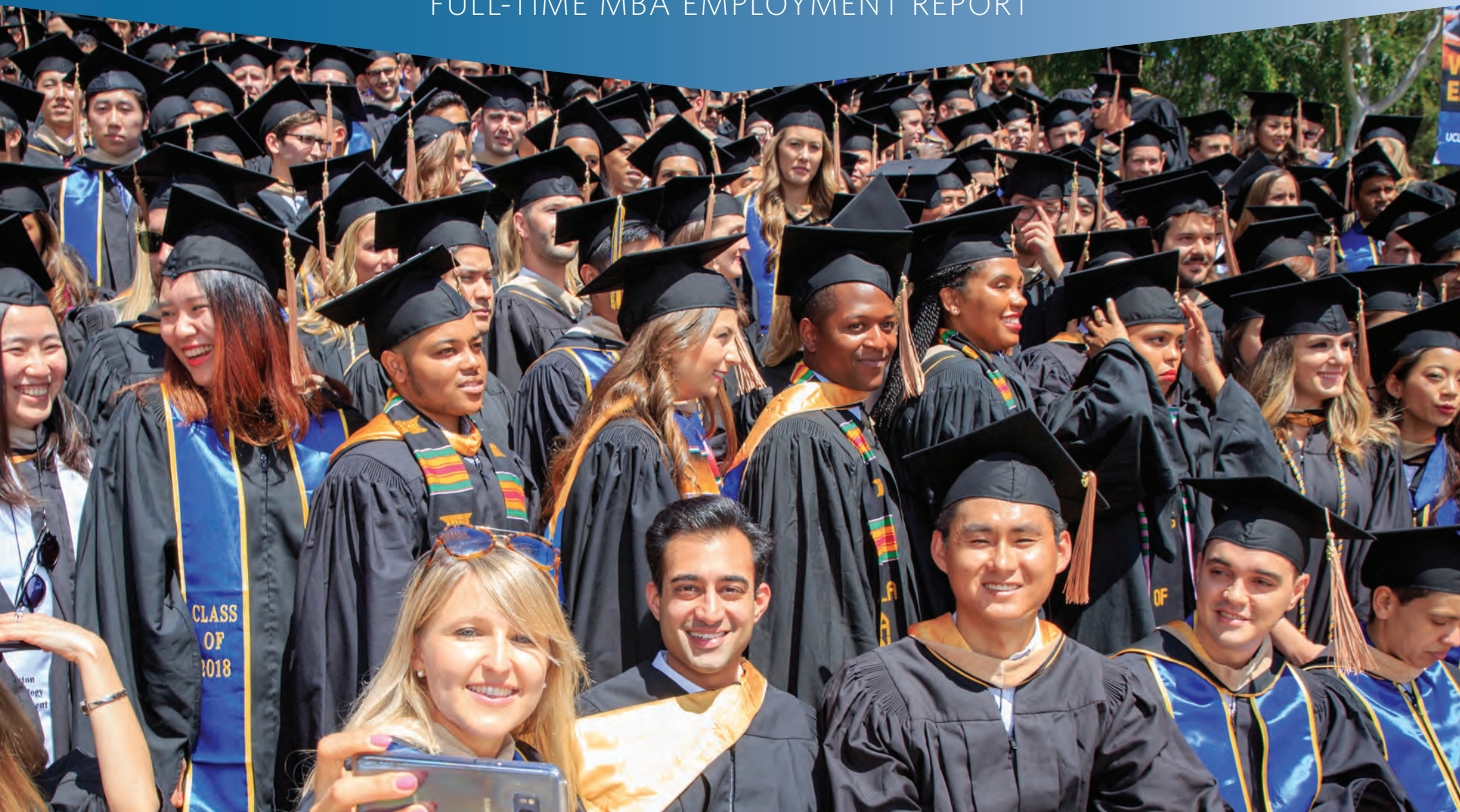


# CLASS OF 2018 FULL-TIME MBA EMPLOYMENT REPORT





# Think in the next.

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

## Class of 2018 Full-time Employment

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# CLASS OF 2018 FULL-TIME EMPLOYMENT

## DEMOGRAPHIC PROFILE

Total Applicant Pool . . . . .	3,288
Number in Entering Class . . . . .	360
Average Age . . . . .	29
Average Years of Work Experience . . . . .	5
Women . . . . .	32%
International Citizens . . . . .	39%
Countries Represented . . . . .	44
Joint Degree Graduates* . . . . .	2.5%

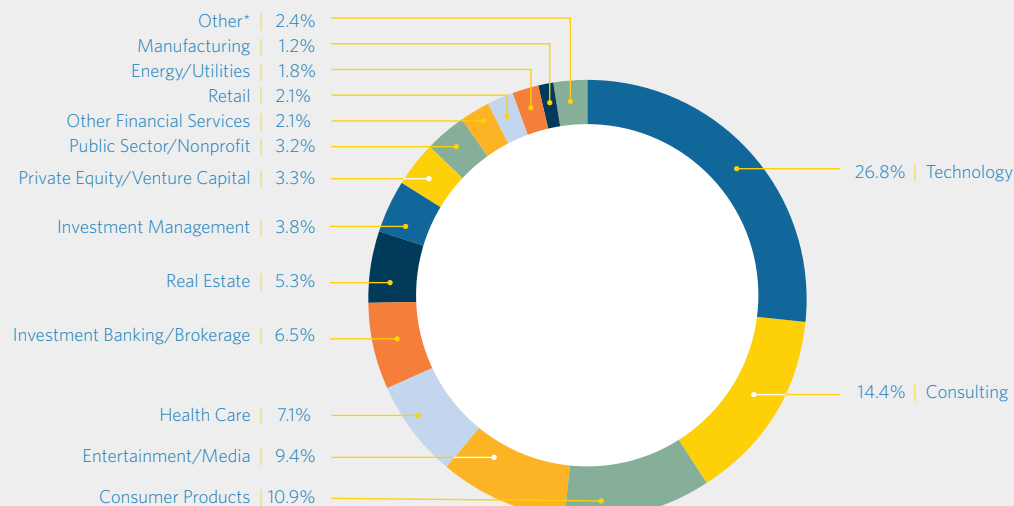
\*There were nine graduates who obtained a joint degree in the following graduate programs at UCLA: law, medicine, public policy and urban planning.



UCLA Anderson is a member of The Consortium,  
and there were 24 Fellows in the Class of 2018.  
For more information, visit [cgsm.org/](http://cgsm.org/).

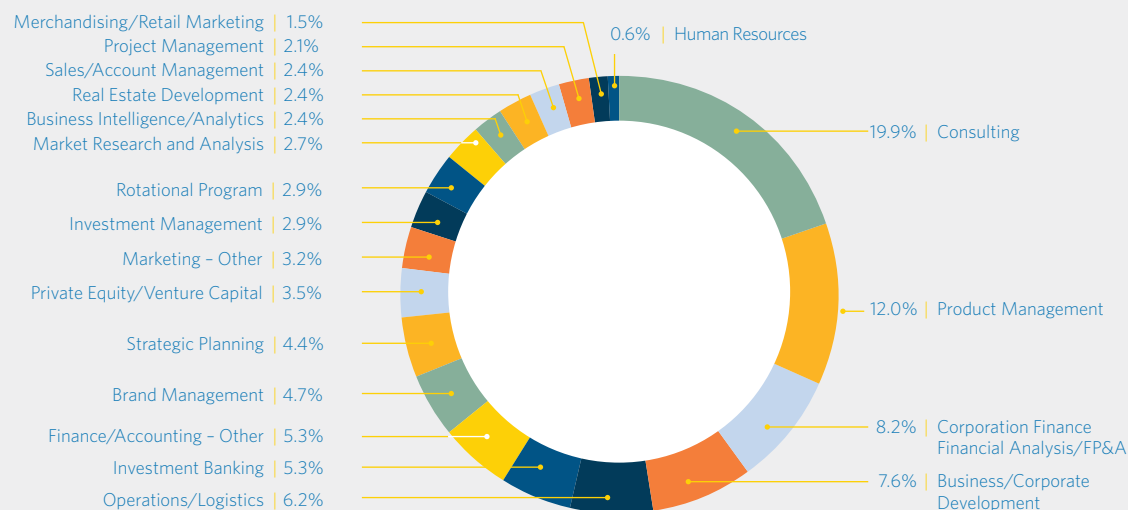
Class of 2018 full-time MBA students interned during the previous summer at organizations in the following industries and functions:

## INDUSTRY BREAKDOWN PERCENT OF INTERNSHIPS



\*includes Aerospace, Engineering Services, Hospitality and Transportation

## FUNCTION BREAKDOWN PERCENT OF INTERNSHIPS



## EMPLOYMENT PROFILE

	Permanent U.S. Work Authorization	Non-U.S. Work Authorization	Number of Students	Percent of Total Students
Total Students	238	125	363	100.0%

## Students Reporting Employment Information

Seeking Employment	206	104	310	85.4%
Not Seeking Employment	23	18	41	11.3%
Company Sponsored	10	14	24	6.6%
Starting Own Company	6	2	8	2.2%
Other Reasons	7	2	9	2.5%
No Information	9	3	12	3.3%

▶ Class of 2018 interns, left to right: Tazia Middleton, Andy Schlichter, Kamal Abdullahi.  
Not pictured: Tadcha Anunrojwong, Robert Kim, Oumar Toure  
The Boston Consulting Group  
Los Angeles, CA



▶ Class of 2019 Interns, left to right: Jason Scuglik, Ariel Berkson, Jennifer Bae, Gabi Larus,  
Winston Neville, Nishant Dani, Svetlana Krotova, Julio Covarrubias Allende  
Amgen  
Thousand Oaks, CA

# CLASS OF 2018 FULL-TIME EMPLOYMENT

## EMPLOYMENT SUMMARY

75.6 percent of 2018 graduates reported sourcing their employment through a UCLA Anderson-facilitated resource.

### JOB OFFERS

	Number of Students	Percent of Students <sup>1</sup>
<b>By Graduation</b> . . . . .	<b>235</b> . . . . .	<b>75.8%</b>
<b>Within Three Months after Graduation<sup>3</sup></b> . . . . .	<b>279</b> . . . . .	<b>90.0%</b>
Permanent U.S. Work Authorization . . . . .	187 . . . . .	60.3%
Non-U.S. Work Authorization . . . . .	92 . . . . .	29.7%

### JOB ACCEPTANCES

<b>By Graduation</b> . . . . .	<b>216</b> . . . . .	<b>69.7%</b>
<b>Within Three Months after Graduation<sup>3</sup></b> . . . . .	<b>275</b> . . . . .	<b>88.7%</b>
Permanent U.S. Work Authorization . . . . .	185 . . . . .	59.7%
Non-U.S. Work Authorization . . . . .	90 . . . . .	29.0%

Number of Class of 2018 international students with full-time job acceptances within three months after graduation increased by 30.4 percent from 2017.

### CONVERSION SUCCESSES

50.2 percent of 2018 graduates accepted full-time offers to return to their summer internship employers, compared to 43.4 percent in 2017.

### SOURCE OF EMPLOYMENT

#### UCLA Anderson-Facilitated Resources

	Percent of Students <sup>2</sup>
<b>UCLA Anderson-Facilitated Resources</b>	<b>75.6%</b>
Summer Internship Employer (internship was found through campus recruiting program)	37.1%
Campus Recruiting Program (including myCareer Resume Collections)	13.8%
Summer Internship Employer (internship was found through other UCLA Anderson resources)	8.7%
UCLA Anderson Alumni(ae) and Classmates	7.6%
myCareer Job Listings	4.4%
Other Parker CMC Resources (advisors, events, resume database, spring career fair, etc.)	1.8%
UCLA Anderson Resources – Clubs (Career Night, DOJs/Treks, etc.)	0.7%
UCLA Anderson Resources – Faculty and Research Centers	0.7%
Other UCLA-Related Resources/Contacts	0.7%

#### Non-UCLA Anderson-Facilitated Resources

<b>Non-UCLA Anderson-Facilitated Resources</b>	<b>24.4%</b>
Family/Friend/Personal Network (non-UCLA Anderson-related)	4.7%
Summer Internship Employer (internship was found through non-UCLA Anderson resources)	4.4%
Direct Company Contact (not facilitated by UCLA Anderson)	4.4%
Other Website/Online Resources (LinkedIn, Monster.com, Ladders.com, etc.)	5.8%
Pre-MBA Employer Network (non-Sponsorship)	1.8%
Company Website	1.8%
Other Resources/Contacts (non-UCLA Anderson related)	1.5%



Class of 2018 graduates' average annual base salary is almost 80 percent higher than their average pre-MBA salary.

COMPENSATION SUMMARY

	Percent of Students Reporting Salary Data <sup>2</sup>	Mean	Median	Minimum	Maximum
Annual Base Salary	95.6%	\$121,843	\$125,000	\$52,000	\$170,000
Signing Bonus	70.7%	\$29,912	\$25,000	\$1,598	\$78,000

Graduates Receiving Stock and/or Equity as Part of Their Compensation Packages . . . . . 31.6%

<sup>1</sup> Percentages were calculated from the number of students who were seeking employment.  
<sup>2</sup> Percentages were calculated from the number of students who accepted employment within three months after graduation.  
Data is current as of September 15, 2018 (three months post graduation).

The percentage of graduates receiving a signing bonus has increased from 65.9 percent in 2015 to 70.7 percent in 2018.

2018 graduates receiving stock and/or equity as part of their compensation increased to 31.6 percent from 26.4 percent in 2016.

# CLASS OF 2018 FULL-TIME EMPLOYMENT

## INDUSTRY SUMMARY

**DID YOU KNOW?**  
Class of 2018 graduates' industry choices spanned more than 30 different industry sectors.

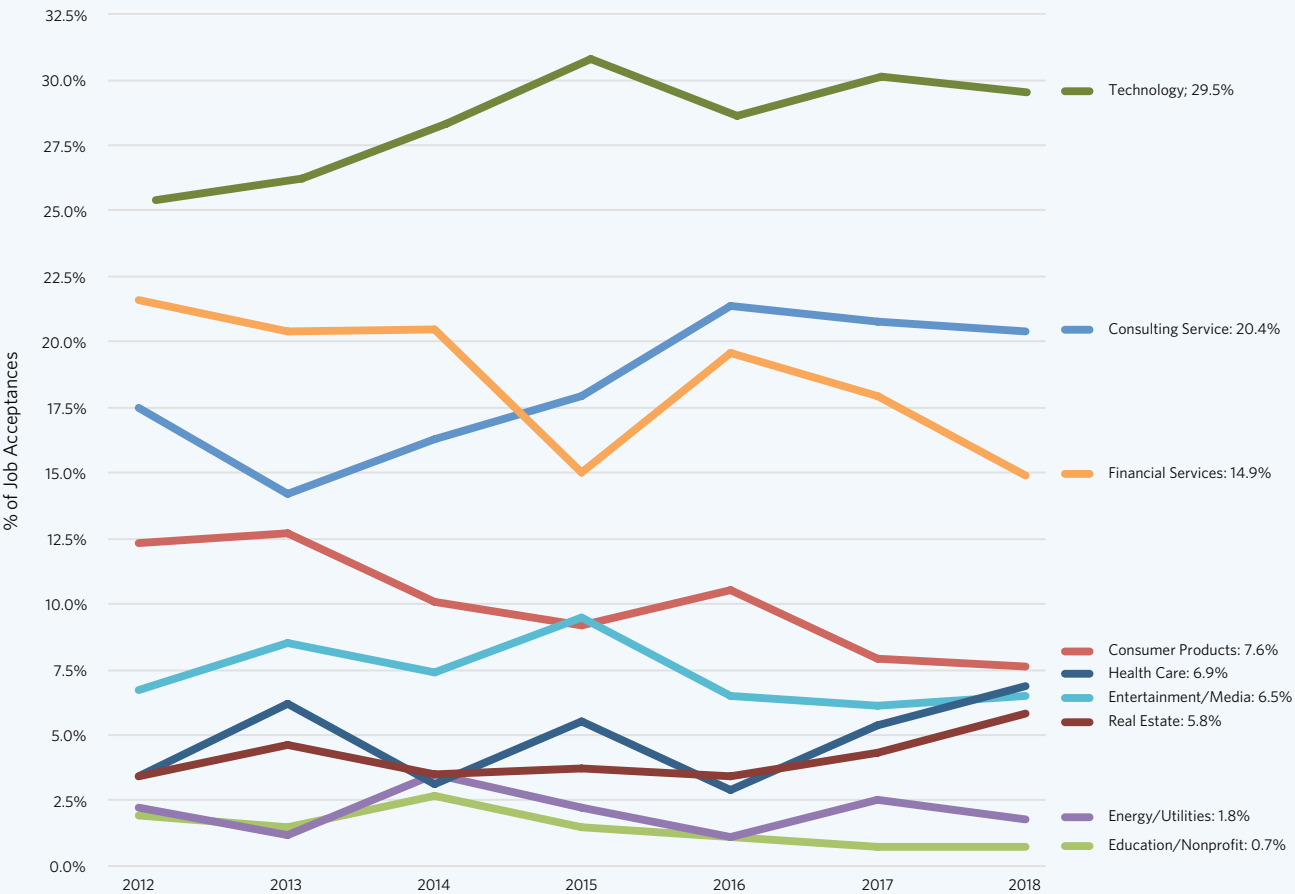
More than 30 percent of graduates have entered the technology industry during the past three years.

More than 20 percent of Class of 2018 graduates entered the consulting industry, an increase from 17.9 percent in 2015.

Class of 2018 graduates started their own companies during their time at UCLA Anderson in the following industries:

- Consumer Products
- Media/Entertainment
- Financial Services
- Retail
- Health Care
- Technology
- Hospitality

INDUSTRY CHOICES, 2012 TO 2018



## BROKEN DOWN BY INDUSTRY

	Percent of Hires <sup>1</sup>	ANNUAL BASE SALARY <sup>2</sup>			SIGNING BONUS <sup>2</sup>				Percent Receiving Stock/Equity/Options <sup>2</sup>
		Mean	Median	Range	Percent Receiving Signing Bonus	Mean	Median	Range	
<b>Consulting</b>	<b>20.4%</b>	<b>\$138,468</b>	<b>\$140,000</b>	<b>\$100,000 - \$170,000</b>	<b>96.4%</b>	<b>\$27,918</b>	<b>\$25,000</b>	<b>\$5,000 - \$65,000</b>	<b>1.8%</b>
<b>Consumer Products</b>	<b>7.6%</b>	<b>\$107,619</b>	<b>\$105,000</b>	<b>\$52,000 - \$140,000</b>	<b>66.7%</b>	<b>\$19,643</b>	<b>\$20,000</b>	<b>\$10,000 - \$25,000</b>	<b>14.3%</b>
Apparel/Textiles	1.5%	\$125,000	\$120,000	\$120,000 - \$140,000	75.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Beverages/Food	2.2%	\$96,500	\$105,000	\$52,000 - \$115,000	66.7%	\$17,500	\$17,500	\$10,000 - \$25,000	33.3%
Household/Personal	1.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Other	2.9%	\$109,750	\$105,000	\$105,000 - \$130,000	87.5%	\$20,714	\$20,000	\$20,000 - \$25,000	0.0%
<b>Energy/Utilities</b>	<b>1.8%</b>	<b>\$112,400</b>	<b>\$115,000</b>	<b>\$100,000 - \$122,000</b>	<b>60.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>40.0%</b>
Alternative Energy	0.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Utility Services (Electric, Water, etc.)	1.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%
<b>Entertainment/Media</b>	<b>6.6%</b>	<b>\$110,133</b>	<b>\$115,000</b>	<b>\$75,000 - \$155,000</b>	<b>38.9%</b>	<b>\$18,286</b>	<b>\$5,000</b>	<b>\$5,000 - \$78,000</b>	<b>27.8%</b>
Digital Media	1.5%	\$123,750	\$122,500	\$95,000 - \$155,000	25.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	25.0%
Gaming	1.5%	\$110,000	\$117,500	\$75,000 - \$130,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	25.0%
General (Broadcast, Film, Music, etc.)	3.7%	\$102,429	\$105,000	\$77,000 - \$120,000	40.0%	\$8,750	\$5,000	\$5,000 - \$20,000	33.3%
<b>Financial Services</b>	<b>14.9%</b>	<b>\$124,179</b>	<b>\$125,000</b>	<b>\$70,000 - \$155,000</b>	<b>58.5%</b>	<b>\$41,358</b>	<b>\$47,500</b>	<b>\$7,500 - \$65,000</b>	<b>0.0%</b>
Commercial Banking	0.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Investment Banking/Brokerage	6.6%	\$130,294	\$125,000	\$120,000 - \$150,000	88.9%	\$48,594	\$50,000	\$20,000 - \$65,000	0.0%
Investment Management	4.7%	\$125,417	\$122,500	\$90,000 - \$155,000	38.5%	\$31,400	\$35,000	\$17,000 - \$40,000	0.0%
Private Equity/Venture Capital	1.8%	\$129,600	\$120,000	\$120,000 - \$150,000	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Other	1.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	33.3%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>Health Care</b>	<b>6.9%</b>	<b>\$117,106</b>	<b>\$117,000</b>	<b>\$85,000 - \$145,000</b>	<b>78.9%</b>	<b>\$20,240</b>	<b>\$25,000</b>	<b>\$1,598 - \$40,000</b>	<b>17.6%</b>
BioPharma	3.7%	\$118,802	\$115,000	\$115,000 - \$130,000	100.0%	\$27,160	\$30,000	\$1,598 - \$40,000	0.0%
Medical Devices	2.2%	\$117,833	\$115,000	\$97,000 - \$145,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%
Providers and Services	1.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	66.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>Hospitality/Tourism</b>	<b>1.5%</b>	<b>\$98,750</b>	<b>\$100,000</b>	<b>\$70,000 - \$125,000</b>	<b>0.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>25.0%</b>
<b>Nonprofits and Social Enterprises</b>	<b>0.7%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>0.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>0.0%</b>
<b>Real Estate</b>	<b>5.8%</b>	<b>\$108,071</b>	<b>\$114,000</b>	<b>\$60,000 - \$140,000</b>	<b>18.8%</b>	<b>\$10,000</b>	<b>\$5,000</b>	<b>\$5,000 - \$20,000</b>	<b>6.3%</b>
Commercial	3.3%	\$102,500	\$110,000	\$60,000 - \$130,000	11.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	12.5%
General	1.5%	\$120,750	\$119,000	\$105,000 - \$140,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Services	1.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>Retail</b>	<b>1.5%</b>	<b>\$106,750</b>	<b>\$100,000</b>	<b>\$95,000 - \$132,000</b>	<b>50.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>25.0%</b>
<b>Technology</b>	<b>29.5%</b>	<b>\$122,693</b>	<b>\$130,000</b>	<b>\$55,000 - \$160,000</b>	<b>72.8%</b>	<b>\$35,456</b>	<b>\$40,000</b>	<b>\$5,000 - \$75,000</b>	<b>72.8%</b>
Equipment/Hardware/Networking	3.0%	\$124,750	\$121,000	\$105,000 - \$152,000	37.5%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	12.5%
General	6.9%	\$117,968	\$117,000	\$55,000 - \$139,000	89.5%	\$42,353	\$50,000	\$10,000 - \$60,000	100.0%
Internet Services/E-Commerce	10.6%	\$124,721	\$130,000	\$76,000 - \$148,000	79.3%	\$39,778	\$40,000	\$7,900 - \$75,000	82.8%
Multimedia Products and Services	1.5%	\$137,100	\$135,000	\$130,000 - \$148,400	100.0%	\$26,250	\$22,500	\$10,000 - \$50,000	75.0%
Software	6.2%	\$125,100	\$130,000	\$87,000 - \$160,000	64.7%	\$22,727	\$20,000	\$5,000 - \$60,000	70.6%
Telecommunications	1.5%	\$104,250	\$100,000	\$97,000 - \$120,000	25.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>Transportation and Logistics Services</b>	<b>1.8%</b>	<b>\$105,600</b>	<b>\$110,000</b>	<b>\$83,000 - \$115,000</b>	<b>60.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>20.0%</b>
<b>Other</b>	<b>1.1%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>66.7%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>0.0%</b>

<sup>1</sup> Percentages were calculated from the number of students who accepted employment within three months after graduation.<sup>2</sup> Compensation data is self-reported. Salary data provided for industries with four or more data points available.

# CLASS OF 2018 FULL-TIME EMPLOYMENT

## FUNCTION SUMMARY

	Percent of Hires <sup>1</sup>
<b>TOP FUNCTIONS</b>	<b>72.0%</b>
Management Consulting	20.0%
Product Management	10.9%
Rotational Program	7.6%
Corporation Finance/Financial Analysis/FP&A	6.9%
Operations/Logistics/Supply Chain	6.6%
Investment Banking	5.8%
Business/Corporate Development	5.1%
Investment/Portfolio Management	4.0%
Brand Management	3.6%
Internal Consulting	3.3%
<b>All Others</b>	<b>28.0%</b>

<sup>1</sup> Percentages were calculated from the number of students who accepted employment within three months after graduation.

6.3% of Class of 2018 graduates were sponsored by and returned to their pre-MBA employers in the following job functions:

Commercial Banking  
Executive Management  
Government Affairs  
Investment Banking

Investment Management  
Management Consulting  
Product Marketing  
Project Management

Top 10 function choices of the Class of 2018 graduates made up 72 percent of the class.



Class of 2018 intern:  
Robert Carlson  
WePay  
Redwood City, CA

Management consulting and product management have remained the top two functions of choice for four consecutive years.

The number of Class of 2018 graduates entering the internal consulting function more than doubled from 2017.

**DID YOU KNOW?**  
Class of 2018 graduates' career choices  
spanned 25 different functions.

The percentage of Class of 2018 graduates  
entering the operations function was 6.6 percent  
— more than double what it was in 2016.

## BROKEN DOWN BY FUNCTION

	Percent of Hires <sup>1</sup>	ANNUAL BASE SALARY <sup>2</sup>			Percent Receiving Signing Bonus	SIGNING BONUS <sup>2</sup>			Percent Receiving Stock/Equity/Options <sup>2</sup>
		Mean	Median	Range		Mean	Median	Range	
<b>Consulting</b>	<b>23.3%</b>	<b>\$136,831</b>	<b>\$140,000</b>	<b>\$101,500 – \$170,000</b>	<b>92.2%</b>	<b>\$28,400</b>	<b>\$25,000</b>	<b>\$9,682 – \$78,000</b>	<b>7.8%</b>
Internal	3.3%	\$122,556	\$120,000	\$108,000 – \$145,000	66.7%	\$28,833	\$22,500	\$10,000 – \$78,000	44.4%
Management/Strategy	20.0%	\$139,167	\$140,000	\$101,500 – \$170,000	96.4%	\$28,351	\$25,000	\$9,682 – \$65,000	1.8%
<b>Finance/Accounting</b>	<b>22.6%</b>	<b>\$120,600</b>	<b>\$125,000</b>	<b>\$60,000 – \$155,000</b>	<b>58.1%</b>	<b>\$38,931</b>	<b>\$40,000</b>	<b>\$2,000 – \$65,000</b>	<b>17.7%</b>
Commercial Banking/Lending	1.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	33.3%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Corporation Finance/FP&A	6.9%	\$115,421	\$118,000	\$85,000 – \$132,000	73.7%	\$32,429	\$35,000	\$2,000 – \$50,000	52.6%
Investment Banking	5.8%	\$130,333	\$125,000	\$125,000 – \$150,000	93.8%	\$50,500	\$50,000	\$37,500 – \$65,000	0.0%
Investment Management	4.0%	\$126,000	\$122,500	\$100,000 – \$155,000	36.4%	\$27,500	\$32,500	\$5,000 – \$40,000	0.0%
Private Wealth Management	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Real Estate Finance	2.2%	\$118,333	\$122,500	\$100,000 – \$130,000	16.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	16.7%
Sales/Trading	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Venture Capital/Private Equity/LBO	1.8%	\$123,600	\$120,000	\$90,000 – \$150,000	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
<b>General Management</b>	<b>11.6%</b>	<b>\$111,097</b>	<b>\$117,011</b>	<b>\$52,000 – \$150,000</b>	<b>59.4%</b>	<b>\$21,268</b>	<b>\$25,000</b>	<b>\$1,598 – \$40,000</b>	<b>31.3%</b>
Executive	1.1%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	33.3%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	33.3%
Project Management	2.9%	\$104,417	\$102,500	\$86,500 – \$120,000	37.5%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	25.0%
Rotational Program	7.6%	\$115,687	\$120,000	\$70,000 – \$140,000	71.4%	\$20,273	\$25,000	\$1,598 – \$40,000	33.3%
<b>Human Resources</b>	<b>0.7%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>50.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>0.0%</b>
<b>Marketing/Sales</b>	<b>23.3%</b>	<b>\$119,773</b>	<b>\$119,500</b>	<b>\$70,000 – \$160,000</b>	<b>64.1%</b>	<b>\$30,171</b>	<b>\$25,000</b>	<b>\$5,000 – \$75,000</b>	<b>50.0%</b>
Brand Management	3.6%	\$106,500	\$105,000	\$95,000 – \$115,000	80.0%	\$20,625	\$20,000	\$15,000 – \$25,000	20.0%
Marketing Analytics	1.8%	\$111,000	\$104,000	\$95,000 – \$140,000	40.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	60.0%
Product Management	10.9%	\$131,125	\$130,000	\$90,000 – \$160,000	73.3%	\$33,727	\$30,000	\$5,000 – \$60,000	66.7%
Product Marketing	2.2%	\$122,033	\$125,000	\$83,200 – \$145,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	50.0%
Sales/Account Management	1.8%	\$101,400	\$100,000	\$70,000 – \$120,000	40.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	20.0%
Other Marketing	2.9%	\$111,900	\$104,500	\$90,000 – \$155,000	50.0%	\$21,250	\$10,000	\$5,000 – \$60,000	0.0%
<b>Operations/Logistics</b>	<b>6.6%</b>	<b>\$113,525</b>	<b>\$118,500</b>	<b>\$55,000 – \$135,000</b>	<b>66.7%</b>	<b>\$40,000</b>	<b>\$40,000</b>	<b>\$20,000 – \$55,000</b>	<b>55.6%</b>
<b>Other</b>	<b>12.0%</b>	<b>\$112,547</b>	<b>\$115,000</b>	<b>\$75,000 – \$148,400</b>	<b>54.5%</b>	<b>\$19,361</b>	<b>\$20,000</b>	<b>\$5,000 – \$50,000</b>	<b>27.3%</b>
Business Intelligence/Analytics	1.5%	\$100,000	\$102,000	\$76,000 – \$120,000	100.0%	\$11,975	\$6,450	\$5,000 – \$30,000	25.0%
Business/Corporate Development	5.1%	\$121,450	\$117,000	\$100,000 – \$148,400	50.0%	\$23,571	\$20,000	\$10,000 – \$35,000	42.9%
Content Acquisition	0.4%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Real Estate Development	2.2%	\$115,600	\$118,000	\$100,000 – \$125,000	16.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0.0%
Strategic Planning	2.9%	\$105,750	\$110,000	\$75,000 – \$130,000	75.0%	\$21,767	\$17,800	\$10,000 – \$50,000	25.0%

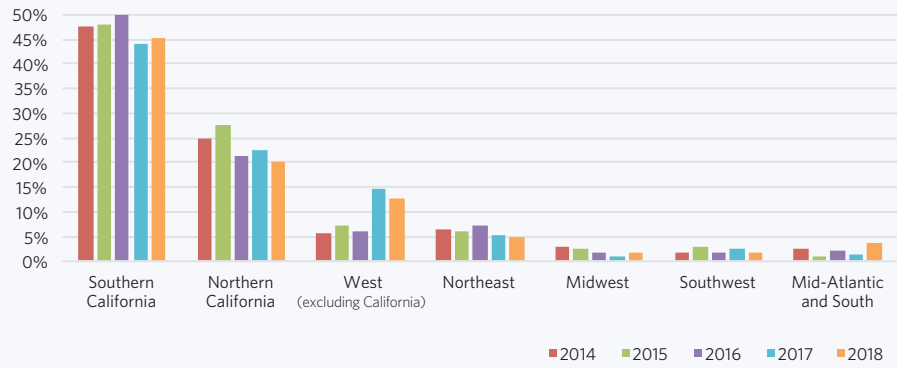
<sup>1</sup>Percentages were calculated from the number of students who accepted employment within three months after graduation.

<sup>2</sup> Compensation data is self-reported. Salary data provided for functions with four or more data points available.

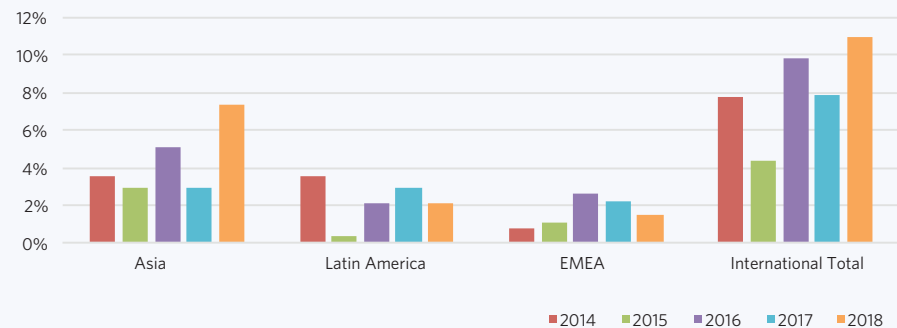
# CLASS OF 2018 FULL-TIME EMPLOYMENT

## BROKEN DOWN BY LOCATION

LOCATION CHOICES - U.S. REGIONS, 2014 - 2018



LOCATION CHOICES - GLOBAL REGIONS, 2014 - 2018



### Companies that have hired in positions outside the United States:

Aicai Technology Co., Ltd.  
Alpha Laboratories  
Apple Inc.  
Bain & Company  
Banco de Credito del Peru  
Bank of America Merrill Lynch  
Bank of Korea

Boston Consulting Group  
CAT Telecom PLC  
Cementos Pacasmayo  
China Fortune Land Development Co., Ltd.  
Citibank Korea Inc.  
Citibank Mexico

Ctrip.com International Ltd.  
Deloitte  
Export-Import Bank of Korea  
Falabella Retail S.A.  
Financial Services Agency (Japan)  
Grupo Hurtado Vicuna  
Happy Elements

Hound13 Inc.  
Inditex  
Ingevec  
McKinsey & Company  
Microsoft Corporation  
Mitsui Sumitomo Insurance Company

Nomura Asset Management  
Nomura Securities Co., Ltd.  
Roche  
The San-in Godo Bank Ltd.  
SK Planet Co., Ltd.  
Standard Can Co. Ltd.  
Tencent

VDOO  
VIP.com  
West Japan Railway Company  
Wisayah Al Khaleej Investment Company



**GLOBAL ANDERSON**  
Class of 2018 full-time MBA  
graduates landed in jobs  
outside of the U.S. in the  
following countries:

Chile	Russia
China	Saudi Arabia
Indonesia	South Korea
Israel	Switzerland
Japan	Taiwan
Mexico	Thailand
Peru	

## POST-MBA LOCATION DETAILS

UNITED STATES	Percent of Hires <sup>1</sup>	ANNUAL BASE SALARY <sup>2</sup>			Percent Receiving Signing Bonus	SIGNING BONUS <sup>2</sup>			Percent Receiving Stock/Equity/Options <sup>2</sup>
		Mean	Median	Range		Mean	Median	Range	
California	65.1%	\$124,437	\$125,000	\$60,000 - \$170,000	63.7%	\$27,531	\$25,000	\$2,000 - \$78,000	20.7%
Southern	45.1%	\$121,466	\$120,500	\$60,000 - \$170,000	59.7%	\$26,635	\$25,000	\$2,000 - \$75,000	6.5%
Northern	20.0%	\$131,179	\$130,000	\$104,000 - \$160,000	72.7%	\$29,188	\$25,000	\$5,000 - \$78,000	52.7%
West (excluding California)	12.7%	\$125,000	\$130,000	\$90,000 - \$152,500	91.4%	\$41,250	\$50,000	\$5,000 - \$60,000	77.1%
Northeast	4.7%	\$128,636	\$125,000	\$100,000 - \$150,000	69.2%	\$33,611	\$35,000	\$20,000 - \$57,500	0.0%
Mid-Atlantic and South	2.9%	\$130,625	\$127,500	\$110,000 - \$150,000	87.5%	\$27,857	\$30,000	\$5,000 - \$50,000	25.0%
Midwest	1.8%	\$115,000	\$111,500	\$107,000 - \$130,000	80.0%	\$27,500	\$25,000	\$20,000 - \$40,000	40.0%
Southwest	1.8%	\$106,400	\$110,000	\$95,000 - \$110,000	80.0%	\$26,250	\$25,000	\$25,000 - \$30,000	0.0%
<b>U.S. TOTAL</b>	<b>89.1%</b>	<b>\$124,383</b>	<b>\$125,000</b>	<b>\$60,000 - \$170,000</b>	<b>69.4%</b>	<b>\$30,418</b>	<b>\$25,000</b>	<b>\$2,000 - \$78,000</b>	<b>27.8%</b>
<b>INTERNATIONAL</b>									
Asia	7.3%	\$101,792	\$110,000	\$52,000 - \$140,000	50.0%	\$23,548	\$26,450	\$7,900 - \$40,000	10.0%
Latin America	2.1%	\$99,167	\$100,000	\$70,000 - \$130,000	66.7%	\$30,150	\$35,000	\$10,600 - \$40,000	16.7%
EMEA	1.5%	\$108,180	\$109,261	\$94,200 - \$120,000	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>	0%
<b>INTERNATIONAL TOTAL</b>	<b>10.9%</b>	<b>\$102,119</b>	<b>\$109,500</b>	<b>\$52,000 - \$140,000</b>	<b>53.3%</b>	<b>\$24,542</b>	<b>\$29,200</b>	<b>\$1,598 - \$40,000</b>	<b>30.0%</b>

<sup>1</sup> Percentages were calculated from the number of students who accepted employment within three months after graduation.

<sup>2</sup> Compensation data is self-reported. Salary data provided for locations with four or more data points available.

# CLASSES OF 2018 AND 2019 HIRING ORGANIZATIONS

## RECENT EMPLOYERS

The following firms hired at least one UCLA Anderson student during the 2017-2018 school year (combining both full-time employment and summer internships):

20th Century Fox  
3M

### A

A.T. Kearney  
A+E Networks  
Ackman-Ziff Real Estate Group LLC  
ACORE Capital LP  
Adobe Systems Inc.  
AECOM  
Aicai Technology Co., Ltd.  
Alpha Laboratories  
Alteryx Inc.  
Altman Vilandrie & Company  
Alvarez & Marsal  
Amazon  
American Airlines Inc.  
American Honda Finance Corporation  
Amgen Inc.  
Anaplan  
APM Terminals  
Apple Inc.  
Arc Capital Partners LLC  
Archer Venture Capital  
Arixa Capital Advisors, LLC  
Artisan Partners  
Arts Bridging the Gap  
AT&T Inc.  
Autodesk Inc.  
AutoNation Inc.  
Avivar Capital

### B

B Capital Group  
Bain & Company Inc.  
Banco de Credito del Peru  
Bank of America Merrill Lynch  
Barclays

Beachbody LLC  
Bellwether Asset Management Inc.  
Benedict Canyon Equities  
Beyond Limits  
BlackLine Systems  
Blizzard Entertainment Inc.  
Blue Glacier Management Group  
Boehringer Ingelheim  
Boston Consulting Group  
Branch Metrics Inc.  
Breaker Capital Management  
Breakwater Investment Management LLC  
Bridge Investment Group LLC  
Bridgewater Associates LP  
Builk One Group Co., Ltd.

### C

Caesars Entertainment Corporation  
Capital Group  
Carbon38 Inc.  
Carmel Partners Inc.  
Causeway Capital Management LLC  
CBRE Group Inc.  
Charles Schwab  
China Fortune Land Development Co., Ltd.  
Cisco Systems Inc.  
Citi  
Citibank Korea Inc.  
Citibank Mexico  
Clocktower Technology Ventures  
Cognizant Technology Solutions  
Comcast-NBC Universal  
Container Recycling Institute

Continental Development Group LLC  
Contrast Security Inc.  
Cornerstone Research  
Costella Kirsch Inc.  
Creative Artists Agency LLC  
Credit Suisse Group  
Ctrip.com International Ltd.  
Cypress Creek Renewables

### D

Danaher Corporation  
DaVita Inc.  
DDG Inc.  
Decron Properties  
Dell Inc.  
Deloitte  
Delta Air Lines Inc.  
Discotech  
DoubleLine Capital LP  
Dry Farm Wines  
Durico Imaging, Inc.

### E

E. & J. Gallo Winery  
eBay Inc.  
Edwards Lifesciences  
Elementum  
Epson America Inc.  
EVgo  
Experian  
Exploration  
EY

### F

FabFitFun  
Facebook Inc.  
Falabella Retail S.A.  
Fashion Nova  
FBB Capital Partners  
Flux Energy Systems  
Ford Motor Company  
Formation AI

FTI Consulting  
Fullscreen Inc.

### G

Galderma Laboratories L.P.  
Gartner Inc.  
Gemini.com  
Genentech Inc.  
General Mills Inc.  
Genkai Capital Management  
Gilead Sciences Inc.  
Goldman Sachs  
Google LLC  
The Gramercy Company  
Grupo Hurtado Vicuna  
Guggenheim Partners

### H

Hall Capital Partners LLC  
Happiest Baby Inc.  
Happy Elements  
Harris Williams & Co.  
Hasbro Inc.  
HealthCare Partners  
Henkel  
Hewlett Packard Enterprise Company  
Hines  
Honeywell International Inc.  
Houlihan Lokey Inc.  
Hound13 Inc.  
HP Inc.  
Hulu  
Hyperloop Transportation Technologies Inc.

### I

Iberia  
IBM  
Ibotta Inc.  
Illumina Inc.  
Inditex  
Ingevex

Intel Corporation  
Intuit Inc.  
InvolveSoft

### J

JD.com  
The J.M. Smucker Company  
Jean Dousset  
Jefferies Group LLC  
Johnson & Johnson  
JPMorgan Chase & Co.

### K

Kaiser Permanente  
Kearny Real Estate Company  
KPMG LLP  
Kudu Catering

### L

L.E.K. Consulting LLC  
Landmark Health LLC  
LaSalle Investment Management  
Lazard Freres & Co.  
Legendary Entertainment  
Lenati LLC  
LendingClub  
Liberty Mutual Group  
LinkedIn Corporation  
Lionsgate  
LocalConstruct  
Logitech  
Los Angeles Dodgers  
LumaDent

### M

Mattel Inc.  
McKinsey & Company  
Medallia Inc.  
Mercer LLC  
Mesa West Capital LLC  
MetLife Real Estate Investments  
Microsoft Corporation  
MidOcean Credit Partners  
Mission Capital Advisors LLC

Mixpanel  
Moelis & Company  
Mucker Capital  
Munchkin, Inc.

### N

National Basketball Association  
Netflix Inc.  
Neural Analytics Inc.  
NeuroTrack Technologies Inc.  
Niagara Bottling LLC  
Nike Inc.

Northside Services LLC  
Nuveen

### O

Oaktree Capital Management LP  
Onit Inc.  
Onni Group

### P

Pabst Brewing Company  
Pacific Gas and Electric Company  
Pacific Growth Investors  
Palm Tree Capital  
Paramount Pictures  
Patrium Health Group LLC  
PayDay Coin  
PepsiCo Inc.  
Philadelphia Flyers  
Phoenix Suns  
PIMCO  
Piper Jaffray Companies  
Pontifax AgTech  
Prodigy Finance  
Prologis  
Prophet  
Proskauer Rose LLP  
Pulse Commerce  
PwC

### R

RBC Capital Markets  
RCLCO

44.1 percent of all accepted offers for full-time employment and summer internships were by companies in our Top Hiring Firms list.

## REDF

The Ratkovich Company  
Reimagined Ventures  
The Related Companies LP  
Renewable Resources Group LLC  
Ring LLC  
Rinse  
Riot Games Inc.  
Roche  
Rodan & Fields LLC  
Roku Inc.  
Rothschild Inc.

## S

Salesforce.com Inc.  
Samsung Electronics Co., Ltd.  
SAP Labs LLC  
Save the Children  
Servihabitat  
Skycatch Inc.

Sony Interactive Entertainment Inc.  
Sony Pictures Entertainment Inc.  
Southern California Edison  
SpaceX  
Splunk, Inc.  
Spotify  
SpringCoin Inc.

Square Inc.  
Starbucks Corporation  
STEM Preparatory Schools  
Stryker  
Syneos Health

## T

TCW Group  
Tencent  
TruAmerica Multifamily  
Turner Impact Capital LLC  
Twilio Inc.  
Twitch Interactive Inc.

## U

UCLA Anderson Price Center for  
Entrepreneurship & Innovation  
United Airlines Inc.  
Universal Pictures  
The Urban Muse  
Urogen Pharma Ltd.

## V

The Vanguard Group Inc.  
Vantage Investment Partners LLC  
Varo Money Inc.  
VDOO  
Venn  
Venture Aviator  
Verizon Communications Inc.  
Viceroy Hotel Group LLC  
VIP.com  
Visa Inc.  
VMware Inc.

## W

The Walt Disney Company  
Walmart.com  
Warner Bros. Entertainment Inc.  
Watt Investment Partners  
Wells Fargo Securities LLC  
Western Digital Corporation  
Wisayah Al Khaleej Investment  
Company  
The Wonderful Company LLC  
Wonderschool  
Workday Inc.

## X

XPRIZE Foundation

## Y

Yahoo Sports  
YG Entertainment Inc.

## Z

ZestFinance  
ZipRecruiter Inc.  
ZS Associates



## TOP HIRING FIRMS

The following organizations have hired five or more UCLA Anderson full-time MBA students during the 2017-2018 recruiting season (combining both full-time employment and summer internships):

### MORE THAN 20 STUDENTS:

Amazon  
Deloitte  
Google LLC

### 16 TO 20 STUDENTS:

Microsoft Corporation

### 10 TO 15 STUDENTS:

Adobe Systems Inc.  
Amgen Inc.  
AT&T Inc.  
Boston Consulting Group  
EY  
McKinsey & Company  
PwC

### 5 TO 9 STUDENTS:

Bain & Company  
Bank of America Merrill Lynch

Beyond Limits  
The Capital Group  
Cisco Systems Inc.  
Citigroup Inc.  
Epson America Inc.  
Genentech Inc.  
Goldman Sachs Group Inc.  
KPMG LLP  
Mattel Inc.  
Moelis & Company  
NBCUniversal LLC

Nike Inc.  
Paramount Pictures  
VMware Inc.  
The Walt Disney Company  
The Wonderful Company LLC

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

# CLASS OF 2019 SUMMER INTERNSHIPS

## CLASS PROFILE

### DEMOGRAPHIC PROFILE

Total Applicant Pool	3,314
Number in Entering Class	360
Average Age	29
Average Years of Work Experience	5
Women	38%
International Students	30%
Countries Represented	44

38 percent of Class of 2019 students were women — up from 32 percent in 2018.

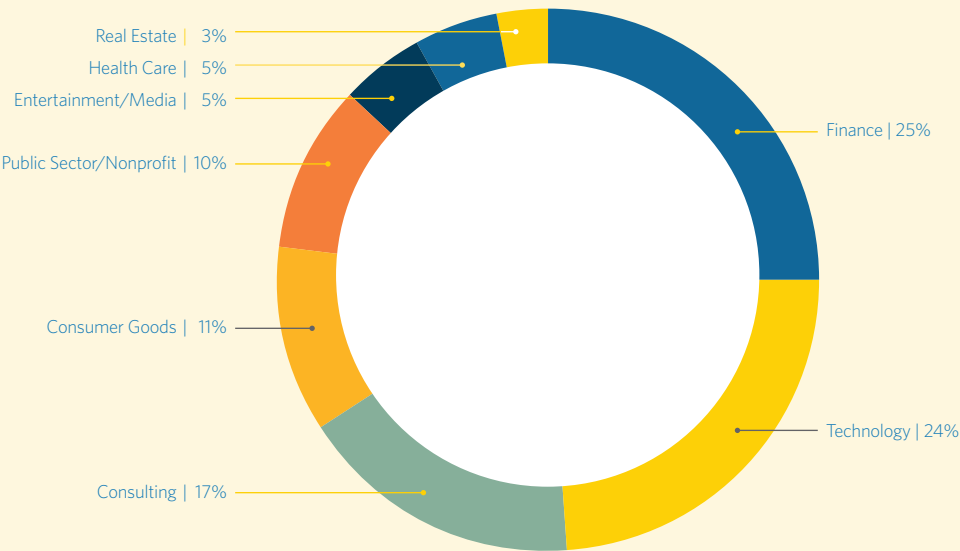
100 percent of Class of 2019 students who were seeking a summer internship found one.

### EMPLOYMENT PROFILE

	Permanent U.S. Work Authorization	Non-U.S. Work Authorization	Number of Students	Percent of Total Students
Total Students	269	95	364	100.0%
Seeking Employment	249	84	333	91.5%
Not Seeking Employment	20	11	31	8.5%
Summer Internships Accepts	249	84	333	91.5%



### TOP PRE-MBA EXPERIENCE BY INDUSTRY



EMPLOYMENT SUMMARY

Base monthly salary for summer internships in 2018 increased by 4.5 percent from 2017.

Campus recruiting program and myCareer job listings combined for 53.4 percent of the source of summer internship for the Class of 2019.

COMPENSATION SUMMARY

	Percent of Students Reporting Salary Data <sup>1</sup>	Monthly Salary <sup>2</sup>		
		Mean	Median	Range
Monthly Base Salary	97%	\$7,532	\$7,840	\$1,000 - \$15,002

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

INTERNSHIP SOURCE

	Percent of Hires <sup>1</sup>
<b>UCLA Anderson-Facilitated Resources</b>	<b>80.2%</b>
Campus Recruiting Program (including myCareer Resume Collections)	45.0%
UCLA Anderson Alumni(ae) and Classmates	9.3%
myCareer Job Listings	8.4%
UCLA Anderson Resources – Clubs (Career Night, DOJs/Treks, etc.)	5.1%
Other Parker CMC Resources (advisors, events, resume database, spring career fair, etc.)	3.6%
UCLA Anderson Resources – Other (events, faculty, research centers, etc.)	3.6%
National MBA Career Conferences (Consortium, DISCO, Forté, Prospanica, ROMBA, etc.)	3.3%
Other UCLA-Related Resources/Contacts	1.8%
<b>Non-UCLA Anderson-Facilitated Resources</b>	<b>19.8%</b>
Company Website	6.6%
Family/Friend/Personal/Professional Network (non-UCLA Anderson-related)	4.8%
Other Website/Online Resources (LinkedIn, Indeed.com, etc.)	3.3%
Direct Company Contact (not facilitated by UCLA Anderson)	3.0%
Pre-MBA Employer Network (non-sponsorship)	1.2%
Other Resources/Contacts (non-UCLA Anderson-related)	0.9%

<sup>1</sup> Percentages were calculated from the number of students who accepted a summer internship.  
<sup>2</sup> Compensation data is self-reported. Salary data is not provided for functions with fewer than four data points available.

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 EFFECT  
Over 80 percent of summer internships were sourced through UCLA Anderson-Facilitated Resources.



# CLASS OF 2019 SUMMER INTERNSHIPS

**DID YOU KNOW?**  
Class of 2019 students' internship choices spanned more than 35 different sub-industries.

## BROKEN DOWN BY INDUSTRY



Class of 2019 Interns, left to right: Elizabeth Hunter, Eva Lee, Parth Shah, Miranda Proctor, Jennifer Limb.  
Not Pictured: Chenjie Ding, Conor McCarthy  
AT&T, Inc.  
Dallas, TX & El Segundo, CA

The number of students who interned in the technology industry was the highest ever in 2018 (25 more than the prior year).

Technology, consulting and financial services continue to be the top three industries of choice for summer internships for Class of 2019 students, making up 61.5 percent of internships.

	Percent of Hires <sup>1</sup>	Percent Receiving Compensation	Average Monthly Salary <sup>2</sup>	Median Monthly Salary <sup>2</sup>	Monthly Salary Range <sup>2</sup>
<b>Consulting</b>	<b>12.0%</b>	<b>100.0%</b>	<b>\$11,186</b>	<b>\$11,657</b>	<b>\$6,800 - \$13,000</b>
<b>Consumer Products</b>	<b>8.4%</b>	<b>100.0%</b>	<b>\$6,511</b>	<b>\$6,917</b>	<b>\$1,607 - \$9,100</b>
Apparel/Textiles	1.2%	100.0%	\$4,507	\$4,983	\$1,607 - \$6,455
Automotive	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Beverages/Food	4.2%	100.0%	\$7,264	\$7,700	\$3,553 - \$9,100
Household/Personal	1.2%	100.0%	\$4,767	\$4,333	\$3,467 - \$6,933
Other (including Electronics and Toys)	1.2%	100.0%	\$6,991	\$6,875	\$6,240 - \$7,973
<b>Energy/Utilities</b>	<b>2.4%</b>	<b>87.5%</b>	<b>\$6,069</b>	<b>\$6,067</b>	<b>\$2,800 - \$7,973</b>
Alternative Energy	0.3%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Environmental Services and Sustainability	1.2%	75.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Utility Services	0.9%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Entertainment/Media</b>	<b>9.9%</b>	<b>97.0%</b>	<b>\$4,965</b>	<b>\$4,567</b>	<b>\$2,500 - \$8,667</b>
Digital Media	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Gaming	1.5%	100.0%	\$6,777	\$6,673	\$6,673 - \$6,933
General (Broadcast, Film, Music, etc.)	6.0%	100.0%	\$4,932	\$4,567	\$2,500 - \$8,667
Management and Services	0.3%	50.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Sports and Sports Management	1.2%	100.0%	\$3,683	\$3,900	\$2,600 - \$4,333
<b>Financial Services</b>	<b>15.0%</b>	<b>92.0%</b>	<b>\$9,019</b>	<b>\$10,408</b>	<b>\$3,467 - \$12,500</b>
Diversified Financial Services	1.5%	80.0%	\$7,722	\$7,982	\$4,507 - \$10,417
Investment Banking/Brokerage	7.2%	100.0%	\$10,678	\$10,417	\$9,632 - \$12,500
Investment Management	2.4%	100.0%	\$8,004	\$8,000	\$5,000 - \$10,417
Private Equity/Venture Capital	1.8%	83.3%	\$6,867	\$6,000	\$4,000 - \$10,000
Other	1.8%	66.7%	\$5,333	\$4,733	\$3,467 - \$8,400
<b>Health Care</b>	<b>7.2%</b>	<b>95.8%</b>	<b>\$6,895</b>	<b>\$6,700</b>	<b>\$3,467 - \$9,200</b>
Biotechnology	4.8%	100.0%	\$6,993	\$6,606	\$6,000 - \$8,667
Medical Devices	1.2%	100.0%	\$6,633	\$6,933	\$3,467 - \$9,200
Providers and Services	1.2%	75.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Nonprofit/Education</b>	<b>1.2%</b>	<b>75.0%</b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>	<b>N/A<sup>2</sup></b>
<b>Real Estate</b>	<b>5.4%</b>	<b>100.0%</b>	<b>\$4,902</b>	<b>\$4,333</b>	<b>\$2,600 - \$9,533</b>
Commercial	2.4%	100.0%	\$4,770	\$4,333	\$2,600 - \$8,000
General	2.4%	100.0%	\$4,677	\$3,233	\$2,708 - \$9,533
Services	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Technology</b>	<b>34.5%</b>	<b>98.3%</b>	<b>\$7,419</b>	<b>\$8,000</b>	<b>\$1,100 - \$14,167</b>
Equipment/Hardware/Networking	4.2%	100.0%	\$7,126	\$7,585	\$4,480 - \$8,803
General	4.5%	100.0%	\$7,804	\$8,000	\$5,893 - \$8,600
Internet Services/E-Commerce	9.0%	100.0%	\$7,918	\$8,500	\$1,100 - \$9,707
Multimedia Products and Services	1.5%	100.0%	\$5,032	\$5,200	\$2,000 - \$7,280
Software	10.2%	97.1%	\$7,793	\$8,320	\$4,333 - \$9,013
Telecommunications	2.7%	100.0%	\$6,564	\$6,250	\$5,893 - \$10,000
Other	2.4%	87.5%	\$6,076	\$5,200	\$2,167 - \$14,167
<b>Transportation and Logistics Services</b>	<b>2.4%</b>	<b>100.0%</b>	<b>\$6,152</b>	<b>\$6,337</b>	<b>\$3,813 - \$7,900</b>
<b>Other (including Agribusiness, Construction, Engineering Services and Law)</b>	<b>1.5%</b>	<b>100.0%</b>	<b>\$7,602</b>	<b>\$7,083</b>	<b>\$1,000 - \$15,002</b>

## BROKEN DOWN BY FUNCTION

	Percent of Hires <sup>1</sup>	Percent Receiving Compensation	Average Monthly Salary <sup>2</sup>	Median Monthly Salary <sup>2</sup>	Monthly Salary Range <sup>3</sup>
<b>Consulting</b>	<b>17.4%</b>	<b>100.0%</b>	<b>\$9,723</b>	<b>\$11,000</b>	<b>\$2,800 – \$13,000</b>
Internal	5.4%	100.0%	\$6,543	\$6,493	\$2,800 – \$10,000
Management/Strategy	12.0%	100.0%	\$11,153	\$11,657	\$6,800 – \$13,000
<b>Finance/Accounting</b>	<b>22.8%</b>	<b>96.1%</b>	<b>\$7,907</b>	<b>\$8,600</b>	<b>\$2,600 – \$12,500</b>
Corporation Finance/Financial Analysis/FP&A	8.1%	100.0%	\$6,854	\$6,875	\$3,467 – \$8,803
Investment Banking	6.3%	100.0%	\$10,716	\$10,417	\$9,632 – \$12,500
Investment Management	3.0%	80.0%	\$8,804	\$9,800	\$5,000 – \$10,417
Private Wealth Management	0.9%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Real Estate Finance	3.0%	100.0%	\$4,130	\$3,467	\$2,600 – \$9,533
Venture Capital/Private Equity/LBO	1.8%	83.3%	\$5,827	\$4,800	\$4,000 – \$10,000
<b>General Management</b>	<b>7.5%</b>	<b>88.0%</b>	<b>\$7,763</b>	<b>\$7,987</b>	<b>\$1,100 – \$14,167</b>
Executive	0.3%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Project Management	3.0%	70.0%	\$8,154	\$8,500	\$1,100 – \$14,167
Rotational Program	4.2%	100.0%	\$7,560	\$7,937	\$2,773 – \$10,417
<b>Human Resources</b>	<b>1.8%</b>	<b>100.0%</b>	<b>\$6,772</b>	<b>\$7,535</b>	<b>\$4,160 – \$8,000</b>
<b>Marketing/Sales</b>	<b>26.7%</b>	<b>98.9%</b>	<b>\$7,141</b>	<b>\$7,700</b>	<b>\$1,607 – \$9,967</b>
Brand Management	5.1%	100.0%	\$7,145	\$7,400	\$3,467 – \$9,967
Market Research	1.8%	83.3%	\$7,248	\$7,600	\$6,067 – \$8,667
Marketing Analytics	2.1%	100.0%	\$4,716	\$4,333	\$2,600 – \$7,999
Marketing – Financial Services	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
Product Management	9.3%	100.0%	\$7,613	\$8,000	\$1,607 – \$9,285
Product Marketing	7.5%	100.0%	\$7,301	\$7,973	\$2,773 – \$9,013
Sales/Account Management	0.3%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>Operations/Logistics</b>	<b>4.5%</b>	<b>100.0%</b>	<b>\$5,494</b>	<b>\$6,000</b>	<b>\$1,000 – \$8,500</b>
<b>Other</b>	<b>18.9%</b>	<b>95.2%</b>	<b>\$6,071</b>	<b>\$5,763</b>	<b>\$1,000 – \$15,002</b>
Business Intelligence/Analytics	3.3%	100.0%	\$5,799	\$6,673	\$2,600 – \$8,667
Business/Corporate Development	7.8%	88.5%	\$5,951	\$5,460	\$1,000 – \$10,125
Real Estate Development	1.8%	100.0%	\$5,274	\$4,933	\$2,708 – \$7,800
Strategic Planning	5.4%	100.0%	\$6,210	\$6,033	\$2,000 – \$8,667
Other	0.6%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>

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

<sup>2</sup> Compensation data is self-reported. Salary data provided for industries and functions with four or more data points available.

## DID YOU KNOW?

Class of 2019 students' internship choices spanned more than 25 different functions.

The number of class of 2019 students interning in a general management function increased by more than 40 percent from the prior summer.



► Class of 2019 students visiting Facebook's Seattle office  
Facebook  
Seattle, CA

Management consulting, product management and corporate finance were the top three functions of choice for summer internships for the second consecutive year. Business/corporate development and product marketing round out the top five functions for summer internships.

Investment banking, private wealth management and management consulting were the highest-paying summer internship functions in 2018.

# CLASS OF 2019 SUMMER INTERNSHIPS

## BROKEN DOWN BY LOCATION

UNITED STATES	Percent of Hires <sup>1</sup>	Percent Receiving Compensation	Average Monthly Salary <sup>2</sup>	Median Monthly Salary <sup>2</sup>	Monthly Salary Range <sup>2</sup>
California	71.8%	97.1%	\$7,484	\$7,800	\$1,000 - \$15,002
<i>Southern California</i>	48.6%	95.7%	\$7,148	\$6,606	\$1,000 - \$15,002
<i>Northern California</i>	23.1%	100.0%	\$8,159	\$8,000	\$2,167 - \$12,300
Northeast	8.1%	96.3%	\$8,516	\$8,513	\$3,333 - \$14,167
West (excluding California)	7.2%	100.0%	\$7,805	\$8,500	\$1,607 - \$9,285
Southwest	3.9%	100.0%	\$6,700	\$6,250	\$3,813 - \$10,000
Midwest	2.1%	100.0%	\$8,056	\$7,400	\$6,673 - \$10,417
South	1.5%	80.0%	\$9,242	\$8,283	\$7,900 - \$12,500
Mid-Atlantic	0.9%	66.7%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>U.S. TOTAL</b>	<b>95.5%</b>	<b>96.9%</b>	<b>\$7,602</b>	<b>\$7,944</b>	<b>\$1,000 - \$15,002</b>
<b>INTERNATIONAL</b>					
Asia	2.4%	100.0%	\$4,483	\$4,500	\$1,000 - \$9,000
South America	1.2%	100.0%	\$7,700	\$7,250	\$6,800 - \$9,500
Europe	0.9%	100.0%	N/A <sup>2</sup>	N/A <sup>2</sup>	N/A <sup>2</sup>
<b>INTERNATIONAL TOTAL</b>	<b>4.5%</b>	<b>100.0%</b>	<b>\$6,086</b>	<b>\$6,422</b>	<b>\$1,000 - \$10,764</b>

<sup>1</sup> Percentages were calculated from the number of students who accepted a summer internship.  
<sup>2</sup> Compensation data is self-reported. Salary data provided for locations with four or more data points available.

Average monthly salary for summer internships outside of the United States increased by more than 15 percent than the prior summer.



▶ Class of 2019 Interns, left to right: Paul Chang, Steven Liu, Candace Parker, Jennifer Buzalewski.  
 Not Pictured: Tania Fung  
 Paramount Pictures  
 Los Angeles, CA

Companies that have hired for summer internships outside the United States:

A.T. Kearney	Google LLC
Amazon	Iberia
Bain & Company	JD.com
Boston Consulting Group	LaSalle Investment Management
Builk One Group Co., Ltd.	McKinsey & Company
Genkai Capital Management	Servihabitat

GLOBAL ANDERSON  
84.3 percent of summer internships accepted by international students were in the United States.

11 more students in the Class of 2019 interned at companies in the Northeast region than did the prior class.



▶ TJ Wynn ('18) and Class of 2019 interns, left to right: Zoe Fishman, Ellen Woodcock, Elena Corda  
Salesforce.com  
San Francisco, CA



▶ Class of 2019 Interns, left to right: Gerry Sims, Brian Cho, Alice Cope, Julie Mills, Amanda Unterrenier, Pamela Wang, John Santa Delgado. Not Pictured: Samantha Chui, Catherine Gao, Prateek Gupta, Yuxi Lu, Shane Strumwasser  
Google Inc.  
Mountain View, CA



*"I came to Anderson with a consulting background, hoping to land a summer internship in the technology industry. The Parker Career Series helped me identify my transferrable skills, while mock interviews, career workshops and individualized coaching with my career advisor helped me articulate those skills in preparation for interviews with my target companies. After many of those interviews, I was excited to accept a summer internship at Apple. The amount of support that I received from Parker during this process was immeasurable, and it ultimately inspired me to give back by becoming both an ACT coach and Parker Series TA, as well as being on the AnderTech board during my second year on campus!"*

► **Lindsey Cash ('18)**  
Summer Internship at Apple  
Full-time position at Deloitte



ANDERSON VENTURE  
ACCELERATOR



## PARKER CAREER MANAGEMENT CENTER STAFF

**Regina Regazzi**  
Assistant Dean

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Director, Recruiting Operations and Career Advisor

**Chris Weber**  
Director, MBA Career Advising and Education

**Amy Bassett**  
Administrative Manager

**Jessica Christopher**  
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**Hannah Cowherd**  
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**Emily Cruse**  
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**Jessica Devereaux**  
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**Wanda Hebert**  
Logistics Manager, Campus Recruiting and Business Services

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