Parker Career Management Center

Full-Time MBA 2011 Employment Report

UCLA Anderson
School of Management
Overview from the Assistant Dean

New Developments

2011 was an exciting year for UCLA Anderson. We completed the first phase of our extensive curriculum change, the introduction of a communications and a career course to our core curriculum. We strongly believe that adding formal presentation skills training, in addition to a structured career-focused course, will equip our students with a superior set of skills as they embark on their searches for internships and post-MBA full-time positions. Feedback from our recruiting partners and students has been extremely positive. The second phase of our curriculum revamp was introduced for the class that entered in September. Our new “flexible” curriculum allows students to choose when to take certain core courses, so they can acquire or sharpen skills that will be needed for success in their chosen professions. It also will permit the development of these skills early so that they can hit the ground running when they join your firm as summer interns. Finally, the creation of specialized tracks and certificates enables our MBA students to take courses that will deepen their knowledge in specific areas of interest, again with the goal of arming them with the tools to make significant contributions to your businesses as soon as they arrive as interns or full-time employees. Thank you for your support and feedback as we work together to identify ways for our students to provide real value added to your company.

Introducing the Class of 2013

September again brought a stellar group of additions to the Anderson family. We welcomed 377 accomplished, bright and enthusiastic individuals to campus for orientation, and they have already begun to establish their legacy. This group, which hails from over 40 countries and throughout the United States, has been busy learning in the classroom, attending Days on the Job throughout the world, working with local charitable organizations, networking with a wide array of companies and taking advantage of the many opportunities for personal and professional growth that UCLA Anderson has to offer. We look forward to introducing you to this amazing group as we enter summer internship recruiting.

Class of 2011 Employment Highlights

Our most recent graduates, the class of 2011, are already making their mark in the business world. About 90 percent of those seeking employment received a job offer within three months of graduation and over 86 percent of that group accepted an offer by that time. Financial services was the most popular area for graduates in 2011, with 26.5 percent choosing that industry, followed by technology (19.9 percent), consulting (15.3 percent), and media and entertainment (10.7 percent).

In terms of job function, over 31 percent of graduates are performing a finance function at their chosen employer. Consulting/strategy followed with 26 percent, marketing/sales was the next most popular function at 21.1 percent and 7.8 percent of students chose a general management function.

Salaries continued to rebound with the average salary rising to $103,368, a 6.4 percent increase over 2010. The mean signing bonus jumped as well, increasing 20 percent to $25,365 and 28 percent of the class reported an average of $24,478 in additional guaranteed compensation. Interestingly, nearly 25 percent of 2011 graduates received stock and/or equity as part of their compensation package.

We look forward to working with you as you look to fill your needs for superior MBA talent. On behalf of my outstanding colleagues here at the Parker Career Management Center at UCLA Anderson, thank you for your support.

Best,

Robert Weiler
Assistant Dean
Parker Career Management Center
Interim Director, MBA Admissions
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UCLA Anderson School of Management follows the Standards for Reporting MBA Employment Statistics as defined by the MBA Career Services Council (mbacsc.org).
Class of 2011

Class Profile
Full-time Employment

Demographic Profile
Total Applicant Pool: 3042
Number of Entering Class: 360
Average Age: 28.2
Average Years of Work Experience: 4.8
Women: 34%
International Students: 33%
Countries Represented: 40+
Joint Degree Graduates*: 3.3%

* There were 12 graduates who obtained a Joint Degree with the following graduate programs at UCLA: law, medicine, public health, and urban planning.

Employment Profile

<table>
<thead>
<tr>
<th>U.S. Citizens/ Permanent Residents</th>
<th>Foreign Nationals (w/o permanent 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></td>
<td>268</td>
<td>89</td>
</tr>
<tr>
<td>Students Responding to Employment Survey</td>
<td></td>
<td>241</td>
<td>83</td>
</tr>
<tr>
<td>Seeking Employment</td>
<td></td>
<td>212</td>
<td>69</td>
</tr>
<tr>
<td>Not Seeking Employment</td>
<td></td>
<td>29</td>
<td>14</td>
</tr>
<tr>
<td>Starting Own Company</td>
<td></td>
<td>15</td>
<td>3</td>
</tr>
<tr>
<td>Company Sponsored</td>
<td></td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>Other Reasons</td>
<td></td>
<td>5</td>
<td>2</td>
</tr>
<tr>
<td>No Information</td>
<td></td>
<td>27</td>
<td>6</td>
</tr>
</tbody>
</table>

Top Pre-MBA Experience by Industry

Finance: 21%
Technology: 15%
Consulting: 13%
Entertainment/Media: 7%
Public Sector/Non-Profit: 7%
Healthcare: 4%
Real Estate: 4%

Top Hiring Organizations (in alphabetical order)

Amgen, Inc.
Bank of America Corporation
Cisco Systems, Inc.
Citigroup, Inc.
Clorox Company, The
Deloitte Consulting
Ernst & Young LLP
General Mills, Inc.
Goldman Sachs & Company, Inc.
Google, Inc.
Houlihan Lokey
Intel Corporation
LiveNation Entertainment
Microsoft Corporation
NBC-Universal
Pacific Investment Management Co., LLC
PricewaterhouseCoopers
Samsung Corporation
Walt Disney Company, The
Yahoo! Inc.
ZS Associates

Over 130 other organizations have hired at least one 2011 graduate.

* These companies are new to this list compared to 2010.
The percent of Class of 2011 graduates with job acceptances by 3 months after graduation increased by almost 6% from 2010. Average Annual Base Salary increased by 6.4% from 2010.

### Source of Employment

<table>
<thead>
<tr>
<th>Source of Employment</th>
<th>Percent of Hires²</th>
</tr>
</thead>
<tbody>
<tr>
<td>UCLA Anderson-Facilitated</td>
<td>66.5%</td>
</tr>
<tr>
<td>Summer Employer (includes internships found through UCLA Anderson-Facilitated internships)</td>
<td>23.9%</td>
</tr>
<tr>
<td>Campus Recruiting Program</td>
<td>23.6%</td>
</tr>
<tr>
<td>Other UCLA Anderson Resources/Contacts (includes classmates, alumni, faculty, AMR Program, Price Center, etc.)</td>
<td>10.7%</td>
</tr>
<tr>
<td>Parker CMC Classifieds (Job Postings)</td>
<td>2.9%</td>
</tr>
<tr>
<td>UCLA Anderson Club-related Resources</td>
<td>2.5%</td>
</tr>
<tr>
<td>UCLA Anderson MBA Career Fair (April 29, 2011)</td>
<td>1.7%</td>
</tr>
<tr>
<td>Other Parker CMC Resources/Contacts (Advisor Contacts, Resume Database, Reciprocity, etc.)</td>
<td>1.2%</td>
</tr>
<tr>
<td>Student-Facilitated</td>
<td>33.5%</td>
</tr>
<tr>
<td>Family/Friend/Personal Network (Outside of UCLA Anderson)</td>
<td>11.6%</td>
</tr>
<tr>
<td>Summer Employer (includes Student-Facilitated internships)</td>
<td>5.4%</td>
</tr>
<tr>
<td>Company Website</td>
<td>4.1%</td>
</tr>
<tr>
<td>Indirect On-line Resource (third-party job boards, social media, etc.)</td>
<td>3.3%</td>
</tr>
<tr>
<td>Pre-Anderson Employer Network</td>
<td>2.1%</td>
</tr>
<tr>
<td>Other</td>
<td>7.0%</td>
</tr>
</tbody>
</table>

### Compensation Summary

<table>
<thead>
<tr>
<th>Compensation Source</th>
<th>Percent of Students Reporting Salary Data²</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Base Salary</td>
<td>94.6%</td>
<td>$103,368</td>
<td>$100,000</td>
<td>$20,000 - $188,000</td>
</tr>
<tr>
<td>Signing Bonus</td>
<td>57.9%</td>
<td>$25,365</td>
<td>$20,000</td>
<td>$2,500 - $89,000</td>
</tr>
<tr>
<td>Other Guaranteed Compensation³</td>
<td>28.1%</td>
<td>$24,478</td>
<td>$15,000</td>
<td>$1,032 - $150,000</td>
</tr>
</tbody>
</table>

Graduates receiving stock and/or equity as part of their compensation package 24.4%

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 (eg. performance bonus, stock options).

* Data is current as of October 30, 2011
## Class of 2011

### Industry Summary

**Full-time Employment**

Class of 2011 graduates entering the Financial Services industry increased to 26.4% from 21.6% in 2010.

### Top Industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent of Hires</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting Services</td>
<td>15.3%</td>
</tr>
<tr>
<td>Financial Services (Investment Banking)</td>
<td>11.6%</td>
</tr>
<tr>
<td>Financial Services (Investment/Asset Management)</td>
<td>7.0%</td>
</tr>
<tr>
<td>Media/Entertainment (Entertainment)</td>
<td>7.0%</td>
</tr>
<tr>
<td>Technology (Internet Services)</td>
<td>6.2%</td>
</tr>
<tr>
<td>Technology (Software)</td>
<td>6.2%</td>
</tr>
<tr>
<td>Technology (Hardware)</td>
<td>5.0%</td>
</tr>
<tr>
<td>Consumer Products (Household/Personal Products including Toys)</td>
<td>3.7%</td>
</tr>
<tr>
<td>Consumer Products (Food/Beverage Manufacturing)</td>
<td>2.9%</td>
</tr>
<tr>
<td>Healthcare (Pharmaceutical/Biotechnology)</td>
<td>2.9%</td>
</tr>
<tr>
<td>Media/Entertainment (New Media)</td>
<td>2.9%</td>
</tr>
<tr>
<td>All Others</td>
<td>29.3%</td>
</tr>
</tbody>
</table>

5.0% of the Class of 2011 Graduates started their own companies during their time at UCLA Anderson in the following industries:

- Consulting Services
- Entertainment/New Media
- Food/Beverage Manufacturing
- Private Equity
- Real Estate
- Technology
- Textiles/Clothing

**DID YOU KNOW?**

Class of 2011 graduates entering the Technology industry increased to 19.8% from 14.0% in 2010.
<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>Mean Signing Bonus</th>
<th>Median Signing Bonus</th>
<th>Range Signing Bonus</th>
<th>Mean Other Guaranteed Compensation</th>
<th>Median Other Guaranteed Compensation</th>
<th>Range Other Guaranteed Compensation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting Services</td>
<td>15.3%</td>
<td>$117,603</td>
<td>$125,000</td>
<td>$30,000 - $139,000</td>
<td>$27,200</td>
<td>$50,000</td>
<td>$52,500</td>
<td>$32,820</td>
<td>$4,800 - $150,000</td>
<td></td>
</tr>
<tr>
<td>Consumer Products</td>
<td>8.3%</td>
<td>$95,716</td>
<td>$95,000</td>
<td>$75,000 - $120,000</td>
<td>$22,269</td>
<td>$129,066</td>
<td>$37,500</td>
<td>$13,182</td>
<td>$5,000 - $25,000</td>
<td></td>
</tr>
<tr>
<td>Food/Beverage Manufacturing</td>
<td>2.9%</td>
<td>$99,083</td>
<td>$97,750</td>
<td>$94,000 - $110,000</td>
<td>$21,333</td>
<td>$15,000</td>
<td>$25,000</td>
<td>$32,820</td>
<td>$4,800 - $150,000</td>
<td></td>
</tr>
<tr>
<td>Household/Personal Products (including Toys)</td>
<td>3.7%</td>
<td>$91,300</td>
<td>$95,000</td>
<td>$75,000 - $100,000</td>
<td>$24,958</td>
<td>$20,000</td>
<td>$37,500</td>
<td>$12,333</td>
<td>$9,500 - $18,000</td>
<td></td>
</tr>
<tr>
<td>Retail</td>
<td>1.7%</td>
<td>$100,600</td>
<td>$102,500</td>
<td>$77,999 - $120,000</td>
<td>$16,969</td>
<td>$12,956</td>
<td>$23,000</td>
<td>$12,817</td>
<td>$6,453 - $25,000</td>
<td></td>
</tr>
<tr>
<td>Financial Services</td>
<td>26.5%</td>
<td>$102,951</td>
<td>$100,000</td>
<td>$20,000 - $180,000</td>
<td>$40,437</td>
<td>$5,000</td>
<td>$89,000</td>
<td>$44,968</td>
<td>$10,000 - $110,000</td>
<td></td>
</tr>
<tr>
<td>Diversified Financial Services/Retail</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Banking/Credit Cards</td>
<td>2.1%</td>
<td>$100,000</td>
<td>$100,000</td>
<td>$90,000 - $100,000</td>
<td>$11,250</td>
<td>$10,000</td>
<td>$15,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insurance</td>
<td>1.7%</td>
<td>$90,000</td>
<td>$95,000</td>
<td>$70,000 - $105,000</td>
<td>$11,250</td>
<td>$10,000</td>
<td>$15,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment Banking</td>
<td>11.6%</td>
<td>$109,148</td>
<td>$100,000</td>
<td>$20,000 - $188,000</td>
<td>$50,430</td>
<td>$25,000</td>
<td>$60,000</td>
<td>$59,106</td>
<td>$40,000 - $100,000</td>
<td></td>
</tr>
<tr>
<td>Investment/Asset Management</td>
<td>7.0%</td>
<td>$107,059</td>
<td>$100,000</td>
<td>$90,000 - $150,000</td>
<td>$34,400</td>
<td>$10,000</td>
<td>$50,000</td>
<td>$34,600</td>
<td>$14,400 - $75,000</td>
<td></td>
</tr>
<tr>
<td>Private Equity</td>
<td>2.1%</td>
<td>$100,000</td>
<td>$115,000</td>
<td>$50,000 - $150,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Financial Services</td>
<td>2.0%</td>
<td>$97,500</td>
<td>$100,000</td>
<td>$90,000 - $100,000</td>
<td>$34,750</td>
<td>$5,000</td>
<td>$89,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Healthcare</td>
<td>6.2%</td>
<td>$105,843</td>
<td>$107,150</td>
<td>$80,000 - $140,000</td>
<td>$20,455</td>
<td>$5,000</td>
<td>$50,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Biotechnology/Pharmaceutical</td>
<td>2.9%</td>
<td>$102,883</td>
<td>$103,650</td>
<td>$90,000 - $110,000</td>
<td>$18,000</td>
<td>$5,000</td>
<td>$25,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical Devices</td>
<td>1.2%</td>
<td>$102,883</td>
<td>$103,650</td>
<td>$90,000 - $110,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other - providers, insurance, etc.</td>
<td>2.1%</td>
<td>$114,500</td>
<td>$110,000</td>
<td>$92,500 - $140,000</td>
<td>$16,250</td>
<td>$5,000</td>
<td>$20,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing</td>
<td>3.2%</td>
<td>$94,075</td>
<td>$90,000</td>
<td>$71,500 - $125,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>10.7%</td>
<td>$95,360</td>
<td>$100,000</td>
<td>$48,000 - $160,000</td>
<td>$6,500</td>
<td>$25,000</td>
<td>$10,000</td>
<td>$11,167</td>
<td>$5,000 - $24,000</td>
<td></td>
</tr>
<tr>
<td>Entertainment</td>
<td>7.0%</td>
<td>$92,000</td>
<td>$95,000</td>
<td>$48,000 - $110,000</td>
<td>$6,875</td>
<td>$2,500</td>
<td>$10,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New Media</td>
<td>2.9%</td>
<td>$108,333</td>
<td>$105,000</td>
<td>$70,000 - $160,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Sports</td>
<td>0.8%</td>
<td>$97,333</td>
<td>$97,500</td>
<td>$65,000 - $120,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-Profit</td>
<td>2.1%</td>
<td>$82,250</td>
<td>$83,000</td>
<td>$78,000 - $85,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Petroleum/Energy/Utilities</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(including Clean Energy)</td>
<td>1.7%</td>
<td>$85,000</td>
<td>$94,000</td>
<td>$42,000 - $110,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Real Estate</td>
<td>2.5%</td>
<td>$97,333</td>
<td>$97,500</td>
<td>$65,000 - $120,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td>19.9%</td>
<td>$105,360</td>
<td>$110,000</td>
<td>$50,000 - $127,000</td>
<td>$14,679</td>
<td>$5,000</td>
<td>$39,197</td>
<td>$16,488</td>
<td>$1,032 - $37,489</td>
<td></td>
</tr>
<tr>
<td>Computer Related Services/Consulting/</td>
<td>0.8%</td>
<td>$106,576</td>
<td>$112,500</td>
<td>$50,000 - $127,000</td>
<td>$15,244</td>
<td>$5,000</td>
<td>$39,197</td>
<td>$12,922</td>
<td>$1,032 - $25,000</td>
<td></td>
</tr>
<tr>
<td>Outsourcing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hardware</td>
<td>5.0%</td>
<td>$106,576</td>
<td>$112,500</td>
<td>$50,000 - $127,000</td>
<td>$15,244</td>
<td>$5,000</td>
<td>$39,197</td>
<td>$12,922</td>
<td>$1,032 - $25,000</td>
<td></td>
</tr>
<tr>
<td>Internet Services</td>
<td>6.2%</td>
<td>$106,576</td>
<td>$112,500</td>
<td>$90,000 - $120,000</td>
<td>$10,000</td>
<td>$5,000</td>
<td>$15,000</td>
<td>$21,247</td>
<td>$12,000 - $37,489</td>
<td></td>
</tr>
<tr>
<td>Software</td>
<td>6.2%</td>
<td>$106,576</td>
<td>$112,500</td>
<td>$80,000 - $125,000</td>
<td>$15,833</td>
<td>$5,000</td>
<td>$25,000</td>
<td>$13,000</td>
<td>$7,000 - $20,000</td>
<td></td>
</tr>
<tr>
<td>Telecommunications/Networking</td>
<td>1.7%</td>
<td>$98,825</td>
<td>$100,000</td>
<td>$85,000 - $110,300</td>
<td>$14,000</td>
<td>$9,000</td>
<td>$25,000</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Industries</td>
<td>3.8%</td>
<td>$102,558</td>
<td>$97,500</td>
<td>$60,000 - $170,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 Percentages were calculated from the number of students who accepted employment by 3 months after graduation.
2 Compensation data is self-reported. Salary data is not provided for industries with 3 or fewer 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).
### Function Summary

**Full-time Employment**

<table>
<thead>
<tr>
<th>Percent of Hires</th>
<th>Top Functions</th>
</tr>
</thead>
<tbody>
<tr>
<td>77.4%</td>
<td>Consulting (Management)</td>
</tr>
<tr>
<td>17.4%</td>
<td>Finance/Accounting (Investment Banking)</td>
</tr>
<tr>
<td>9.5%</td>
<td>Finance/Accounting (Corporation Finance/Financial Analysis/Treasury)</td>
</tr>
<tr>
<td>8.3%</td>
<td>Marketing/Sales (Brand Management)</td>
</tr>
<tr>
<td>8.3%</td>
<td>Finance/Accounting (Research/Portfolio Manager)</td>
</tr>
<tr>
<td>5.8%</td>
<td>Marketing/Sales (Product Management)</td>
</tr>
<tr>
<td>5.4%</td>
<td>Other (Strategic Planning)</td>
</tr>
<tr>
<td>5.4%</td>
<td>Other (Business Development)</td>
</tr>
<tr>
<td>4.5%</td>
<td>General Management (Rotational Program)</td>
</tr>
<tr>
<td>4.1%</td>
<td>Consulting (Internal)</td>
</tr>
<tr>
<td>2.9%</td>
<td>Operations/Logistics/Supply Chain</td>
</tr>
<tr>
<td>2.9%</td>
<td>General Management (Project Management)</td>
</tr>
<tr>
<td>2.9%</td>
<td>All Others</td>
</tr>
<tr>
<td>22.6%</td>
<td></td>
</tr>
</tbody>
</table>

5.0% of the Class of 2011 graduates were **sponsored** and returned to their pre-MBA employers in the following job functions:

- Business Development/Corporate Development
- Commercial Banking/Lending
- Consulting
- General Management
- Investment Banking
- Operations/Logistics/Supply Chain
- Research/Portfolio Manager

**DID YOU KNOW?**

Class of 2011 graduates' career choices spanned over 30 different functions.
<table>
<thead>
<tr>
<th>Function</th>
<th>Percent of Hires(^1)</th>
<th>Mean Annual Base Salary(^2)</th>
<th>Median Annual Base Salary(^2)</th>
<th>Range Annual Base Salary(^2)</th>
<th>Signing Bonus(^2)</th>
<th>Range Signing Bonus(^2)</th>
<th>Other Guaranteed Compensation(^3)</th>
<th>Range Other Guaranteed Compensation(^3)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>20.7%</td>
<td>$115,076</td>
<td>$120,000</td>
<td>$30,000 - $139,000</td>
<td>$25,237</td>
<td>$5,000 - $52,500</td>
<td>$27,799</td>
<td>$5,000 - $150,000</td>
</tr>
<tr>
<td>Internal</td>
<td>2.9%</td>
<td>$100,571</td>
<td>$95,000</td>
<td>$90,000 - $114,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Management</td>
<td>17.4%</td>
<td>$117,066</td>
<td>$125,000</td>
<td>$30,000 - $139,000</td>
<td>$26,029</td>
<td>$5,000 - $52,500</td>
<td>$33,236</td>
<td>$4,800 - $150,000</td>
</tr>
<tr>
<td>Other</td>
<td>0.4%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>31.5%</td>
<td>$102,324</td>
<td>$100,000</td>
<td>$20,000 - $188,000</td>
<td>$36,902</td>
<td>$5,000 - $89,000</td>
<td>$49,083</td>
<td>$1,032 - $110,000</td>
</tr>
<tr>
<td>Accounting/Auditing</td>
<td>0.8%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Corporation Finance/Financial</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Analysis/Treasury</td>
<td>8.3%</td>
<td>$101,717</td>
<td>$104,300</td>
<td>$65,000 - $120,000</td>
<td>$17,731</td>
<td>$5,000 - $50,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>9.5%</td>
<td>$102,391</td>
<td>$100,000</td>
<td>$20,000 - $188,000</td>
<td>$50,225</td>
<td>$25,000 - $60,000</td>
<td>$51,000</td>
<td>$40,000 - $75,000</td>
</tr>
<tr>
<td>Private Wealth Management</td>
<td>2.1%</td>
<td>$100,000</td>
<td>$100,000</td>
<td>$100,000 - $100,000</td>
<td>$45,000</td>
<td>$40,000 - $50,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Real Estate Finance</td>
<td>1.2%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Research Analyst/Portfolio Manager</td>
<td>5.8%</td>
<td>$108,308</td>
<td>$100,000</td>
<td>$88,000 - $150,000</td>
<td>$36,500</td>
<td>$10,000 - $89,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Sales &amp; Trading</td>
<td>1.7%</td>
<td>$102,500</td>
<td>$100,000</td>
<td>$100,000 - $110,000</td>
<td>$53,750</td>
<td>$40,000 - $60,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Venture Capital/Private Equity</td>
<td>2.1%</td>
<td>$100,000</td>
<td>$100,000</td>
<td>$50,000 - $150,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>General Management</td>
<td>7.8%</td>
<td>$110,911</td>
<td>$110,000</td>
<td>$85,000 - $160,000</td>
<td>$19,813</td>
<td>$5,000 - $45,000</td>
<td>$16,821</td>
<td>$12,000 - $25,000</td>
</tr>
<tr>
<td>Executive</td>
<td>0.8%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Project Management</td>
<td>2.9%</td>
<td>$110,500</td>
<td>$106,500</td>
<td>$85,000 - $160,000</td>
<td>$22,000</td>
<td>$5,000 - $45,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Rotational Program</td>
<td>4.1%</td>
<td>$110,340</td>
<td>$110,000</td>
<td>$92,500 - $127,000</td>
<td>$18,720</td>
<td>$5,000 - $39197</td>
<td>$16,428</td>
<td>$7,620 - $25,000</td>
</tr>
<tr>
<td>Human Resources</td>
<td>1.6%</td>
<td>$89,000</td>
<td>$90,000</td>
<td>$86,000 - $90,000</td>
<td>$19,042</td>
<td>$15,000 - $27,166</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Marketing/Sales</td>
<td>21.1%</td>
<td>$93,151</td>
<td>$97,000</td>
<td>$42,000 - $125,000</td>
<td>$16,536</td>
<td>$5,000 - $37,500</td>
<td>$13,632</td>
<td>$5,000 - $25,000</td>
</tr>
<tr>
<td>Advertising</td>
<td>0.8%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Brand Management</td>
<td>8.3%</td>
<td>$96,539</td>
<td>$97,250</td>
<td>$48,000 - $124,000</td>
<td>$21,464</td>
<td>$10,000 - $37,500</td>
<td>$13,643</td>
<td>$5,000 - $25,000</td>
</tr>
<tr>
<td>Market Research</td>
<td>1.2%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Marketing Consulting</td>
<td>0.8%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Marketing-Other Services</td>
<td>2.1%</td>
<td>$99,600</td>
<td>$100,000</td>
<td>$80,000 - $120,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Product Management</td>
<td>5.4%</td>
<td>$98,950</td>
<td>$102,500</td>
<td>$70,000 - $125,000</td>
<td>$11,181</td>
<td>$5,000 - $20,000</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Sales</td>
<td>2.5%</td>
<td>$78,333</td>
<td>$84,000</td>
<td>$42,000 - $110,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Operations/Logistics/Supply Chain</td>
<td>2.9%</td>
<td>$95,750</td>
<td>$98,500</td>
<td>$78,000 - $104,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>14.4%</td>
<td>$100,472</td>
<td>$100,000</td>
<td>$62,467 - $170,000</td>
<td>$14,375</td>
<td>$2,500 - $30,000</td>
<td>$15,926</td>
<td>$2,115 - $50,000</td>
</tr>
<tr>
<td>Business Development</td>
<td>4.5%</td>
<td>$93,100</td>
<td>$90,500</td>
<td>$65,000 - $120,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Corporate Development</td>
<td>0.8%</td>
<td>Insufficient Data(^2)</td>
<td></td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>5.4%</td>
<td>$101,885</td>
<td>$100,000</td>
<td>$71,500 - $125,000</td>
<td>$12,500</td>
<td>$5,000 - $15,000</td>
<td>$11,516</td>
<td>$2,115 - $20,000</td>
</tr>
<tr>
<td>Other Functions</td>
<td>3.7%</td>
<td>$112,495</td>
<td>$115,000</td>
<td>$62,467 - $170,000</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

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

\(^2\) Compensation data is self-reported. Salary data is not provided for functions with 3 or fewer 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 (eg. performance bonus, stock options).*
Companies that have hired for positions outside the U.S.

A.T. Kearney, Inc.
Asahi Glass Corporation (AGC)
Bain & Company, Inc.
Bank of America Merrill Lynch
BICE Chileconsult
Boston Consulting Group, The
BRMalls
Claris Management Consulting
Deloitte Consulting
Deutsche Bank AG
Doosan Corporation
EPG Partners
General Electric Company
Goldman, Sachs & Company, Inc.
Hyundai Insurance
Johnson & Johnson Company
Legend Capital
L’Oreal Mexico, S.A.
Microsoft Corporation
Nisum Technologies, Inc.
Phatra Securities
Samsung Corporation
Socovesa
Tencent Holdings Limited
Unilever
Walmart Mexico
Woori Investment & Securities
Global Anderson

54.2% of jobs accepted by international students were positions in the United States.

Andersen Outreach

Percent of graduates accepting positions outside of the U.S. increased from 9.1% in 2010 to 12.8% in 2011.
2010-2011 Hiring Organizations

Top Hiring Firms
(in alphabetical order)

The following organizations have hired FIVE or more Full-time UCLA Anderson students during 2010-2011 school year*:

- Amazon, Inc.
- Abbott Laboratories
- ABC News
- ACA Compliance Group
- Adobe Systems Inc.
- AECOM
- AeroVironment, Inc.
- Alacer Corp.
- Amazon, Inc.
- American Express Company
- American International Group, Inc. (AIG)
- Aon
- AMR Corporation
- Anschutz Entertainment Group, Inc.
- Apple, Inc.
- Applied Materials, Inc.
- Asahi Glass Corporation (AGC)
- AT&T
- Autodesk, Inc.
- Bain & Company, Inc.
- Bank of America Corporation
- Banorte
- Barclays Capital
- BetterWorks
- BICE Chileconsult
- Big Live
- Blue Garnet Associates
- Booz & Company
- BoozAllen & Hamilton, Inc.
- Boston Consulting Group, The
- Boston Scientific Corporation
- BRmalls
- Caesars Entertainment
- California Technology Ventures
- Capital Group Companies, Inc., The
- Causeway Capital Management, LLC
- Celfin Capital
- Charles Schwab & Co., Inc.
- Chevron Corporation
- Chick-fil-A
- Children’s Hospital of Los Angeles
- CIM Group, Inc.
- Cisco Systems, Inc.
- Citigroup, Inc.
- City National Bank
- Claris Management Consulting
- Credit Suisse
- Deloitte Consulting
- Ernst & Young LLP
- General Mills, Inc.
- Goldman Sachs & Company, Inc.
- Google, Inc.
- Houlihan Lokey
- IBM
- Intel Corporation
- LiveNation Entertainment
- Mattel, Inc.
- McKinsey & Co., Inc.
- Microsoft Corporation
- Morgan Stanley
- NBC-Universal
- Nestlé USA
- Paramount Pictures
- PricewaterhouseCoopers
- Samsung Corporation
- Symantec Corporation
- Toyota Motor Corporation, USA
- Trust Company of the West
- Walt Disney Company, The
- Warner Bros. Entertainment, Inc.
- Yahoo! Inc.
- ZS Associates

Recent Employers

The following firms have hired at least ONE UCLA Anderson student during the 2010-2011 school year*:

A
- A.T. Kearney, Inc.
- Abbott Laboratories
- ABC News
- ACA Compliance Group
- Adobe Systems Inc.
- AECOM
- AeroVironment, Inc.
- Alacer Corp.
- Amazon, Inc.
- American Express Company
- American International Group, Inc. (AIG)
- Aon
- AMR Corporation
- Anschutz Entertainment Group, Inc.
- Apple, Inc.
- Applied Materials, Inc.
- Asahi Glass Corporation (AGC)
- AT&T
- Autodesk, Inc.

B
- Bain & Company, Inc.
- Bank of America Corporation
- Banorte
- Barclays Capital
- BetterWorks
- BICE Chileconsult
- Big Live
- Blue Garnet Associates
- Booz & Company
- BoozAllen & Hamilton, Inc.
- Boston Consulting Group, The
- Boston Scientific Corporation
- BRmalls
- Caesars Entertainment
- California Technology Ventures
- Capital Group Companies, Inc., The
- Causeway Capital Management, LLC
- Celfin Capital
- Charles Schwab & Co., Inc.
- Chevron Corporation
- Chick-fil-A
- Children’s Hospital of Los Angeles
- CIM Group, Inc.
- Cisco Systems, Inc.
- Citigroup, Inc.
- City National Bank
- Claris Management Consulting

*Includes both full-time employment and summer internship positions
Recent Employers

Academy Of Business Leadership
Anthelio Healthcare Solutions Inc.
Applied Materials, Inc.
Beachbody, LLC
Bostonic
Johnson Controls
Qualcomm, Inc.
Sage
Salesforce.com
USD

H
Henkel
Heritage Provider Network
Hewlett-Packard Corporation
Hogan Lovells LLP
Holiday Fenoglio Fowler, L.P.
Houlihan Lokey
HP Investors
HSBC Group, The
Hulu LLC
Hyundai Insurance

I
Pronto.com, an Interactivcorp company
IBM
IDC
Idea2Results LLC
Illumination Entertainment
IMG Worldwide
IMT Capital
Indomina Media
Industrial Realty Group
Intel Corporation
Interactivecorp
Intrepid Investment Bankers LLC
Intuitive Surgical

Clear Scope Partners
Clicker.com, a CBS Interactive company
Clorox Company, The
Color Force
Compartmental Banco
Compass North Capital
Cornerstone Research
Cove Street Capital
Credit Suisse
Custom California Craft Beer

D
Dalton Investments
Danbe Partners
DaVita Corporation
De la Rosa Investment Bankers
Dealmap, The
Deca.tv
Del Monte Foods Co.
Deloitte & Touche LLP
Deloitte Consulting
Delta Product Corporation
Demandforce
Demeter Group
Dentsu Inc.
Deutsche Bank AG
Deutsche Bank Berkshire Mortgage
DirecTV, Inc.
Doosan Corporation
Dun & Bradstreet Credibility Corp.

E
E. & J. Gallo Winery
eBay, Inc.
Edison International
Education Pioneers
Electronic Arts, Inc.
EMC Corporation
Environmental Defense Fund
EPG Partners
Epson America, Inc.
Ericsson
Ernst & Young LLP
Experian

F
Factual Inc.
Falabella
Farmers Insurance Group
Ferrazzi Greenlight
Fiji Water, a Roll International company
Florence Filter Corporation

G
Gap Inc.
General Electric Company
General Mills, Inc.
General Word Development LLC
George Smith Partners, Inc.
Goldman, Sachs & Company, Inc.
Google, Inc.
Gores Group, The
Gracenote
Granite Investment Partners
Grant Thornton LLP
GraphScience
Green Dot Public Schools
Green Street Advisors
Gumiyo

H
Henkel
Heritage Provider Network
Hewlett-Packard Corporation
Hogan Lovells LLP
Holiday Fenoglio Fowler, L.P.
Houlihan Lokey
HP Investors
HSBC Group, The
Hulu LLC
Hyundai Insurance

I
Pronto.com, an Interactivcorp company
IBM
IDC
Idea2Results LLC
Illumination Entertainment
IMG Worldwide
IMT Capital
Indomina Media
Industrial Realty Group
Intel Corporation
Interactivecorp
Intrepid Investment Bankers LLC
Intuitive Surgical

Organizations that participated in the 2011 MBA Career Fair (April 29, 2011):

Academy Of Business Leadership
Anthelio Healthcare Solutions Inc.
Applied Materials, Inc.
Beachbody, LLC
Boston Scientific Corporation
California Bank & Trust
CapitalSphere
DeltaWRX
DirecTV, Inc.
Edison Mission Energy
Ericsson
Ernst & Young LLP
Estalea
Experian
Federal Bureau Of Investigation (FBI)
Fresh & Easy Neighborhood Market
Gallup, Inc.
Harbor Freight Tools
Highview Media
Hippo Works
Internet Brands Inc.
LiveNation Entertainment

MassMutual, Fraser Financial Group
McKesson Corporation
Medtronic, Inc.
Mercer LLC
Mitchell International
Molina Healthcare
Niagara Bottling, LLC
Northwestern Mutual Life
Insurance Company
OneWest Bank
Opportunity Green
Real Software Systems, LLC
RightScale, Inc.
Southern California Edison
State Farm Insurance Companies
Strategic Development Solutions
T-Mobile USA, Inc.
Trellisware Technologies
Unveil Games
Veris
Western Asset Management Company
Yahoo, Inc.
J
Jefferies & Co.
Johnson & Johnson Company
Johnson & Johnson HeadStart & Healthcare Executive Education Program
JP Morgan Chase & Co.
Jubak Asset Management

K
Kalypso
Kayne Anderson Rudnick Investment Management, LLC
KeyBank
Kimball Tirey & St John

L
LA’s Promise
Lam Research
Leads360
LegalZoom.com
Legend Capital
Levine Leichtman Capital Partners
LG Entrue Consulting
Lieberman Research Worldwide
Lions Gate Entertainment
LiveNation Entertainment
L’Oreal Mexico, S.A.
Los Alamos National Laboratory
Los Angeles Unified School District

M
Marin Software
Matchbin
Mattel, Inc.
McKesson Corporation
McKinsey & Company, Inc.
Medallia Inc.
Medtronic, Inc.
Mercer LLC
Microsoft Corporation
Mitchell International Inc.
Mobile Iron, Inc.
Moelis & Company
Morgan Stanley

N
NBC – Universal
Nestlé USA
Net-A-Porter
NetApp
Neutrogena Corporation, a Johnson & Johnson company
Nisum Technologies, Inc.
Nossaman
NRG Global
Oaktree Capital Management
OneWest Bank
OpenGate Capital
Osder Group

P
PA Consulting
Pacific Alternative Asset Management Co., LLC
Pacific Coast Capital Partners
Pacific Investment Management Co., LLC
Paramount Pictures
Party Earth
PayPal, Inc., an eBay company
Pelican Holdings, LLC
Petgensys, LLC
Phatra Securities
Pine Tree Investment
Planned Parenthood Los Angeles
Peplar Forest
PricewaterhouseCoopers
Princess Cruises
Procter & Gamble
PRTM

Q
QSC Audio Products

R
Raytheon
REDCO
RemedyMD
ReyLenn Properties
Roll International Corporation
Roth Capital Partners
Royal Bank of Canada (RBC)

S
Sabal Financial Group
Salesforce.com
Samsung Corporation
SanDisk Corporation
School-Link Technologies
Search Agency, The
Sheridan Capital Advisory
Shinnecock Partners
Shutterfly
Simpson Thacher & Bartlett
Socovesa
Solmentum, Inc.
Song Group Inc.
Sony Network Entertainment
Southern California Edison
Southern California Gas Company
Spin Master Ltd.
Sports Concussion Institute
Square (https://squareup.com)
St. Jude Medical, Inc.
Standard Chartered Bank
Steel Partners
Steinbrun Hughes & Associates
Success Charter Network
Suntech Power
Surgicount Medical
Symantec Corporation
### Recent Employers

**T**
- Taco Bell Corporation
- Taiyo Pacific Partners, LLC
- Target Corporation
- Technicolor
- Tencent Holdings Limited
- Tesla Motors
- TG4 Capital
- Thermo Fisher Scientific Inc.
- T-Mobile USA, Inc.
- Toyota Motor Corporation, USA
- Transamerica
- Transworld Capital Group
- Trust Company of the West
- Twentieth Century Fox

**U**
- U.S. Department of Justice
- UBS Financial Services Inc.
- UBS Investment Bank
- UCLA Anderson School of Management
- Unilever
- United Airlines
- Urban Green Energy
- US Renewables Group
- UTi Worldwide, Inc.

**V**
- VAI Global
- Value Line Consulting
- Viddy Inc.
- Visa
- VMWare

**W**
- Walmart Mexico
- Walt Disney Company, The
- Warner Bros.
- Wedbush Morgan Securities
- Wells Fargo & Co.
- West Coast Asset Management
- Westbrook Partners
- William Morris Endeavor Entertainment
- Wilson Sonsini Goodrich & Rosati
- Woori Investment & Securities
- World Health Organization
- WS Capital

**X**
- Xilinx Corporation

**Y**
- Yahoo! Inc.
- YouSendIt

**Z**
- Zarhin Advisory, a subsidiary of Gazprom Bank
- Zillow
- ZS Associates
- Zynx Health, Inc.
Demographic Profile

Total Applicant Pool: 2462
Number of Entering Class: 360
Average Age: 28
Average Years of Work Experience: 5
Women: 33%
International Students: 32%
Countries Represented: 40+

Top Pre-MBA Experience by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>26%</td>
</tr>
<tr>
<td>Technology</td>
<td>17%</td>
</tr>
<tr>
<td>Consulting</td>
<td>11%</td>
</tr>
<tr>
<td>Public Sector/Non-Profit</td>
<td>5%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>5%</td>
</tr>
<tr>
<td>Healthcare</td>
<td>4%</td>
</tr>
<tr>
<td>Marketing</td>
<td>4%</td>
</tr>
<tr>
<td>Entertainment/Media</td>
<td>3%</td>
</tr>
</tbody>
</table>

Employment Profile

<table>
<thead>
<tr>
<th>Category</th>
<th>U.S. Citizens/Permanent Residents</th>
<th>Foreign Nationals (w/o permanent 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>106</td>
<td>375</td>
<td>100.0%</td>
</tr>
<tr>
<td>Students Responding to Employment Survey</td>
<td>265</td>
<td>101</td>
<td>366</td>
<td>97.6%</td>
</tr>
<tr>
<td>Seeking Employment</td>
<td>252</td>
<td>78</td>
<td>330</td>
<td>88.0%</td>
</tr>
<tr>
<td>Not Seeking Employment</td>
<td>13</td>
<td>23</td>
<td>23</td>
<td>6.4%</td>
</tr>
<tr>
<td>Starting Own Company</td>
<td>11</td>
<td>5</td>
<td>16</td>
<td>4.3%</td>
</tr>
<tr>
<td>Company Sponsored</td>
<td>1</td>
<td>18</td>
<td>19</td>
<td>5.0%</td>
</tr>
<tr>
<td>Other Reasons</td>
<td>1</td>
<td>0</td>
<td>1</td>
<td>0.3%</td>
</tr>
<tr>
<td>No Information</td>
<td>4</td>
<td>5</td>
<td>9</td>
<td>2.4%</td>
</tr>
</tbody>
</table>

Top Hiring Organizations | Summer Employment Class of 2012

Abbott Laboratories
Amazon.com, Inc.
Amgen, Inc.
Bank of America Merrill Lynch
Cisco Systems, Inc.
Citigroup, Inc.
Deloitte Consulting
Deutsche Bank AG
DirecTV, Inc.
Education Pioneers
Epson America, Inc.
Fox Entertainment Group
Gap Inc.
Goldman Sachs & Company, Inc.
Head Start – Johnson & Johnson Management Fellows Program
Johnson & Johnson Company
Hewlett Packard Corporation
IBM
Mattel, Inc.
McKesson Corporation
NBC Universal
Nestlé USA
OneWest Bank
Roll International Corporation
T-Mobile USA, Inc.
Toyota Motor Corporation, USA
Visa
Wal-Mart Stores, Inc.
Walt Disney Company, The
Warner Bros. Entertainment, Inc.

Over 170 other organizations have hired at least one 2012 student for a summer internship.
Class of 2012

Employment Summary

Summer Internships

<table>
<thead>
<tr>
<th>Number of Students</th>
<th>Percent of Students¹</th>
</tr>
</thead>
<tbody>
<tr>
<td>Summer Internship Acceptances</td>
<td>330</td>
</tr>
<tr>
<td>U.S. Citizens/Permanent Residents</td>
<td>252</td>
</tr>
<tr>
<td>Foreign Nationals</td>
<td>78</td>
</tr>
<tr>
<td>Percent of students doing more than 1 summer internship</td>
<td></td>
</tr>
</tbody>
</table>

Source of Employment

<table>
<thead>
<tr>
<th>Source of Employment</th>
<th>Percent of Students²</th>
</tr>
</thead>
<tbody>
<tr>
<td>UCLA Anderson-Facilitated</td>
<td>73.3%</td>
</tr>
<tr>
<td>Campus Recruiting Program</td>
<td>42.7%</td>
</tr>
<tr>
<td>Other UCLA Anderson Resources/Contacts (includes classmates, alumni, faculty, academic internship, AMR Program, Price Center, etc.)</td>
<td>13.0%</td>
</tr>
<tr>
<td>UCLA Anderson Club-related Resource</td>
<td>7.3%</td>
</tr>
<tr>
<td>Parker CMC Classifieds (Job Postings)</td>
<td>6.4%</td>
</tr>
<tr>
<td>Other Parker CMC Resources/Contacts (MBA Career Fair, Resume Database, Reciprocity, Advisors, etc.)</td>
<td>3.9%</td>
</tr>
<tr>
<td>Student-Facilitated</td>
<td>25.8%</td>
</tr>
<tr>
<td>Family/Friend/Personal Network (non-UCLA Anderson)</td>
<td>9.4%</td>
</tr>
<tr>
<td>Non-Anderson On-Line Resource</td>
<td>7.0%</td>
</tr>
<tr>
<td>Pre-Anderson Employer Network</td>
<td>1.5%</td>
</tr>
<tr>
<td>Other</td>
<td>7.9%</td>
</tr>
<tr>
<td>No Response</td>
<td>0.9%</td>
</tr>
</tbody>
</table>

Compensation Summary

<table>
<thead>
<tr>
<th>Salary Data²</th>
<th>Percent of Students Reporting</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly Base Salary</td>
<td>89.7%</td>
<td>$6,042</td>
<td>$6,000</td>
<td>$500 - $12,000</td>
</tr>
<tr>
<td>U.S. Citizens/Permanent Residents</td>
<td>68.5%</td>
<td>$6,079</td>
<td>$6,000</td>
<td>$500 - $12,000</td>
</tr>
<tr>
<td>Foreign Nationals</td>
<td>21.2%</td>
<td>$5,922</td>
<td>$6,000</td>
<td>$1,000 - $11,100</td>
</tr>
</tbody>
</table>

Percent of students receiving a signing bonus | 10.0% | $3,000 | $2,500 | $1,000 |

¹ Percentages were calculated from the number of students who were seeking employment.
² Percentages were calculated from the number of students who accepted summer internship employment.
Class of 2012 students doing summer internships in Investment Banking and Management Consulting industries combined increased by 41% from the previous summer.

### Class of 2012 Industry Summary

#### Summer Internships

Percent of Hires:

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent of Hires</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services (Investment Banking)</td>
<td>14.0%</td>
</tr>
<tr>
<td>Consulting Services</td>
<td>9.4%</td>
</tr>
<tr>
<td>Media/Entertainment (Entertainment)</td>
<td>7.3%</td>
</tr>
<tr>
<td>Technology (Internet Services)</td>
<td>7.0%</td>
</tr>
<tr>
<td>Financial Services (Investment/Asset Management)</td>
<td>5.8%</td>
</tr>
<tr>
<td>Technology (Hardware)</td>
<td>5.5%</td>
</tr>
<tr>
<td>Consumer Products (Household/Personal/Recreational Products including Toys)</td>
<td>4.6%</td>
</tr>
<tr>
<td>Technology (Software)</td>
<td>4.3%</td>
</tr>
<tr>
<td>Petroleum/Energy/Utilities (including Clean Energy)</td>
<td>4.0%</td>
</tr>
<tr>
<td>Consumer Products (Food/Beverage Manufacturing)</td>
<td>3.7%</td>
</tr>
<tr>
<td>Media/Entertainment (New Media)</td>
<td>3.7%</td>
</tr>
<tr>
<td>Other</td>
<td>30.7%</td>
</tr>
</tbody>
</table>

### DID YOU KNOW?

4.8% of Class of 2012 students spent their summer **starting their own businesses** in the following industries:

- Agribusiness
- Consulting Services
- Consumer Products
- Education
- Hospitality - Food & Beverage/Hotel Management
- Investment/Asset Management
- Petroleum/Energy/Utilities (including Clean Energy)
- Private Equity
- Retail
- Technology

4.8% of Class of 2012 students spent their summer starting their own businesses in the following industries:

Agribusiness
Consulting Services
Consumer Products
Education
Hospitality - Food & Beverage/Hotel Management
Investment/Asset Management
Petroleum/Energy/Utilities (including Clean Energy)
Private Equity
Retail
Technology

**DID YOU KNOW?**

Students starting their own business during the 2011 summer increased to 4.8% from 2.7% in 2010.
## TECH-SAVVY

Students doing summer internships in the Technology industry increased to 20.7% from 15.9% in 2010.

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percent of Hires¹</th>
<th>Monthly Salary² Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting Services</td>
<td>9.4%</td>
<td>$8,248</td>
<td>$10,000</td>
<td>$1,100 - $11,000</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>11.0%</td>
<td>$5,300</td>
<td>$5,450</td>
<td>$960 - $8,000</td>
</tr>
<tr>
<td>Electronics</td>
<td>0.3%</td>
<td>$4,955</td>
<td>$5,400</td>
<td>$960 - $7,500</td>
</tr>
<tr>
<td>Food/Beverage Manufacturing</td>
<td>3.7%</td>
<td>$5,630</td>
<td>$5,770</td>
<td>$4,800 - $7,500</td>
</tr>
<tr>
<td>Household/Personal/Recreational Products (includes Toys)</td>
<td>4.6%</td>
<td>$5,110</td>
<td>$4,700</td>
<td>$3,000 - $8,000</td>
</tr>
<tr>
<td>Retail</td>
<td>2.4%</td>
<td>$6,939</td>
<td>$8,150</td>
<td>$1,000 - $11,100</td>
</tr>
<tr>
<td>Financial Services</td>
<td>24.9%</td>
<td>$3,666,544</td>
<td>$3,207</td>
<td>$1,000 - $7,083</td>
</tr>
<tr>
<td>Commercial Banking</td>
<td>1.8%</td>
<td>$6,964,675</td>
<td>$6,967</td>
<td>$6,923 - $7,000</td>
</tr>
<tr>
<td>Diversified Financial Services/Retail Banking/Credit Cards</td>
<td>1.5%</td>
<td>$7,805</td>
<td>$8,333</td>
<td>$1,280 - $11,100</td>
</tr>
<tr>
<td>Investment Banking</td>
<td>14.0%</td>
<td>$6,156,600</td>
<td>$7,500</td>
<td>$1,000 - $10,000</td>
</tr>
<tr>
<td>Investment/Asset Management</td>
<td>5.8%</td>
<td>$5,936</td>
<td>$6,000</td>
<td>$3,000 - $9,000</td>
</tr>
<tr>
<td>Private Equity</td>
<td>1.8%</td>
<td>$6,134,275</td>
<td>$3,275</td>
<td>$1,650 - $10,000</td>
</tr>
<tr>
<td>Healthcare</td>
<td>7.5%</td>
<td>$5,875,750</td>
<td>$5,750</td>
<td>$4,000 - $8,000</td>
</tr>
<tr>
<td>Medical Devices</td>
<td>1.8%</td>
<td>$6,490,250</td>
<td>$6,250</td>
<td>$5,000 - $10,000</td>
</tr>
<tr>
<td>Pharmaceutical/Biotechnology</td>
<td>2.7%</td>
<td>$5,892</td>
<td>$6,400</td>
<td>$1,650 - $8,660</td>
</tr>
<tr>
<td>Services/Providers/Insurance</td>
<td>3.0%</td>
<td>$5,903,640</td>
<td>$5,640</td>
<td>$5,200 - $7,500</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>1.8%</td>
<td>$4,131,650</td>
<td>$4,650</td>
<td>$500 - $8,000</td>
</tr>
<tr>
<td>Media/Entertainment</td>
<td>11.9%</td>
<td>$3,554,700</td>
<td>$2,700</td>
<td>$500 - $8,000</td>
</tr>
<tr>
<td>Entertainment</td>
<td>7.3%</td>
<td>$5,099,936</td>
<td>$4,936</td>
<td>$1,600 - $8,000</td>
</tr>
<tr>
<td>New Media</td>
<td>3.7%</td>
<td>Insufficient Data²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sports Management</td>
<td>0.9%</td>
<td>Insufficient Data²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not-for-Profit</td>
<td>1.8%</td>
<td>Insufficient Data²</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Petroleum/Energy/Utilities (including Clean Energy)</td>
<td>4.0%</td>
<td>$4,475</td>
<td>$2,900</td>
<td>$2,100 - $10,000</td>
</tr>
<tr>
<td>Real Estate</td>
<td>3.0%</td>
<td>$4,668</td>
<td>$5,000</td>
<td>$1,000 - $8,400</td>
</tr>
<tr>
<td>Technology</td>
<td>20.7%</td>
<td>$4,883</td>
<td>$4,333</td>
<td>$1,000 - $12,000</td>
</tr>
<tr>
<td>Computer Related Services/Consulting/Outsourcing</td>
<td>1.2%</td>
<td>$6,136</td>
<td>$6,400</td>
<td>$1,000 - $8,666</td>
</tr>
<tr>
<td>Hardware</td>
<td>5.5%</td>
<td>$5,545</td>
<td>$5,540</td>
<td>$4,700 - $6,400</td>
</tr>
<tr>
<td>Internet Services</td>
<td>7.0%</td>
<td>$6,252</td>
<td>$6,500</td>
<td>$2,817 - $8,110</td>
</tr>
<tr>
<td>Software</td>
<td>4.3%</td>
<td>$6,563</td>
<td>$6,750</td>
<td>$1,000 - $8,666</td>
</tr>
<tr>
<td>Telecommunications/Networking</td>
<td>2.7%</td>
<td>$5,688</td>
<td>$6,000</td>
<td>$2,100 - $8,000</td>
</tr>
<tr>
<td>OTHER</td>
<td>4.0%</td>
<td>$5,930</td>
<td>$6,200</td>
<td>$4,500 - $6,933</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$4,820</td>
<td>$5,350</td>
<td>$1,500 - $6,900</td>
</tr>
</tbody>
</table>

¹ Percentages were calculated from the number of students who accepted summer internship employment.

² Compensation data is self-reported. Salary data is not provided for industries with fewer than 4 data points available.
### Class of 2012

#### Function Summary

**Summer Internships**

Students doing Product Management summer internships more than doubled to 13.4% from 6.3% in 2010.

<table>
<thead>
<tr>
<th>Top Functions</th>
<th>Percent of Hires (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing/Sales (Product Management)</td>
<td>13.4%</td>
</tr>
<tr>
<td>Consulting (Management)</td>
<td>9.7%</td>
</tr>
<tr>
<td>Finance/Accounting (Investment Banking)</td>
<td>9.7%</td>
</tr>
<tr>
<td>Finance/Accounting (Corporation Finance/Financial Analysis/Treasury)</td>
<td>7.9%</td>
</tr>
<tr>
<td>Marketing/Sales (Brand Management)</td>
<td>7.9%</td>
</tr>
<tr>
<td>Business Development/Corporate Development</td>
<td>7.3%</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>4.0%</td>
</tr>
<tr>
<td>Consulting (Internal)</td>
<td>3.7%</td>
</tr>
<tr>
<td>Finance /Accounting (Research/Portfolio Management)</td>
<td>3.7%</td>
</tr>
<tr>
<td>Operations /Logistics /Supply Chain</td>
<td>2.7%</td>
</tr>
</tbody>
</table>

All Others ........................................................................... 30.0%

---

**DID YOU KNOW?**

Class of 2012 students’ internship choices spanned over 35 different functions.
# Function Details

## Summer Internships

### Class of 2012

<table>
<thead>
<tr>
<th>Function Details</th>
<th>Summer Internships</th>
<th>Percent of Hires&lt;sup&gt;1&lt;/sup&gt;</th>
<th>Mean</th>
<th>Median</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td></td>
<td>13.4%</td>
<td>$7,772</td>
<td>$8,000</td>
<td>$1,100 - $11,000</td>
</tr>
<tr>
<td>Management</td>
<td></td>
<td>9.7%</td>
<td>$8,624</td>
<td>$10,000</td>
<td>$1,100 - $11,000</td>
</tr>
<tr>
<td>Finance /Accounting</td>
<td></td>
<td>33.0%</td>
<td>$6,604</td>
<td>$7,132</td>
<td>$1,000 - $12,000</td>
</tr>
<tr>
<td>Commercial Banking/Lending</td>
<td></td>
<td>2.1%</td>
<td>$4,240</td>
<td>$5,600</td>
<td>$1,000 - $7,083</td>
</tr>
<tr>
<td>Corporation Finance/Financial Analysis/Treasury</td>
<td></td>
<td>7.9%</td>
<td>$5,248</td>
<td>$5,560</td>
<td>$1,000 - $7,500</td>
</tr>
<tr>
<td>Investment Banking</td>
<td></td>
<td>9.7%</td>
<td>$7,945</td>
<td>$8,333</td>
<td>$1,280 - $11,100</td>
</tr>
<tr>
<td>Private Wealth Management</td>
<td></td>
<td>2.1%</td>
<td>$8,476</td>
<td>$8,333</td>
<td>$7,000 - $10,667</td>
</tr>
<tr>
<td>Real Estate Finance</td>
<td></td>
<td>1.8%</td>
<td>$8,062</td>
<td>$7,125</td>
<td>$6,000 - $12,000</td>
</tr>
<tr>
<td>Research/Portfolio Manager</td>
<td></td>
<td>3.7%</td>
<td>$6,398</td>
<td>$8,250</td>
<td>$1,000 - $10,000</td>
</tr>
<tr>
<td>Sales &amp; Trading</td>
<td></td>
<td>2.4%</td>
<td>$7,596</td>
<td>$8,300</td>
<td>$3,000 - $8,500</td>
</tr>
<tr>
<td>Venture Capital/Private Equity</td>
<td></td>
<td>2.4%</td>
<td>$5,136</td>
<td>$5,000</td>
<td>$3,000 - $8,000</td>
</tr>
<tr>
<td>Other Finance/Accounting Functions</td>
<td></td>
<td>0.9%</td>
<td>Insufficient Data&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General Management</td>
<td></td>
<td>2.7%</td>
<td>$5,208</td>
<td>$6,160</td>
<td>$1,000 - $8,400</td>
</tr>
<tr>
<td>Human Resources</td>
<td></td>
<td>0.6%</td>
<td>Insufficient Data&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marketing /Sales</td>
<td></td>
<td>29.4%</td>
<td>$5,755</td>
<td>$6,000</td>
<td>$960 - $8,666</td>
</tr>
<tr>
<td>Brand Management</td>
<td></td>
<td>7.9%</td>
<td>$5,832</td>
<td>$5,440</td>
<td>$4,800 - $7,500</td>
</tr>
<tr>
<td>Market Research</td>
<td></td>
<td>2.1%</td>
<td>$4,742</td>
<td>$4,250</td>
<td>$2,100 - $7,850</td>
</tr>
<tr>
<td>Marketing-Financial Services</td>
<td></td>
<td>0.9%</td>
<td>Insufficient Data&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marketing-Other Services</td>
<td></td>
<td>1.8%</td>
<td>$5,633</td>
<td>$5,600</td>
<td>$2,400 - $8,000</td>
</tr>
<tr>
<td>Merchandising/Retail Marketing</td>
<td></td>
<td>1.2%</td>
<td>$3,686</td>
<td>$3,100</td>
<td>$960 - $7,583</td>
</tr>
<tr>
<td>Product Management</td>
<td></td>
<td>13.4%</td>
<td>$6,218</td>
<td>$6,407</td>
<td>$1,600 - $8,666</td>
</tr>
<tr>
<td>Sales</td>
<td></td>
<td>0.6%</td>
<td>Insufficient Data&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Marketing/Sales Functions</td>
<td></td>
<td>1.5%</td>
<td>$4,254</td>
<td>$4,350</td>
<td>$2,817 - $5,500</td>
</tr>
<tr>
<td>Operations /Logistics/Supply Chain</td>
<td></td>
<td>2.7%</td>
<td>$5,125</td>
<td>$5,769</td>
<td>$1,680 - $6,600</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td>17.4%</td>
<td>$4,454</td>
<td>$4,750</td>
<td>$500 - $7,200</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td></td>
<td>4.0%</td>
<td>$4,486</td>
<td>$4,667</td>
<td>$500 - $7,200</td>
</tr>
<tr>
<td>Business Development/Corporate Development</td>
<td></td>
<td>7.3%</td>
<td>$4,774</td>
<td>$5,500</td>
<td>$1,000 - $6,933</td>
</tr>
<tr>
<td>Real Estate Development</td>
<td></td>
<td>0.6%</td>
<td>$4,205</td>
<td>$3,650</td>
<td>$1,600 - $7,000</td>
</tr>
<tr>
<td>Other Functions</td>
<td></td>
<td>5.5%</td>
<td>Insufficient Data&lt;sup&gt;2&lt;/sup&gt;</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<sup>1</sup> Percentages were calculated from the number of students who accepted summer internship employment.

<sup>2</sup> Compensation data is self-reported. Salary data is not provided for functions with fewer than 4 data points available.
### UNITED STATES

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent of Hires</th>
<th>Mean Monthly Salary</th>
<th>Median Monthly Salary</th>
<th>Range Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>California</td>
<td>74.2%</td>
<td>$6,060</td>
<td>$6,000</td>
<td>$500 - $22,200</td>
</tr>
<tr>
<td>Southern</td>
<td>52.7%</td>
<td>$5,763</td>
<td>$5,420</td>
<td>$500 - $22,200</td>
</tr>
<tr>
<td>Northern</td>
<td>21.5%</td>
<td>$6,725</td>
<td>$6,500</td>
<td>$1,000 - $10,417</td>
</tr>
<tr>
<td>Northeast</td>
<td>6.4%</td>
<td>$6,975</td>
<td>$8,167</td>
<td>$2,000 - $10,500</td>
</tr>
<tr>
<td>West (excl. California)</td>
<td>3.9%</td>
<td>$7,000</td>
<td>$7,500</td>
<td>$2,000 - $8,000</td>
</tr>
<tr>
<td>Midwest</td>
<td>1.8%</td>
<td>$7,483</td>
<td>$6,950</td>
<td>$6,000 - $10,500</td>
</tr>
<tr>
<td>Southwest</td>
<td>1.5%</td>
<td>$5,668</td>
<td>Insufficient Data²</td>
<td></td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>0.6%</td>
<td></td>
<td>Insufficient Data²</td>
<td></td>
</tr>
<tr>
<td>South</td>
<td>0.3%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### U.S. TOTAL
- **88.7%**
- Mean: $6,194
- Median: $6,000
- Range: $500 - $22,200

### INTERNATIONAL

<table>
<thead>
<tr>
<th>Location</th>
<th>Percent of Hires</th>
<th>Mean Monthly Salary</th>
<th>Median Monthly Salary</th>
<th>Range Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia &amp; Oceania</td>
<td>6.7%</td>
<td>$5,390</td>
<td>$4,700</td>
<td>$1,100 - $11,100</td>
</tr>
<tr>
<td>Latin America &amp; Mexico</td>
<td>2.4%</td>
<td>$7,121</td>
<td>$8,000</td>
<td>$3,400 - $10,500</td>
</tr>
<tr>
<td>Europe</td>
<td>0.9%</td>
<td></td>
<td>Insufficient Data²</td>
<td></td>
</tr>
<tr>
<td>Canada</td>
<td>0.3%</td>
<td></td>
<td>Insufficient Data²</td>
<td></td>
</tr>
</tbody>
</table>

#### INTERNATIONAL TOTAL
- **10.3%**
- Mean: $5,872
- Median: $6,465
- Range: $1,100 - $11,100

#### NO INFORMATION PROVIDED
- **1.0%**

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1. Percentages were calculated from the number of students who accepted summer internship employment.
2. Compensation data is self-reported. Salary data is not provided for locations with fewer than 4 data points available.

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### Companies who have hired for summer internships outside the US:

- Banorte
- Boston Consulting Group, The
- Celfin Capital
- Citigroup, Inc.
- Deloitte Consulting
- Falabella
- Fook Lee Holdings, HK
- Forte Capital
- General Electric Company
- Goldman, Sachs & Company, Inc.
- HSBC Group, The
- Johnson & Johnson Company
- LG Enture Consulting
- Morgan Stanley
- Pine Tree Investment
- Samsung Corporation
- UBS Investment Bank
- Value Line Consulting
- World Health Organization
Parker Career Management Center

Robert Weiler . . . . . Assistant Dean, Parker Career Management Center
Regina Regazzi . . . . . Executive Director, Corporate Relations

Sally Stahl . . . . . . . . . Director, MBA Career Advising & Education
Jennifer Bevan . . . . . Associate Director & Career Coach
Jessica Christopher . . Associate Director & Career Advisor
David Cooley . . . . . . Associate Director, Career Advisor & Corporate Relations
Amanda Durrant . . . Executive-in-Residence, Career Advising
Emily Taylor . . . . . . Associate Director, MBA Career Education
Limor Einey . . . . . . . . International Student Career Advisor

Phil Han . . . . . . . . . Director, Recruiting Operations & Career Advisor
Donna Robinson . . . Associate Director, Employer Relations
Hannah Cowherd . . . Manager, Campus Recruiting & Business Services
Wanda Hebert . . . . . Logistics Manager, Campus Recruiting
Mia Seleshi . . . . . . . Receptionist & Customer Relations Manager

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