317 total students, 85.9%
- **Not Seeking Employment**: 27 U.S. work authorization, 18 non-U.S. work authorization, 45 total students, 12.2%
- **Starting Own Company**: 14 U.S. work authorization, 4 non-U.S. work authorization, 18 total students, 4.9%
- **Company Sponsored**: 3 U.S. work authorization, 13 non-U.S. work authorization, 16 total students, 4.3%
- **Other Reasons**: 10 U.S. work authorization, 1 non-U.S. work authorization, 11 total students, 3.0%
- **No Information**: 5 U.S. work authorization, 2 non-U.S. work authorization, 7 total students, 1.9%

“Parker helped me get connected with Anderson and non-Anderson alumni working at a number of great companies in the music industry, and taught me the meaning of preparing to have a conversation with someone in the industry. And that was important to my success in recruiting because when I spoke to a VP at Ticketfly — who ended up being my boss for the summer — he was really impressed with how much knowledge I had coming into the conversation. He went out of his way to find a project for me that turned into my internship.”

- Neil Parikh (’17)
  Summer Internship at Ticketfly Inc.
  Full-Time Position at Ticketfly Inc.
## CLASS OF 2017 FULL-TIME EMPLOYMENT

### EMPLOYMENT SUMMARY

#### JOB OFFERS

<table>
<thead>
<tr>
<th></th>
<th>Number of Students</th>
<th>Percent of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>By Graduation</td>
<td>253</td>
<td>79.8%</td>
</tr>
<tr>
<td>Within 3 Months after Graduation¹</td>
<td>295</td>
<td>93.1%</td>
</tr>
<tr>
<td>Permanent U.S. Work Authorization</td>
<td>219</td>
<td>69.1%</td>
</tr>
<tr>
<td>Non-U.S. Work Authorization</td>
<td>76</td>
<td>24.0%</td>
</tr>
</tbody>
</table>

#### JOB ACCEPTANCES

<table>
<thead>
<tr>
<th></th>
<th>Number of Students</th>
<th>Percent of Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>By Graduation</td>
<td>236</td>
<td>74.4%</td>
</tr>
<tr>
<td>Within 3 Months after Graduation¹</td>
<td>279</td>
<td>88.0%</td>
</tr>
<tr>
<td>Permanent U.S. Work Authorization</td>
<td>210</td>
<td>66.2%</td>
</tr>
<tr>
<td>Non-U.S. Work Authorization</td>
<td>69</td>
<td>21.8%</td>
</tr>
</tbody>
</table>

### SOURCE OF EMPLOYMENT

#### UCLA Anderson-Facilitated Resources

<table>
<thead>
<tr>
<th></th>
<th>Percent of Students³</th>
</tr>
</thead>
<tbody>
<tr>
<td>Summer Internship Employer (internship was found through campus recruiting program)</td>
<td>31.9%</td>
</tr>
<tr>
<td>Campus Recruiting Program (including myCareer Resume Collections)</td>
<td>20.8%</td>
</tr>
<tr>
<td>Summer Internship Employer (internship was found through other UCLA Anderson resources)</td>
<td>6.8%</td>
</tr>
<tr>
<td>myCareer Job Listings</td>
<td>5.7%</td>
</tr>
<tr>
<td>UCLA Anderson Alumni(æ) and Classmates</td>
<td>5.0%</td>
</tr>
<tr>
<td>Other Parker CMC Resources (advisors, events, resume database, spring career fair, etc.)</td>
<td>2.2%</td>
</tr>
<tr>
<td>UCLA Anderson Resources – Clubs (Career Night, DOJs/Treks, etc.)</td>
<td>1.4%</td>
</tr>
<tr>
<td>UCLA Anderson Resources – Other (Events, Faculty, Research Centers, etc.)</td>
<td>1.4%</td>
</tr>
<tr>
<td>Other UCLA-Related Resources/Contacts</td>
<td>0.7%</td>
</tr>
</tbody>
</table>

#### Non-UCLA Anderson-Facilitated Resources

<table>
<thead>
<tr>
<th></th>
<th>Percent of Students³</th>
</tr>
</thead>
<tbody>
<tr>
<td>Family/Friend/Personal/Professional Network (non-UCLA Anderson-related)</td>
<td>6.8%</td>
</tr>
<tr>
<td>Summer Internship Employer (internship was found through non-UCLA Anderson resources)</td>
<td>4.7%</td>
</tr>
<tr>
<td>Company Website</td>
<td>3.9%</td>
</tr>
<tr>
<td>Other Website/Online Resources (LinkedIn, Indeed.com, etc.)</td>
<td>3.6%</td>
</tr>
<tr>
<td>Other Resources/Contacts (non-UCLA Anderson related)</td>
<td>2.5%</td>
</tr>
<tr>
<td>Direct Company Contact (not facilitated by UCLA Anderson)</td>
<td>1.4%</td>
</tr>
<tr>
<td>Pre-MBA Employer Network</td>
<td>1.1%</td>
</tr>
</tbody>
</table>

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20.8 percent of acceptances for 2017 full-time offers came through the Fall Campus Recruiting Program (increase from 15.5 percent in 2015).

76.0 percent of 2017 graduates reported sourcing their employment through a UCLA Anderson-facilitated resource (increase from 72.3 percent in 2014).

CONVERSION SUCCESSES

43.4 percent of 2017 graduates accepted full-time offers to return to their summer internship employers.
EMPLOYMENT SUMMARY

COMPENSATION SUMMARY

<table>
<thead>
<tr>
<th></th>
<th>Percent of Students Reporting Salary Data¹</th>
<th>Mean</th>
<th>Median</th>
<th>Minimum</th>
<th>Maximum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Base Salary</td>
<td>95.7%</td>
<td>$119,964</td>
<td>$123,000</td>
<td>$48,000</td>
<td>$180,000</td>
</tr>
<tr>
<td>Signing Bonus</td>
<td>69.9%</td>
<td>$29,073</td>
<td>$25,000</td>
<td>$1,500</td>
<td>$88,500</td>
</tr>
</tbody>
</table>

Graduates Receiving Stock and/or Equity as Part of Their Compensation Package: 30.8%

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 within 3 months after graduation.
³ Data is current as of September 16, 2017 (3 months post-graduation).

Class of 2017 graduates’ average annual base salary is an 80 percent increase above their average pre-MBA salary.

The percentage of graduates receiving a signing bonus has increased from 65.9 percent in 2015 to 69.9 percent in 2017.

2017 graduates receiving stock/equity as part of their compensation increased to 30.8 percent from 26.4 percent in 2016.
Almost 21 percent of Class of 2017 graduates entered the consulting services industry, an increase from 17.9 percent in 2015.

DID YOU KNOW?
Class of 2017 graduates’ industry choices spanned more than 25 different industry sectors.

More than 30 percent of graduates have entered the technology industry during the past three years.

4.9 percent of the Class of 2017 graduates started their own companies during their time at UCLA Anderson in the following industries:

- Consumer Products
- Food and Beverage
- Health Care
- Media/Entertainment
- Private Equity
- Real Estate
- Sports and Fitness
- Technology
## B R O K E N  D O W N  B Y  I N D U S T R Y

<table>
<thead>
<tr>
<th>Industry</th>
<th>Annual Base Salary</th>
<th>Signing Bonus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Percent of Hires: 20.8%</td>
<td>$135,138</td>
<td>$140,000</td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$72,000 – $155,000</td>
<td>$25,000 – $66,500</td>
</tr>
<tr>
<td>Consulting</td>
<td>89.7%</td>
<td>0.0%</td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$27,379</td>
<td>$25,000 – $66,500</td>
</tr>
<tr>
<td>Signing Bonus: 2.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Energy/Utilities (including Alternative Energy)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$107,583</td>
<td>$97,000 – $119,000</td>
</tr>
<tr>
<td>Signing Bonus: 42.9%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$118,761</td>
<td>$65,000 – $150,000</td>
</tr>
<tr>
<td>Signing Bonus: 64.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nonprofits/Gov’t/Social Enterprises</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$125,071</td>
<td>$104,000 – $172,000</td>
</tr>
<tr>
<td>Signing Bonus: 78.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Health Care</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$118,500</td>
<td>$104,000 – $172,000</td>
</tr>
<tr>
<td>Signing Bonus: 75.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$121,371</td>
<td>$48,000 – $148,000</td>
</tr>
<tr>
<td>Signing Bonus: 79.8%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Transportation and Logistics Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mean Median Range</td>
<td>$126,667</td>
<td>$120,000 – $180,000</td>
</tr>
<tr>
<td>Signing Bonus: 66.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Percent Receiving Stock/Equity/Options:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consulting</td>
<td>3.4%</td>
<td></td>
</tr>
<tr>
<td>Consumer Products</td>
<td>4.5%</td>
<td></td>
</tr>
<tr>
<td>Apparel/Textiles</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Beverages/Food</td>
<td>16.7%</td>
<td></td>
</tr>
<tr>
<td>Electronics</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Household/Personal</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Other (including Toys)</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Entertainment/Media</td>
<td>17.6%</td>
<td></td>
</tr>
<tr>
<td>Digital Media</td>
<td>66.7%</td>
<td></td>
</tr>
<tr>
<td>Gaming</td>
<td>50.0%</td>
<td></td>
</tr>
<tr>
<td>General</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Radio/TV/Cable/Film</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Sports and Sports Management</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Finances</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Commercial Banking</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Investment Management</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Private Equity/Venture Capital</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Nonprofits/Gov’t/Social Enterprises</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Products</td>
<td>66.7%</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Retail</td>
<td>25.0%</td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td>50.0%</td>
<td></td>
</tr>
<tr>
<td>Equipment/Hardware/Networking</td>
<td>76.2%</td>
<td></td>
</tr>
<tr>
<td>General</td>
<td>60.0%</td>
<td></td>
</tr>
<tr>
<td>Internet Services/E-Commerce</td>
<td>87.9%</td>
<td></td>
</tr>
<tr>
<td>Multimedia Products and Services</td>
<td>100.0%</td>
<td></td>
</tr>
<tr>
<td>Software</td>
<td>70.6%</td>
<td></td>
</tr>
<tr>
<td>Telecommunications</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>100.0%</td>
<td></td>
</tr>
<tr>
<td>Transportation and Logistics Services</td>
<td>0.0%</td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>0.0%</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 provided for industries with 4 or more data points available.
3. Includes aerospace, hospitality, law and manufacturing.
CLASS OF 2017 FULL-TIME EMPLOYMENT

FUNCTION SUMMARY

Percent of Hires\(^1\)

<table>
<thead>
<tr>
<th>TOP FUNCTIONS</th>
<th>Percent of Hires(^1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management Consulting</td>
<td>20.1%</td>
</tr>
<tr>
<td>Product Management</td>
<td>10.4%</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>9.3%</td>
</tr>
<tr>
<td>Corporation Finance/FP&amp;A/Treasury</td>
<td>7.2%</td>
</tr>
<tr>
<td>Rotational Programs</td>
<td>7.2%</td>
</tr>
<tr>
<td>Operations/Logistics/Supply Chain</td>
<td>5.4%</td>
</tr>
<tr>
<td>Business/Corporate Development</td>
<td>5.0%</td>
</tr>
<tr>
<td>Brand Management</td>
<td>4.7%</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>3.6%</td>
</tr>
<tr>
<td>Project Management</td>
<td>3.2%</td>
</tr>
<tr>
<td>All Others</td>
<td>23.9%</td>
</tr>
</tbody>
</table>

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

Top four functions of choice for Class of 2017 graduates remained consistent for three consecutive years: corporate finance, investment banking, management consulting and product management.

Top 10 function choices of the Class of 2017 graduates made up 76.1 percent of the class.

4.3% of the Class of 2017 graduates were sponsored and returned to their pre-MBA employers in the following job functions:

- Commercial Banking
- Business Intelligence/Analytics
- Corporate Strategy
- Corporation Finance/FP&A/Treasury
- Executive Management
- Investment Management
- Management Consulting
- Operations/Supply Chain
- Project Management
- Real Estate Development

Todd Choi (‘18)
Nike Inc.
Beaverton, OR
<table>
<thead>
<tr>
<th>FUNCTION DETAILS</th>
<th>SIGNING BONUS</th>
<th>ANNUAL BASE SALARY</th>
<th>Percent Receiving Signing Bonus</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Percent Receiving Stock/Equity/Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>21.5%</td>
<td>$134,540</td>
<td>$140,000</td>
<td>$72,000 – $155,000</td>
<td>91.7%</td>
<td>$26,740</td>
<td>$25,000</td>
</tr>
<tr>
<td>Internal</td>
<td>1.4%</td>
<td>$119,000</td>
<td>$115,000</td>
<td>$106,000 – $140,000</td>
<td>100.0%</td>
<td>$16,750</td>
<td>$12,500</td>
</tr>
<tr>
<td>Management/Strategy</td>
<td>20.7%</td>
<td>$135,670</td>
<td>$140,000</td>
<td>$72,000 – $155,000</td>
<td>91.7%</td>
<td>$27,524</td>
<td>$25,000</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>25.4%</td>
<td>$117,825</td>
<td>$125,000</td>
<td>$60,000 – $150,000</td>
<td>62.0%</td>
<td>$39,170</td>
<td>$43,500</td>
</tr>
<tr>
<td>Accounting/Auditing</td>
<td>0.4%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>0.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>Commercial Banking/Lending</td>
<td>0.7%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>0.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>Corporation Finance/FP&amp;A/Treasury</td>
<td>7.2%</td>
<td>$115,499</td>
<td>$117,000</td>
<td>$60,000 – $130,500</td>
<td>70.0%</td>
<td>$28,643</td>
<td>$30,000</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>9.3%</td>
<td>$125,500</td>
<td>$125,000</td>
<td>$88,000 – $150,000</td>
<td>84.6%</td>
<td>$52,727</td>
<td>$50,000</td>
</tr>
<tr>
<td>Investment Management</td>
<td>2.5%</td>
<td>$104,286</td>
<td>$115,000</td>
<td>$65,000 – $125,000</td>
<td>42.9%</td>
<td>$20,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Private Wealth Management</td>
<td>1.1%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>33.3%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>Real Estate Finance</td>
<td>2.9%</td>
<td>$113,643</td>
<td>$115,000</td>
<td>$105,000 – $125,000</td>
<td>50.0%</td>
<td>$13,750</td>
<td>$15,000</td>
</tr>
<tr>
<td>Venture Capital/Private Equity/LBO</td>
<td>1.4%</td>
<td>$122,500</td>
<td>$122,500</td>
<td>$170,000 – $135,000</td>
<td>0.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>General Management</td>
<td>11.8%</td>
<td>$115,103</td>
<td>$120,000</td>
<td>$48,000 – $146,400</td>
<td>66.7%</td>
<td>$21,140</td>
<td>$20,000</td>
</tr>
<tr>
<td>Executive</td>
<td>1.4%</td>
<td>$109,500</td>
<td>$125,000</td>
<td>$48,000 – $140,000</td>
<td>50.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>Project Management</td>
<td>3.2%</td>
<td>$118,711</td>
<td>$116,000</td>
<td>$90,000 – $146,400</td>
<td>55.6%</td>
<td>$22,000</td>
<td>$20,000</td>
</tr>
<tr>
<td>Rotational Program</td>
<td>7.2%</td>
<td>$114,600</td>
<td>$120,000</td>
<td>$70,000 – $134,000</td>
<td>75.0%</td>
<td>$20,733</td>
<td>$20,000</td>
</tr>
<tr>
<td>Human Resources</td>
<td>0.7%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>50.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>21.9%</td>
<td>$115,757</td>
<td>$120,000</td>
<td>$70,000 – $148,000</td>
<td>73.8%</td>
<td>$27,100</td>
<td>$25,000</td>
</tr>
<tr>
<td>Brand Management</td>
<td>4.7%</td>
<td>$101,308</td>
<td>$105,000</td>
<td>$80,000 – $117,000</td>
<td>69.2%</td>
<td>$20,000</td>
<td>$20,000</td>
</tr>
<tr>
<td>Marketing Analytics</td>
<td>1.1%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>100.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>Financial Services</td>
<td>0.4%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>100.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
<tr>
<td>Other Services</td>
<td>2.9%</td>
<td>$119,938</td>
<td>$125,000</td>
<td>$82,500 – $136,000</td>
<td>75.0%</td>
<td>$23,333</td>
<td>$20,000</td>
</tr>
<tr>
<td>Product Management</td>
<td>10.8%</td>
<td>$125,479</td>
<td>$125,000</td>
<td>$90,000 – $148,000</td>
<td>76.7%</td>
<td>$33,761</td>
<td>$32,000</td>
</tr>
<tr>
<td>Sales</td>
<td>2.2%</td>
<td>$92,500</td>
<td>$89,500</td>
<td>$70,000 – $116,000</td>
<td>50.0%</td>
<td>$27,667</td>
<td>$35,000</td>
</tr>
<tr>
<td>Operations/Logistics/Supply Chain</td>
<td>5.4%</td>
<td>$116,600</td>
<td>$120,000</td>
<td>$80,000 – $140,000</td>
<td>93.3%</td>
<td>$37,464</td>
<td>$40,250</td>
</tr>
<tr>
<td>Other</td>
<td>13.3%</td>
<td>$114,891</td>
<td>$110,000</td>
<td>$57,200 – $180,000</td>
<td>37.8%</td>
<td>$17,714</td>
<td>$10,000</td>
</tr>
<tr>
<td>Business/Corporate Development</td>
<td>5.0%</td>
<td>$112,357</td>
<td>$107,000</td>
<td>$80,000 – $140,000</td>
<td>42.9%</td>
<td>$10,917</td>
<td>$9,000</td>
</tr>
<tr>
<td>Business Intelligence/Analytics</td>
<td>2.5%</td>
<td>$105,286</td>
<td>$100,000</td>
<td>$90,000 – $127,000</td>
<td>42.9%</td>
<td>$16,500</td>
<td>$9,500</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>3.6%</td>
<td>$120,625</td>
<td>$117,500</td>
<td>$105,000 – $145,000</td>
<td>50.0%</td>
<td>$26,600</td>
<td>$15,000</td>
</tr>
<tr>
<td>Other³</td>
<td>2.2%</td>
<td>$124,367</td>
<td>$113,500</td>
<td>$57,200 – $180,000</td>
<td>0.0%</td>
<td>N/A²</td>
<td>N/A²</td>
</tr>
</tbody>
</table>

¹Percentages were calculated from the number of students who accepted employment within 3 months after graduation.  
²Compensation data is self-reported. Salary data provided for functions with 4 or more data points available.  
³Includes content programming, design strategy, investor relations, law and real estate development.
CLASS OF 2017 FULL-TIME EMPLOYMENT
BROKEN DOWN BY LOCATION

CLASS OF 2017 GRADUATES CAME TO UCLA ANDERSON FROM THE FOLLOWING U.S. AND GLOBAL REGIONS

- U.S. - SOUTH: 3.2%
- U.S. - SOUTHWEST: 4.0%
- U.S. - MID- ATLANTIC: 7.2%
- U.S. - MIDWEST: 6.7%
- U.S. - NORTHEAST: 11.2%
- U.S. - WEST: 37.6%
- ASIA & OCEANIA: 17.3%
- EUROPE: 5.9%
- SOUTH AMERICA: 3.7%
- CENTRAL AMERICA: 1.3%
- CANADA: 1.3%
- MIDDLE EAST: 0.5%

Companies that have hired in positions outside the U.S.:
- A.T. Kearney
- Bain & Company Inc.
- Banchile Citi Global Markets
- Banco de Mexico
- Banco Santander S.A.
- The Bank of Korea
- The Boston Consulting Group (BCG)
- Castec Korea
- Citi
- CMPC Tissue S.A.
- Credicorp Capital
- Credit Suisse
- Ctrip.com International Ltd.
- Falabella Retail S.A.
- Grupo Industrial L.M.
- Hummingbird Ventures
- JD.com
- Korea Development Bank
- Korea Housing Finance Corporation
- LarrainVial
- McKinsey & Company
- Microsoft Corp.
- Matt MacDonald
- MTech Capital Management LP
- Rakuten
- SCREEN SPE Germany GmbH
- Securitas Direct
- SK Planet Co.
- SK Telecom
### POST-MBA LOCATION DETAILS

#### ANNUAL BASE SALARY

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent of Hires</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UNITED STATES</strong></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>66.7%</td>
<td>$122,865</td>
<td>$125,000</td>
<td>$57,200 – $180,000</td>
<td>$131,293</td>
<td>$130,000</td>
<td>$105,000 – $180,000</td>
<td>$120,125</td>
<td>$125,000</td>
<td>$95,000 – $150,000</td>
</tr>
<tr>
<td>Southern</td>
<td>44.1%</td>
<td>$118,471</td>
<td>$120,000</td>
<td>$57,200 – $172,000</td>
<td>$118,854</td>
<td>$120,000</td>
<td>$65,000 – $141,000</td>
<td>$111,286</td>
<td>$105,000</td>
<td>$70,000 – $155,000</td>
</tr>
<tr>
<td>Northern</td>
<td>22.6%</td>
<td>$131,293</td>
<td>$130,000</td>
<td></td>
<td>$118,854</td>
<td>$120,000</td>
<td>$65,000 – $141,000</td>
<td>$118,250</td>
<td>$120,000</td>
<td>$110,000 – $123,000</td>
</tr>
<tr>
<td>West (excluding California)</td>
<td>14.7%</td>
<td>$131,293</td>
<td>$130,000</td>
<td></td>
<td>$118,854</td>
<td>$120,000</td>
<td>$65,000 – $141,000</td>
<td>$118,250</td>
<td>$120,000</td>
<td>$110,000 – $123,000</td>
</tr>
<tr>
<td>Northeast</td>
<td>5.7%</td>
<td>$120,125</td>
<td>$125,000</td>
<td>$95,000 – $150,000</td>
<td>$111,286</td>
<td>$105,000</td>
<td>$70,000 – $155,000</td>
<td>$118,250</td>
<td>$120,000</td>
<td>$110,000 – $123,000</td>
</tr>
<tr>
<td>Southwest</td>
<td>2.5%</td>
<td>$120,125</td>
<td>$125,000</td>
<td>$95,000 – $150,000</td>
<td>$111,286</td>
<td>$105,000</td>
<td>$70,000 – $155,000</td>
<td>$118,250</td>
<td>$120,000</td>
<td>$110,000 – $123,000</td>
</tr>
<tr>
<td>Mid-Atlantic and South</td>
<td>1.4%</td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>$118,250</td>
<td>$120,000</td>
<td>$110,000 – $123,000</td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
</tr>
<tr>
<td>Midwest</td>
<td>1.1%</td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
</tr>
<tr>
<td><strong>U.S. TOTAL</strong></td>
<td>92.1%</td>
<td>$121,506</td>
<td>$123,000</td>
<td>$57,200 – $180,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
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</table>

#### SIGNING BONUS

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent Receiving Signing Bonus</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Percent Receiving Stock/Equity²</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UNITED STATES</strong></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>65.6%</td>
<td>$26,820</td>
<td>$25,000</td>
<td>$2,500 – $68,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>23.7%</td>
</tr>
<tr>
<td>Southern</td>
<td>58.5%</td>
<td>$26,625</td>
<td>$25,000</td>
<td>$2,500 – $68,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>14.6%</td>
</tr>
<tr>
<td>Northern</td>
<td>79.4%</td>
<td>$27,100</td>
<td>$25,000</td>
<td>$5,000 – $62,500</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>41.3%</td>
</tr>
<tr>
<td>West (excluding California)</td>
<td>92.7%</td>
<td>$37,724</td>
<td>$35,000</td>
<td>$5,000 – $88,500</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>82.9%</td>
</tr>
<tr>
<td>Northeast</td>
<td>68.8%</td>
<td>$34,727</td>
<td>$47,000</td>
<td>$5,000 – $60,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12.5%</td>
</tr>
<tr>
<td>Southwest</td>
<td>71.4%</td>
<td>$19,000</td>
<td>$20,000</td>
<td>$10,000 – $30,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Mid-Atlantic and South</td>
<td>100.0%</td>
<td>$20,000</td>
<td>$20,000</td>
<td>$5,000 – $35,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>50.0%</td>
</tr>
<tr>
<td>Midwest</td>
<td>100.0%</td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>33.3%</td>
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<tr>
<td><strong>U.S. TOTAL</strong></td>
<td>91.2%</td>
<td>$29,276</td>
<td>$25,000</td>
<td>$2,500 – $88,500</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>32.3%</td>
</tr>
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</table>

#### INTERNATIONAL

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent Receiving Signing Bonus</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
<th>Percent Receiving Stock/Equity²</th>
</tr>
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<tbody>
<tr>
<td>Asia</td>
<td>62.5%</td>
<td>$33,440</td>
<td>$30,200</td>
<td>$25,000 – $50,000</td>
<td></td>
<td></td>
<td></td>
<td>25.0%</td>
</tr>
<tr>
<td>Central and South America</td>
<td>37.5%</td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>N/A²</td>
<td>N/A²</td>
<td></td>
<td>0.0%</td>
</tr>
<tr>
<td>Europe</td>
<td>66.7%</td>
<td>$14,875</td>
<td>$16,500</td>
<td>$1,500 – $25,000</td>
<td></td>
<td></td>
<td></td>
<td>17.0%</td>
</tr>
<tr>
<td><strong>INTERNATIONAL TOTAL</strong></td>
<td>54.5%</td>
<td>$25,975</td>
<td>$25,000</td>
<td>$1,500 – $50,000</td>
<td></td>
<td></td>
<td></td>
<td>13.6%</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 provided for locations with 4 or more data points available.
The following firms hired at least one UCLA Anderson student during the 2016–2017 school year (combining both full-time employment and summer internships):

- Amazon Inc
- Bank of America Merrill Lynch
- Banco Santander S.A.
- Banchile C
- T
- Audeze
- Arc Capital Partners LLC
- Arabian Partners
- Applied Materials Inc
- Apple Inc
- APC Terminals
- A+T Networks
- Accenture
- ACORE Capital LP
- adidas AG
- Adobe Systems Inc
- Acceleware
- Acumen
- Agathon LLP
- Adobe Systems Inc
- adidas AG
- ACORE Capital LP
- Accenture
- A+E Networks
- A&G
- 3M
- 20th Century Fox
- Cahners Entertainment Corporation
- California Home Builders
- Calwater Capital
- Campbell Soup Company
- Canyon Partners LLC
- Capgemini
- The Capital Group
- Carbon Lighthouse
- Carmel Partners
- Causeway Capital Management LLC
- CBS Corporation
- Change Healthcare
- Charles Schwab
- Cisco Systems Inc
- Citi
- Citibank Korea Inc.
- City National Bank
- CityView
- The Cioxor Company
- CMPC Tissue S.A.
- Cognizant Business Consulting
- Comcast-NBCUniversal
- Connect Homes
- Cornerstone Research
- Creative Artists Agency (CAA)
- Credible Labs
- Credit Suisse
- Crit.com International Ltd.
- CV Capital
- CVS Caremark Corp.
- Cypress Creek Renewables
- Danaher Corporation
- Danamont Capital
- DataScience Inc.
- Dell Inc.
- Deloitte
- Deutsche Bank AG
- Digital Room Inc.
- Dimensional Fund Advisors
- D/Napoli Capital Partners
- Dish Network
- DivcoWest
- Dods Wealth Management Group
- Dropbox Inc.
- E.
- G.
- J.
- Gallo Winery
- Earnest
- EDF Renewable Energy
- Education Pioneers
- Edwards Lifesciences
- EJ芭 Property Management Elementum
- Eli Lilly and Company
- Ellation, Inc
- Episource LLC
- Epson America Inc.
- Exactech Technologies
- Expedia Inc.
- Expertis
- F
- FabFitFun
- Facebook Inc.
- FanDango
- Flex
- Ford Motor Company
- Fox Networks Group
- Franklin Templeton Investments
- frog Design
- Fullscreen
- Genentech Inc.
- General Mills
- George Smith Partners Inc.
- GOAT
- Goldman Sachs & Co.
- GoodData
- Google Inc.
- Green Street Advisors
- Hansel
- Happiest Baby Inc.
- Harris Williams & Co.
- Helix
- Hines
- Houlihan Lokey
- HP Inc.
- Hummingbird Ventures
- Hunt Oil Company
- Hyperloop One
- I
- IBM
- iFly
- IFLF Wealth Management
- Illumina Inc.
- Imperative
- Intel Corporation
- Intuit Inc.
- inVentive Health
- Invoice2go
- J
- JD.com
- Jones Lang LaSalle
- JPMorgan Chase & Co.
- Juniper Networks
- K
- Kaman Aerospace
- KB Home
- KPMG LLP
- L
- L.E.K. Consulting LLC
- Lands’ End
- LarraínVial
- Lazard Freres & Co.
- Land Lease
- LHA
- Lincoln International
- Lionsgate Entertainment Inc.
- LocalConstruct
- Logitech
- L’Oreal USA
- Los Angeles County Employees Retirement Association (LACERA)
- Los Angeles LGBT Center
- Lyft
- M
- Macquarie Group
- Mae Fah Luang Foundation Under Royal Patronage
- Marketo
- Mattel Inc.
- Maybrook Capital Partners
- McKinsey & Company
- The MDB Family
- Medtronic Inc.
- Medtronic LLC
- Mercedes-Benz North America
- Mercer LLC
- Micron Technology
- Microsoft Corporation
- MicroVention
- MIG Capital
- Mighty Audio
- Moelis & Company
- Morgan Stanley
- Morrison & Foerster LLP
- Mott MacDonald
- Move Inc.
- Mozilla Corporation
- MTech Capital Management LLC
- Munchkin Inc.
- NBCUniversal LLC
- Nestle USA
- Neural Analytics Inc.
- Niagara Bottling
- Nike Inc.
- Nissan North America Inc.
- Node.io
- Nordstrom
- NYX Cosmetics
- O
- Oaktree Capital Management LP
- Oh Waiter Inc.
- P
- Pacific Gas and Electric Company
- Palm Tree
- Paramount Pictures
- Parasal Health
- Angelleno Group
- Planet
- PricewaterhouseCoopers (PwC)
- Pritzker Group Private Capital
- Prudential Mortgage Capital Company
- Q
- Qualcomm Inc.
- R
- Rakuten
- The Ratkovich Company
- RBC Capital Markets
- Retina AI
- Revelation Capital
- REX Real Estate
- Riot Games
- Rokus

Classes of 2017 & 2018 Hiring Organizations

Recent Employers

20th Century Fox
3DEO Inc.
3M
A
AT. Kearney
A+E Networks
Accenture
ACORE Capital LP
adidas AG
Adobe Systems Inc.
AECOM
Agathos LLP
Akaan Transamerica
Align Impact
Allergan Inc.
Alliance College-Ready Public Schools
Amazon Studios
Amazon Inc.
American Airlines Inc.
Amgen Inc.
Analysis Group Inc.
Angeleno Group
APM Terminals
Apple Inc
Applied Materials Inc
Arabesque Partners
Arc Capital Partners LLC
Archer Venture Capital
AT&T Inc.
Atlassian
Audeze
AvalonBay Communities Inc.
B
The Baby Box Company
Bain & Company Inc.
Bancilona Citi Global Markets
Banco Santander S.A.
Bank of America Merrill Lynch
Barclays
Barings
Barker Pacific Group
Benedict Canyon Equities
BeyondCurious Inc.
Bill & Melinda Gates Foundation
BioMarin Pharmaceutical Inc.
Black & Decker Corporation
Bleacher Report
BMRO Capital Markets
The Boston Consulting Group (BCG)
The Brain Mapping Foundation
The Bridgespan Group
Bridgewater Associates LP
Builders VC/Formation
C
Caesars Entertainment Corporation
California Home Builders
Calwater Capital
Campbell Soup Company
Canyon Partners LLC
Capgemini
The Capital Group
Carbon Lighthouse
Carmel Partners
Causeway Capital Management LLC
CBS Corporation
Change Healthcare
Charles Schwab
Cisco Systems Inc
Citi
CitiBank Korea Inc.
City National Bank
CityView
The Cioxor Company
CMPC Tissue S.A.
Cognizant Business Consulting
Comcast-NBCUniversal
Connect Homes
Cornerstone Research
Creative Artists Agency (CAA)
Credible Labs
Credit Suisse
Crit.com International Ltd.
CV Capital
CVS Caremark Corp.
Cypress Creek Renewables
Danaher Corporation
Danamont Capital
DataScience Inc.
Dell Inc.
Deloitte
Deutsche Bank AG
Digital Room Inc.
Dimensional Fund Advisors
DiNapoli Capital Partners
Dish Network
DivcoWest
Dods Wealth Management Group
Dropbox Inc.
E
E. & J. Gallo Winery
Earnest
EDF Renewable Energy
Education Pioneers
Edwards Lifesciences
EJ芭 Property Management Elementum
Eli Lilly and Company
Ellation, Inc
Episource LLC
Epson America Inc.
Exactech Technologies
Expedia Inc.
Expertis
F
FabFitFun
Facebook Inc.
FanDango
Flex
Ford Motor Company
Fox Networks Group
Franklin Templeton Investments
frog Design
Fullscreen
Genentech Inc.
General Mills
George Smith Partners Inc.
GOAT
Goldman Sachs & Co.
GoodData
Google Inc.
Green Street Advisors
Hansel
Happiest Baby Inc.
Harris Williams & Co.
Helix
Hines
Houlihan Lokey
HP Inc.
Hummingbird Ventures
Hunt Oil Company
Hyperloop One
I
IBM
iFly
IIFL Wealth Management
Illumina Inc.
Imperative
Intel Corporation
Intuit Inc.
inVentive Health
Invoice2go
J
JD.com
Jones Lang LaSalle
JPMorgan Chase & Co.
Juniper Networks
K
Kaman Aerospace
KB Home
KPMG LLP
L
LEK Consulting LLC
Lands’ End
LarrainVial
Lazard Freres & Co.
Lend Lease
LHA
Lincoln International
Lionsgate Entertainment Inc.
Local Construct
Logitech
L’Oreal USA
Los Angeles County Employees Retirement Association (LACERA)
Los Angeles LGBT Center
Lyft
M
Macquarie Group
Mae Fah Luang Foundation Under Royal Patronage
Marketo
Mattel Inc.
Maybrook Capital Partners
McKinsey & Company
The MDB Family
Medtronic Inc.
Medtronic LLC
Mercedes-Benz North America
Mercer LLC
Micron Technology
Microsoft Corporation
MicroVention
MIG Capital
Mighty Audio
Moelis & Company
Morgan Stanley
Morrison & Foerster LLP
Mott MacDonald
Move Inc.
Mozilla Corporation
MTech Capital Management LLC
Munchkin Inc.
NBCUniversal LLC
Nestle USA
Neural Analytics Inc.
Niagara Bottling
Nike Inc.
Nissan North America Inc.
Node.io
Nordstrom
NYX Cosmetics
O
Oaktree Capital Management LP
Oh Waiter Inc.
P
Pacific Gas and Electric Company
Palm Tree
Paramount Pictures
Parasal Health
Angeleno Group
Planet
PricewaterhouseCoopers (PwC)
Pritzker Group Private Capital
Prudential Mortgage Capital Company
Q
Qualcomm Inc.
R
Rakuten
The Ratkovich Company
RBC Capital Markets
Retina AI
Revelstone Capital
REX Real Estate
Riot Games
Rokus

The following organizations have hired five or more UCLA Anderson full-time MBA students during the 2016-2017 recruiting season (combining both full-time employment and summer internships):

**20 OR MORE STUDENTS:**
- Amazon Inc.
- Microsoft Corporation

**16 - 20 STUDENTS:**
- Deloitte

**10 - 15 STUDENTS:**
- Amgen Inc.
- EY
- Google Inc.
- Mattel Inc.
- Nike Inc.
- PricewaterhouseCoopers (PwC)

**5 - 9 STUDENTS:**
- Adobe Systems Inc.
- AT&T Inc.
- Bain & Company Inc.
- Bank of America Merrill Lynch
- The Boston Consulting Group (BCG)
- Cisco Systems Inc.
- Citigroup Inc.
- Comcast-NBCUniversal
- Credit Suisse
- Epson America Inc.
- Genentech Inc.
- McKinsey & Company
- Rothschild Inc.
- Sony Pictures Entertainment
- XPRIZE Foundation
- ZS Associates

More than 260 other organizations have hired at least one MBA student/graduate for full-time employment or internship in 2017.
CLASS OF 2018 SUMMER INTERNSHIPS

CLASS PROFILE

DEMOGRAPHIC PROFILE
Total Applicant Pool ........................................ 3,288
Number in Entering Class ................................ 360
Average Age .................................................. 29
Average Years of Work Experience ................... 5
Women .......................................................... 32%
International Students ................................... 39%
Countries Represented ..................................... 44

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>238</td>
<td>123</td>
<td>361</td>
</tr>
<tr>
<td>Seeking Employment</td>
<td>227</td>
<td>110</td>
<td>337</td>
</tr>
<tr>
<td>Not Seeking Employment</td>
<td>10</td>
<td>14</td>
<td>24</td>
</tr>
<tr>
<td>Summer Internships Accepts</td>
<td>227</td>
<td>110</td>
<td>337</td>
</tr>
</tbody>
</table>

TOP PRE-MBA EXPERIENCE BY INDUSTRY

- TECHNOLOGY: 26%
- FINANCE: 25%
- CONSULTING: 15%
- PUBLIC SECTOR/NONPROFIT: 9%
- CONSUMER GOODS: 9%
- HEALTH CARE: 7%
- ENTERTAINMENT/MEDIA: 6%
- REAL ESTATE: 3%

100 percent of the Class of 2018 students who were seeking a summer internship found one.
EMPLOYMENT SUMMARY

COMPENSATION SUMMARY

<table>
<thead>
<tr>
<th>Monthly Base Salary</th>
<th>Percent of Students Reporting Salary Data</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>95%</td>
<td></td>
<td>$7,205</td>
<td>$7,500</td>
<td>$500 – $14,083</td>
</tr>
</tbody>
</table>

1Percentages were calculated from the number of students who accepted a summer internship.
2Compensation data is self-reported.

INTERNSHIP SOURCE

UCLA Anderson-Facilitated Resources
- Campus Recruiting Program (including myCareer Resume Collections)
- UCLA Anderson Alumni(ae) and Classmates
- myCareer Job Listings
- Other Parker CMC Resources (advisors, resume database, spring career fairs, etc.)
- UCLA Anderson Resources - Clubs (Career Night, DOJs/Treks, etc.)
- National MBA Career Conferences (Consortium, Forté, NSHMBAA, NBMBAA, ROMBA, etc.)
- UCLA Anderson Resources – Other (events, faculty, research centers, etc.)
- Other UCLA-Related Resources/Contacts

Non-UCLA Anderson-Facilitated Resources
- Company Website
- Other Website/Online Resources (LinkedIn, Indeed.com, etc.)
- Family/Friend/Personal/Professional Network (non-UCLA Anderson-related)
- Direct Company Contact (not facilitated by UCLA Anderson)
- Other Resources/Contacts (non-UCLA Anderson-related)
- Pre-MBA Employer Network (non-sponsorship)

Percent of Hires
- UCLA Anderson-Facilitated Resources: 79.6%
- Non-UCLA Anderson-Facilitated Resources: 20.4%
- Campus recruiting program and myCareer job listings combined for 54.2 percent of the source of summer internships for the Class of 2018.

Almost 10 percent of summer internships were sourced through various non-Anderson related online resources, including company website, LinkedIn job board and other sites.

ANDERSON NETWORK EFFECT
Class of 2018 students finding summer internships through UCLA Anderson alumni and classmate connections increased to 11.7 percent from 7.9 percent in 2016.
## CLASS OF 2018 SUMMER INTERNSHIPS

**INTERNSHIP INDUSTRY DETAILS**

Summer internships for Class of 2018 students, continue to be the top 3 industries of choice for Daniella Castillo ('16) and Lucas Andrade ('18) making up 56.8 percent of internships.

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th>Percent of Hires</th>
<th>Average Monthly Salary</th>
<th>Median Monthly Salary</th>
<th>Monthly Salary Range</th>
<th>Percent Reporting Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>14.4%</td>
<td>$10,695</td>
<td>$11,245</td>
<td>$4,333 – $14,083</td>
<td>98.0%</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>10.9%</td>
<td>$6,374</td>
<td>$6,875</td>
<td>$1,200 – $9,100</td>
<td>97.3%</td>
</tr>
<tr>
<td>Automotive</td>
<td>2.6%</td>
<td>$5,876</td>
<td>$6,000</td>
<td>$2,500 – $8,500</td>
<td>100.0%</td>
</tr>
<tr>
<td>Beverages/Food</td>
<td>0.6%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0%</td>
</tr>
<tr>
<td>Electronics</td>
<td>1.5%</td>
<td>$7,957</td>
<td>$8,233</td>
<td>$6,500 – $9,900</td>
<td>100.0%</td>
</tr>
<tr>
<td>Household/Personal</td>
<td>1.5%</td>
<td>$6,903</td>
<td>$7,999</td>
<td>$3,000 – $8,017</td>
<td>100.0%</td>
</tr>
<tr>
<td>Toys</td>
<td>1.8%</td>
<td>$4,547</td>
<td>$3,500</td>
<td>$1,200 – $7,367</td>
<td>83.3%</td>
</tr>
<tr>
<td>Energy/Utilities (including Alternative Energy)</td>
<td>2.9%</td>
<td>$6,835</td>
<td>$6,875</td>
<td>$6,500 – $6,875</td>
<td>100.0%</td>
</tr>
<tr>
<td>Entertainment/Media</td>
<td>1.8%</td>
<td>$6,295</td>
<td>$6,500</td>
<td>$2,600 – $9,167</td>
<td>100.0%</td>
</tr>
<tr>
<td>Digital Media and Gaming</td>
<td>9.4%</td>
<td>$4,525</td>
<td>$4,333</td>
<td>$520 – $7,800</td>
<td>100.0%</td>
</tr>
<tr>
<td>General</td>
<td>9.4%</td>
<td>$4,525</td>
<td>$4,333</td>
<td>$520 – $7,800</td>
<td>100.0%</td>
</tr>
<tr>
<td>Radio/TV/Cable/Film</td>
<td>2.4%</td>
<td>$4,788</td>
<td>$4,333</td>
<td>$2,773 – $7,800</td>
<td>100.0%</td>
</tr>
<tr>
<td>Sports and Sports Management</td>
<td>0.6%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0%</td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>15.6%</td>
<td>$8,094</td>
<td>$9,808</td>
<td>$1,000 – $12,500</td>
<td>90.6%</td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>1.2%</td>
<td>$6,130</td>
<td>$6,600</td>
<td>$3,000 – $8,320</td>
<td>100.0%</td>
</tr>
<tr>
<td>Investment Management</td>
<td>6.5%</td>
<td>$10,210</td>
<td>$10,417</td>
<td>$3,467 – $12,500</td>
<td>95.5%</td>
</tr>
<tr>
<td>Private Equity</td>
<td>3.8%</td>
<td>$7,931</td>
<td>$8,333</td>
<td>$1,000 – $12,500</td>
<td>92.3%</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>2.1%</td>
<td>$4,931</td>
<td>$4,667</td>
<td>$2,500 – $8,750</td>
<td>85.7%</td>
</tr>
<tr>
<td>Other Financial Services</td>
<td>7.1%</td>
<td>$7,082</td>
<td>$6,903</td>
<td>$5,200 – $9,208</td>
<td>100.0%</td>
</tr>
<tr>
<td>Biotechnology and Pharmaceutical</td>
<td>4.7%</td>
<td>$6,803</td>
<td>$6,606</td>
<td>$5,200 – $7,800</td>
<td>100.0%</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>1.8%</td>
<td>$7,821</td>
<td>$8,324</td>
<td>$5,200 – $9,208</td>
<td>100.0%</td>
</tr>
<tr>
<td>Providers and Other Services</td>
<td>0.6%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>1.2%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0%</td>
</tr>
<tr>
<td>Public Sector/Nonprofit</td>
<td>3.2%</td>
<td>$4,631</td>
<td>$3,667</td>
<td>$1,667 – $8,667</td>
<td>90.9%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>5.3%</td>
<td>$4,545</td>
<td>$4,333</td>
<td>$2,080 – $8,500</td>
<td>89.8%</td>
</tr>
<tr>
<td>Commercial</td>
<td>2.4%</td>
<td>$4,014</td>
<td>$4,333</td>
<td>$3,033 – $4,767</td>
<td>75.0%</td>
</tr>
<tr>
<td>General</td>
<td>1.8%</td>
<td>$4,578</td>
<td>$4,425</td>
<td>$2,253 – $7,800</td>
<td>100.0%</td>
</tr>
<tr>
<td>Other Services</td>
<td>1.2%</td>
<td>$5,245</td>
<td>$5,200</td>
<td>$2,080 – $8,500</td>
<td>100.0%</td>
</tr>
<tr>
<td>Retail</td>
<td>2.1%</td>
<td>$5,386</td>
<td>$5,547</td>
<td>$2,600 – $7,917</td>
<td>100.0%</td>
</tr>
<tr>
<td>Technology</td>
<td>26.8%</td>
<td>$7,148</td>
<td>$8,000</td>
<td>$500 – $9,533</td>
<td>95.6%</td>
</tr>
<tr>
<td>Equipment/Hardware/Networking</td>
<td>3.5%</td>
<td>$6,674</td>
<td>$7,280</td>
<td>$4,853 – $8,803</td>
<td>100.0%</td>
</tr>
<tr>
<td>General</td>
<td>7.0%</td>
<td>$7,065</td>
<td>$8,000</td>
<td>$4,333 – $9,533</td>
<td>100.0%</td>
</tr>
<tr>
<td>Internet Services/E-Commerce</td>
<td>9.1%</td>
<td>$6,934</td>
<td>$8,000</td>
<td>$1,000 – $9,533</td>
<td>96.8%</td>
</tr>
<tr>
<td>Multimedia Products and Services</td>
<td>0.6%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0%</td>
</tr>
<tr>
<td>Software</td>
<td>4.4%</td>
<td>$7,695</td>
<td>$8,147</td>
<td>$6,067 – $8,600</td>
<td>86.7%</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>1.2%</td>
<td>$6,614</td>
<td>$6,637</td>
<td>$6,250 – $6,933</td>
<td>100.0%</td>
</tr>
<tr>
<td>Other Technology</td>
<td>0.9%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>100.0%</td>
</tr>
<tr>
<td>Transportation and Logistics Services</td>
<td>0.9%</td>
<td>$6,338</td>
<td>$7,725</td>
<td>$3,565 – $7,725</td>
<td>100.0%</td>
</tr>
<tr>
<td>Other (Aerospace, Engineering Services, Hospitality)</td>
<td>1.5%</td>
<td>$6,270</td>
<td>$5,350</td>
<td>$5,200 – $7,800</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

Technology, consulting and financial services continue to be the top 3 industries of choice for summer internships for Class of 2018 students, making up 56.8 percent of internships.
## Function Details

<table>
<thead>
<tr>
<th></th>
<th>Percent of Hires</th>
<th>Average Monthly Salary</th>
<th>Median Monthly Salary</th>
<th>Monthly Salary Range</th>
<th>Percent Reporting Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>19.9%</td>
<td>$9,424</td>
<td>$10,500</td>
<td>$500 – $14,083</td>
<td>97.1%</td>
</tr>
<tr>
<td>Internal</td>
<td>5.3%</td>
<td>$6,455</td>
<td>$6,933</td>
<td>$1,667 – $9,533</td>
<td>94.4%</td>
</tr>
<tr>
<td>Management/Strategy</td>
<td>14.7%</td>
<td>$10,454</td>
<td>$11,245</td>
<td>$500 – $14,083</td>
<td>98.0%</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial Banking/Lending</td>
<td>0.3%</td>
<td>N/A2</td>
<td>N/A2</td>
<td>N/A2</td>
<td>100.0%</td>
</tr>
<tr>
<td>Corporation Finance/FP&amp;A/Treasury</td>
<td>8.2%</td>
<td>$7,103</td>
<td>$7,800</td>
<td>$1,200 – $8,803</td>
<td>100.0%</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>5.3%</td>
<td>$10,535</td>
<td>$10,417</td>
<td>$9,967 – $12,500</td>
<td>94.4%</td>
</tr>
<tr>
<td>Investment Management</td>
<td>2.9%</td>
<td>$6,589</td>
<td>$8,000</td>
<td>$1,000 – $11,250</td>
<td>90.0%</td>
</tr>
<tr>
<td>Private Wealth Management</td>
<td>0.6%</td>
<td>N/A2</td>
<td>N/A2</td>
<td>N/A2</td>
<td>100.0%</td>
</tr>
<tr>
<td>Real Estate Finance</td>
<td>3.2%</td>
<td>$5,079</td>
<td>$4,333</td>
<td>$2,253 – $12,500</td>
<td>90.9%</td>
</tr>
<tr>
<td>Research Analyst/Portfolio Manager</td>
<td>1.2%</td>
<td>$9,744</td>
<td>$10,103</td>
<td>$7,000 – $11,770</td>
<td>100.0%</td>
</tr>
<tr>
<td>Venture Capital/Private Equity/LBO</td>
<td>3.5%</td>
<td>$4,920</td>
<td>$4,667</td>
<td>$1,820 – $8,750</td>
<td>83.3%</td>
</tr>
<tr>
<td>General Management</td>
<td>5.0%</td>
<td>$6,221</td>
<td>$6,606</td>
<td>$1,000 – $12,000</td>
<td>100%</td>
</tr>
<tr>
<td>Project Management</td>
<td>2.1%</td>
<td>$5,886</td>
<td>$5,350</td>
<td>$2,600 – $12,000</td>
<td>100%</td>
</tr>
<tr>
<td>Relational Program</td>
<td>2.9%</td>
<td>$6,455</td>
<td>$6,733</td>
<td>$1,000 – $9,208</td>
<td>100%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>0.6%</td>
<td>$3,060</td>
<td>$3,060</td>
<td>$520 – $5,600</td>
<td>100%</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>26.4%</td>
<td>$6,864</td>
<td>$7,500</td>
<td>$1,200 – $9,533</td>
<td>96.7%</td>
</tr>
<tr>
<td>Brand Management</td>
<td>4.7%</td>
<td>$6,700</td>
<td>$6,875</td>
<td>$2,773 – $8,750</td>
<td>100.0%</td>
</tr>
<tr>
<td>Market Research</td>
<td>1.2%</td>
<td>$6,925</td>
<td>$7,000</td>
<td>$5,100 – $8,600</td>
<td>100.0%</td>
</tr>
<tr>
<td>Marketing Analytics</td>
<td>1.5%</td>
<td>$5,535</td>
<td>$5,200</td>
<td>$3,840 – $6,933</td>
<td>100.0%</td>
</tr>
<tr>
<td>Marketing Consulting</td>
<td>0.6%</td>
<td>N/A2</td>
<td>N/A2</td>
<td>N/A2</td>
<td>100.0%</td>
</tr>
<tr>
<td>Marketing - Other Services</td>
<td>2.6%</td>
<td>$6,687</td>
<td>$7,800</td>
<td>$2,600 – $8,583</td>
<td>100.0%</td>
</tr>
<tr>
<td>Merchandising/Retail Marketing</td>
<td>1.5%</td>
<td>$6,156</td>
<td>$6,500</td>
<td>$1,200 – $9,533</td>
<td>100.0%</td>
</tr>
<tr>
<td>Product Management</td>
<td>12.0%</td>
<td>$7,215</td>
<td>$7,999</td>
<td>$3,000 – $9,208</td>
<td>95.1%</td>
</tr>
<tr>
<td>Sales</td>
<td>2.4%</td>
<td>$7,204</td>
<td>$8,000</td>
<td>$4,333 – $8,600</td>
<td>87.5%</td>
</tr>
<tr>
<td>Operations/Logistics</td>
<td>6.2%</td>
<td>$6,755</td>
<td>$6,606</td>
<td>$2,600 – $8,600</td>
<td>100%</td>
</tr>
<tr>
<td>Other</td>
<td>16.7%</td>
<td>$5,197</td>
<td>$5,200</td>
<td>$1,000 – $9,167</td>
<td>91.2%</td>
</tr>
<tr>
<td>Business Intelligence/Analytics</td>
<td>2.4%</td>
<td>$5,576</td>
<td>$5,320</td>
<td>$2,600 – $8,600</td>
<td>100.0%</td>
</tr>
<tr>
<td>Business/Corporate Development</td>
<td>7.6%</td>
<td>$5,146</td>
<td>$5,200</td>
<td>$1,000 – $8,667</td>
<td>88.5%</td>
</tr>
<tr>
<td>Real Estate Development</td>
<td>2.4%</td>
<td>$4,630</td>
<td>$4,767</td>
<td>$2,080 – $6,067</td>
<td>87.5%</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>4.4%</td>
<td>$5,349</td>
<td>$4,508</td>
<td>$2,600 – $9,167</td>
<td>93.3%</td>
</tr>
</tbody>
</table>

1. Percentages were calculated from the number of students who accepted a summer internship.
2. Compensation data is self-reported. Salary data provided for industries and functions with 4 or more data points available.

The Parker Career Management Center has more than 95 second-year MBAs volunteering as Anderson Career Team (ACT) coaches to lead over 35 industry and function teams of first-years through the recruiting process. The ACT is the largest and longest-running program of its kind among MBA programs.

**DID YOU KNOW?**

Class of 2018 students’ internship choices spanned more than 25 different functions.

**Becca Katz (’18)**

General Mills
Minneapolis, MN

**Management consulting, product management and corporate finance continue to be the top three functions of choice for summer internships for Class of 2018 students. This year, business/corporate development and operations/logistics/supply chain joined the top five.**

**Investment banking, private wealth management and management consulting were the highest paying summer internship functions in 2017.**
## BROKEN DOWN BY LOCATION

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent of Hires</th>
<th>Average Monthly Salary</th>
<th>Median Monthly Salary</th>
<th>Monthly Salary Range</th>
<th>Percent Reporting Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>UNITED STATES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>California</td>
<td>69.9%</td>
<td>$7,214</td>
<td>$7,100</td>
<td>$500 – $14,083</td>
<td>95.4%</td>
</tr>
<tr>
<td>Southern California</td>
<td>45.3%</td>
<td>$6,844</td>
<td>$6,606</td>
<td>$500 – $14,083</td>
<td>94.2%</td>
</tr>
<tr>
<td>Northern California</td>
<td>24.6%</td>
<td>$7,875</td>
<td>$8,000</td>
<td>$2,600 – $13,000</td>
<td>97.6%</td>
</tr>
<tr>
<td>West (excluding California)</td>
<td>11.1%</td>
<td>$7,659</td>
<td>$8,000</td>
<td>$4,964 – $8,600</td>
<td>97.4%</td>
</tr>
<tr>
<td>Northeast</td>
<td>4.7%</td>
<td>$7,739</td>
<td>$7,900</td>
<td>$3,467 – $12,000</td>
<td>100.0%</td>
</tr>
<tr>
<td>Southwest</td>
<td>2.9%</td>
<td>$6,636</td>
<td>$6,680</td>
<td>$3,120 – $10,747</td>
<td>100.0%</td>
</tr>
<tr>
<td>Midwest</td>
<td>2.0%</td>
<td>$6,719</td>
<td>$7,200</td>
<td>$3,500 – $8,000</td>
<td>100.0%</td>
</tr>
<tr>
<td>South</td>
<td>1.5%</td>
<td>$8,061</td>
<td>$8,500</td>
<td>$5,350 – $9,967</td>
<td>100.0%</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>0.9%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>U.S. TOTAL</strong></td>
<td>93.0%</td>
<td>$7,308</td>
<td>$7,627</td>
<td>$500 – $14,083</td>
<td>96.2%</td>
</tr>
<tr>
<td><strong>INTERNATIONAL</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asia</td>
<td>5.0%</td>
<td>$5,121</td>
<td>$3,992</td>
<td>$1,000 – $11,770</td>
<td>82.4%</td>
</tr>
<tr>
<td>Central and South America</td>
<td>1.1%</td>
<td>$5,950</td>
<td>$6,150</td>
<td>$2,500 – $9,000</td>
<td>100.0%</td>
</tr>
<tr>
<td>EMEA</td>
<td>0.9%</td>
<td>N/A²</td>
<td>N/A²</td>
<td>N/A²</td>
<td>66.7%</td>
</tr>
<tr>
<td><strong>INTERNATIONAL TOTAL</strong></td>
<td>7.0%</td>
<td>$5,279</td>
<td>$4,667</td>
<td>$1,000 – $11,770</td>
<td>83.3%</td>
</tr>
</tbody>
</table>

1 Percentages were calculated from the number of students who accepted a summer internship.
2 Compensation data is self-reported. Salary data provided for locations with 4 or more data points available.
Class of 2018 interns, left to right: Avni Amin, Antonio Hernandez, Laura El Daher and Cherry Law
NBC Universal LLC
Universal City, CA

Class of 2018 interns, back row from left: Amari Guisinger, Viviana Caso Corella, Daniel Osorio, Alexis Ryan, Dan Pariseau; front row from left: Magali Ramirez, Varun Chalupadi, Melody Akbari, Daniel Ruegg, Donato Dominguez de Brito. Not pictured: Morgan Dower
Google Inc.
Mountain View, CA

Companies that have hired for summer internships outside the U.S.:

A.T. Kearney
Bain & Company, Inc.
Banchile
Citi Global Markets
Banco de Mexico
Banco Santander S.A.
Bank of Korea
The Boston Consulting Group
Castele Korea
Citi
CMPC Tissue S.A.
Credicorp Capital
Credit Suisse
Ctrip.com International Ltd.
Falabella Retail S.A.
Grupo Industrial L.M.
Hummingbird Ventures
J.D.com
Korea Development Bank
Korea Housing Finance Corporation
LarrainVial Asset Management
McKinsey & Company
Microsoft Corp.
Mott MacDonald
MTech Capital
Rakuten
SCREEN SPE Germany GmbH
Securitas Direct
SK Planet Co.
SK Telecom

Percent of students accepting internships outside the U.S. increased to 7.0 percent, compared to 4.4 percent the previous summer.

GLOBAL ANDERSON
82.3 percent of summer internships accepted by international students were in the United States.
“Having come from a pre-MBA career in consulting and digital strategy, I was initially focused on pursuing a career in marketing. But through Parker’s career visioning workshop and several other exploratory tools and programs that Parker offers, I realized that what I was most passionate about was people and their development. I decided to re-saddle, and I ultimately landed an HR internship at Dimensional Fund Advisors and then a full-time job in human capital consulting at PwC. In every step along the way, the advisors at Parker offered incredibly personalized advice and support, so much so that I decided to give back by becoming a Parker TA during my second year!”

Jessica Robson (’17)  
Summer Internship at Dimensional Fund Advisors  
Full-Time Position at PwC