

2009

Employment Report

Vanderbilt MBA
OWEN GRADUATE SCHOOL OF MANAGEMENT



Discover this place.
Shape your world.®

To Friends and Associates of Owen,

We are pleased to present the Vanderbilt MBA Employment Report for the Classes of 2009 and 2010. As we all know, this was a difficult year to seek employment. Thanks in no small part to the commitment of our corporate partners, our dedicated network of alumni and the tireless efforts of the Career Management Center staff, the Dean's office and Corporate Relations, our students have held their own and secured terrific opportunities in this very competitive market.



Companies recruit at Owen year after year because of the qualities they consistently find in our students: self-motivation, respect for others, analytical ability and leadership. We meet and partner with a growing number of employers and seek innovative ways to expose our talented students to recruiting firms. Examples include the following:

- **RecruitAtOwen.com:** Our new employers' web portal makes it easier than ever for prospective employers to connect with talented Owen students and alumni. There's even a section of the site that highlights talented Owen World Shapers for hire.
- **On Campus:** Companies and students can interact through informal networking, office meetings, interview preparation workshops, club and classroom activities and formal on-campus recruiting.
- **Off Campus:** By taking our students on the road, we make it easy for companies nationwide to interview close to home. Our three off-campus events—New York Interview Day, West Coast Forum and Southeastern MBA Schools Interview Forum—continue to grow in company participation and student attendance.
- **Virtual Recruiting:** We now host virtual information sessions and interview schedules, allowing companies to market opportunities and interview students at a lower cost than recruiting on campus.

If you are already a part of the Owen community, we value your support and remain committed to your success. If you are new to Owen, we welcome the opportunity to help you learn what makes this such a special place. Take the time to discover this place and let Vanderbilt help shape your world.

Sincerely,

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Want to learn more about recruiting at Owen? Contact the Career Management Center

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www.RecruitAtOwen.com

Visit our website for these useful
recruiting tools and more:

- Order MBA Resume Books
- Post MBA intern or full-time positions
- Post executive jobs (free service!)



Class of 2010

Internship Statistics

Internship Salary Data

| | | | |
|----------------------|---------|---|---------------|
| Mean Weekly Salary | \$1,255 | Weekly Salary Range | \$300-\$2,596 |
| Median Weekly Salary | \$1,300 | Percent of Students Reporting Weekly Salary | 62% |

| Job Function | Percent Placed | Weekly Mean Salary | Weekly Salary | |
|--------------------|----------------|--------------------|---------------|---------|
| | | | Low | High |
| Consulting | 11% | \$868 | \$300 | \$1,200 |
| Finance | 34% | 1,336 | 500 | 2,500 |
| General Management | 7% | 1,393 | 1,000 | 1,750 |
| Human Resources | 5% | 1,458 | 1,300 | 1,600 |
| Marketing | 28% | 1,232 | 300 | 1,750 |
| Operations | 3% | 1,589 | 800 | 2,596 |
| Other | 12% | 930 | 400 | 1,450 |

Industry

| | | | | |
|---|-----|-------------------|---------|---------|
| Consulting | 2% | Insufficient data | | |
| Consumer Products | 14% | \$1,466 | \$1,040 | \$2,596 |
| Financial Services | 23% | 1,345 | 500 | 2,500 |
| Government/Nonprofit | 10% | 858 | 300 | 1,400 |
| Health Care Services/Hospitals/Managed Care | 14% | 1,165 | 400 | 1,740 |
| Manufacturing | 6% | 1,177 | 665 | 2,000 |
| Other | 11% | 808 | 500 | 1,280 |
| Petroleum/Energy | 4% | 1,248 | 750 | 1,730 |
| Pharma/Biotech | 8% | 1,557 | 1,250 | 1,700 |
| Media/Entertainment | 2% | Insufficient data | | |
| Technology | 4% | 962 | 300 | 1,450 |
| Transportation Services | 2% | Insufficient data | | |

Geographic Region

| | | | | |
|-----------------|-----|-------------------|---------|---------|
| International | 3% | Insufficient data | | |
| Mid-Atlantic | 7% | \$1,472 | \$1,000 | \$1,827 |
| Midwest | 6% | 1,424 | 665 | 2,500 |
| Northeast | 11% | 1,583 | 1,000 | 2,000 |
| South | 55% | 998 | 300 | 1,827 |
| Southwest | 3% | 1,160 | 900 | 1,300 |
| West | 15% | 1,548 | 1,000 | 2,596 |
| Nashville Metro | 40% | 938 | 300 | 1,800 |

Class of 2010 Profile

| | |
|--|-----|
| Total Number of Students | 176 |
| Number of Students Not Seeking an Internship | 22 |
| Number of Students Seeking an Internship | 154 |
| Number of Students Accepting an Internship | 153 |
| Percent of Students with an Internship | 99% |

Geographic Placement

Top Metros

Nashville
New York
San Francisco
Los Angeles
Atlanta

Top Hiring Companies

Vanderbilt University
McKesson Corporation
Delek US Holdings
Procter & Gamble
UBS Investment Bank
Vanderbilt University Medical Center

Source of Internships

School-Facilitated Activities

| | |
|--|------------|
| Resume Drop/Job Posting | 27% |
| Scheduled Interviews on Campus | 19% |
| Alumni Referral | 5% |
| Faculty Referral | 3% |
| Owen Interview Event (e.g., WCF, SEMBASIF, NY Interview Day) | 3% |
| Other School-Facilitated Activities | 3% |
| Information Session | 1% |
| Resume Book/Resume Referral | 1% |
| Total | 62% |

Student-Facilitated Activities

| | |
|---|------------|
| Personal Network - Family and Friends | 18% |
| Other Student-Initiated Activities | 6% |
| Previous Employer | 3% |
| Internet Job Posting | 1% |
| Third-Party Sources (e.g., Executive Recruiter) | 1% |
| Total | 29% |

No Information 9%

“We have been recruiting Owen students for more than seven years because they are prepared to meet Mattel’s business needs. The quality of candidates is outstanding; they are ambitious team players and prepared to take on new business challenges. When they arrive at Mattel, they make an immediate impact on the businesses that they are assigned, and demonstrate commitment for the long term.”

— Geoff Walker
Vice President, Mattel



Class of 2009

Full-Time Employment Statistics

This salary report is based upon usable salary information on 81% of those graduates who had accepted a job.

Class of 2009 Profile

Upon Enrollment

| | |
|--------------------|-------|
| Number of Students | 214 |
| Average Age | 27.9 |
| Age Range | 25-33 |

| | |
|-------------------------------|-----|
| U.S. Citizens/Perm. Residents | 73% |
| Minorities (U.S. Citizens) | 10% |
| Non-U.S. Citizens | 26% |

| | |
|--------|-----|
| Female | 28% |
|--------|-----|

| | |
|------------------------------|-----|
| Work Experience (avg. years) | 4.6 |
| Less than 1 year | 4% |
| 1-2 years | 15% |
| 3-4 years | 41% |
| 5-6 years | 19% |
| 7-8 years | 13% |
| More than 8 years | 8% |

| | |
|---------------------|-----|
| Undergraduate Major | |
| Business | 28% |
| Computer Science | 3% |
| Economics | 8% |
| Engineering | 12% |
| Humanities | 5% |
| Science | 7% |
| Social Science | 12% |
| Other | 4% |

Post Graduation

| | |
|---------------------------------------|-----|
| Number of Graduates | 202 |
| Number of Students Seeking Employment | 158 |
| Received Offer within 90 Days | 81% |
| Accepted Employment within 90 Days | 73% |

| | |
|------------------------|-----|
| Number of Students | |
| Not Seeking Employment | 18% |
| Company Sponsored | 8% |
| Continuing Education | 3% |
| Starting New Business | 6% |
| Other Reasons | 1% |

| | |
|--|-----|
| Number of Students Reporting Information on Employment | 96% |
|--|-----|

Timing of Offers & Acceptance

| | | | | |
|--|---------------|---------|------------------------------|---------|
| | By Graduation | | By 3 Months after Graduation | |
| | May 8, 2009 | | August 8, 2009 | |
| | Number | Percent | Number | Percent |

Job Offers

| | | | | |
|---------------------------------|-----|-----|-----|-----|
| U.S. Citizen/Permanent Resident | 91 | 72% | 104 | 82% |
| Foreign National | 20 | 65% | 24 | 77% |
| Total | 111 | 70% | 128 | 81% |

Job Acceptances

| | | | | |
|---------------------------------|----|-----|-----|-----|
| U.S. Citizen/Permanent Resident | 68 | 54% | 93 | 73% |
| Foreign National | 17 | 55% | 22 | 71% |
| Total | 85 | 54% | 115 | 73% |

Salary Data

| Total Class | Mean | Median | Low | High |
|---------------------------------|----------|----------|----------|-----------|
| Base Salary | | | | |
| U.S. Citizen/Permanent Resident | \$91,778 | \$95,000 | \$50,000 | \$140,000 |
| Foreign National | 90,464 | 91,500 | 50,000 | 130,000 |
| Total | 91,569 | 95,000 | 50,000 | 140,000 |

Signing Bonus

| | | | | |
|---------------------------------|----------|----------|---------|----------|
| U.S. Citizen/Permanent Resident | \$19,857 | \$15,000 | \$5,000 | \$60,000 |
| Foreign National | 19,550 | 17,500 | 5,000 | 40,000 |
| Total | 19,799 | 15,000 | 5,000 | 60,000 |

Other Guaranteed Compensation

| | | | | |
|---------------------------------|----------|----------|---------|----------|
| U.S. Citizen/Permanent Resident | \$19,705 | \$15,000 | \$9,500 | \$50,000 |
| Foreign National | 31,333 | 25,000 | 24,000 | 45,000 |
| Total | 24,000 | 21,000 | 9,500 | 50,000 |

Job Function

| | Mean | Median | Low | High | Percent |
|-----------------------|----------|----------|-------------------|-----------|---------|
| Consulting | \$99,067 | \$95,000 | \$80,000 | \$130,000 | 14% |
| Finance/Accounting | 92,242 | 95,000 | 50,000 | 140,000 | 40% |
| General Management | 96,550 | 97,500 | 65,000 | 120,000 | 11% |
| Human Resources | 72,333 | 72,000 | 60,000 | 85,000 | 4% |
| Marketing | 86,558 | 92,000 | 50,000 | 120,000 | 20% |
| Operations Management | 96,200 | 100,000 | 75,000 | 105,000 | 8% |
| Other | | | Insufficient data | | 3% |

Job Function - Detail

| | Mean | Median | Low | High | Percent |
|------------------------------------|----------|----------|----------|-----------|---------|
| Consulting | | | | | |
| Health Care | \$87,500 | \$85,000 | \$80,000 | \$100,000 | 5% |
| Management/Strategy | 112,333 | 112,500 | 93,000 | 130,000 | 6% |
| Other | 95,667 | 95,000 | 92,000 | 100,000 | 3% |
| Finance | | | | | |
| Corporate | 93,075 | 94,000 | 50,000 | 140,000 | 23% |
| Investment Banking/Capital Markets | 87,778 | 95,000 | 55,000 | 95,000 | 11% |
| Other | 98,125 | 100,000 | 82,500 | 110,000 | 8% |

General Management

| | | | | | |
|--------------------------------|--------|--------|-------------------|---------|----|
| General Services | | | Insufficient data | | 3% |
| Leadership Development Program | 97,563 | 97,500 | 92,500 | 105,000 | 9% |

Human Resources

| | | | | | |
|-------|--------|--------|--------|--------|----|
| Other | 72,333 | 72,000 | 60,000 | 85,000 | 4% |
|-------|--------|--------|--------|--------|----|

Marketing

| | | | | | |
|--------------------------|--------|--------|--------|---------|-----|
| Brand/Product Management | 89,200 | 92,000 | 50,000 | 120,000 | 15% |
| General Marketing | 76,650 | 78,300 | 50,000 | 100,000 | 5% |

Operations

| | | | | | |
|-------|--------|---------|--------|---------|----|
| Other | 96,200 | 100,000 | 75,000 | 105,000 | 8% |
|-------|--------|---------|--------|---------|----|

Industry

| | Mean | Median | Low | High | Percent |
|----------------------|-----------|----------|-------------------|-----------|---------|
| Consulting | \$104,286 | \$92,000 | \$72,000 | \$140,000 | 8% |
| Consumer Products | 87,538 | 91,000 | 60,000 | 100,000 | 13% |
| Financial Services | 88,055 | 95,000 | 50,000 | 125,000 | 23% |
| Government | | | Insufficient data | | 2% |
| Health Care Services | 91,094 | 95,000 | 60,000 | 105,000 | 18% |
| Manufacturing | | | Insufficient data | | 4% |
| Nonprofit | 75,833 | 82,500 | 60,000 | 85,000 | 3% |
| Other | | | Insufficient data | | 4% |
| Petroleum/Energy | 106,500 | 108,000 | 106,500 | 110,000 | 4% |
| Pharma/Biotech | 99,667 | 101,004 | 54,000 | 120,000 | 10% |
| Real Estate | | | Insufficient data | | 3% |
| Technology | 84,833 | 98,000 | 50,000 | 100,000 | 5% |
| Transportation | 86,000 | 85,000 | 80,000 | 93,000 | 3% |

Geographic Region

| | Mean | Median | Low | High | Percent |
|--|-----------|-----------|-----------|------------|---------|
| Mid-Atlantic (PA, MD, VA, WV, DE, DC) | \$ 92,500 | \$100,000 | \$ 50,000 | \$ 110,000 | 7% |
| Midwest (WI, MO, KS, IA, MN, NE, MI, OH, IN, ND, SD, IL) | 92,793 | 93,000 | 60,000 | 140,000 | 15% |
| Northeast (ME, VT, NY, NH, CT, MA, NJ, RI) | 97,118 | 95,000 | 65,000 | 120,000 | 18% |
| South (NC, SC, KY, TN, GA, FL, AL, AR) | 89,500 | 92,750 | 50,000 | 130,000 | 41% |
| Southwest (CO, AZ, TX, OK, NM) | 88,750 | 95,000 | 75,000 | 105,000 | 5% |
| West (CA, HI, WA, OR, AK, MT, ID, UT, NV, WY) | 95,125 | 100,000 | 63,000 | 110,000 | 8% |
| Nashville Metro | 83,591 | 80,000 | 60,000 | 110,000 | 18% |



Class of 2009

Full-Time Employment Statistics

Top Hiring Companies

| |
|------------------------|
| Bank of America |
| Deloitte |
| ExxonMobil Corporation |
| Humana |
| Accretive Health |
| Coca-Cola Enterprises |
| Johnson & Johnson |
| Wal-Mart |

Source of Accepted Offer

School-Facilitated Activities

| | |
|--|------------|
| Internship - Originally Through School-Facilitated Activity | 24% |
| Scheduled Interviews on Campus | 18% |
| Alumni Referral | 8% |
| Resume Drop/Job Posting | 7% |
| Faculty Referral | 3% |
| Owen Interview Event (e.g., WCF, SEMBASIF, NY Interview Day) | 3% |
| Company Information Session | 2% |
| Other School-Facilitated Activities | 1% |
| Resume Book/Resume Referral | 1% |
| Total | 67% |

Student-Facilitated Activities

| | |
|---|------------|
| Personal Network - Family and Friends | 17% |
| Student-Facilitated Internship at Company | 3% |
| Previous Employer | 3% |
| Internet Job Posting | 2% |
| Other Student-Initiated Activities | 2% |
| Third-Party Sources (e.g., Executive Recruiter) | 1% |
| Total | 28% |

| | |
|----------------|----|
| No Information | 5% |
|----------------|----|

Class of 2009 Employment by Job Function

| | |
|-----------------------|-----|
| Finance/Accounting | 40% |
| Marketing | 20% |
| Consulting | 14% |
| General Management | 11% |
| Operations Management | 8% |
| Human Resources | 4% |
| Other | 3% |

Class of 2009 Employment by Industry

| | |
|----------------------|-----|
| Financial Services | 23% |
| Health Care Services | 18% |
| Consumer Products | 13% |
| Pharma/Biotech | 10% |
| Consulting | 8% |
| Technology | 5% |
| Manufacturing | 4% |
| Other | 4% |
| Petroleum/Energy | 4% |
| Nonprofit | 3% |
| Real Estate | 3% |
| Transportation | 3% |
| Government | 2% |

Geographic Placement

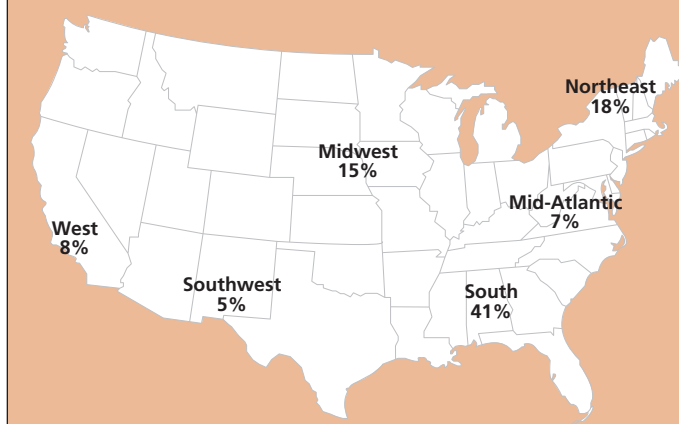
Top Metros

| |
|------------|
| Nashville |
| New York |
| Atlanta |
| Chicago |
| Louisville |

World Region

| | |
|---------------|-----|
| North America | 94% |
| Asia | 5% |
| Latin America | 1% |

North America



“Of the hundreds of business schools across the country, DaVita interviews at only a select few and the Vanderbilt Owen Graduate School of Management is one of those select few. We have been very satisfied with the quality of candidates and have made offers and hires every year we have interviewed on campus. With the real-world work experience combined with the education provided by the Owen School, these candidates have been top notch and model the core values in which DaVita focuses its search.”

—Dave Clark
Divisional Vice President, DaVita

Employers Hiring Members of the Classes of 2009 and 2010

Abbott Laboratories
Accredo Health Group
Accretive Health
Advanced Network Solutions
American Airlines
American Home Patient
American Songwriter Media
Ameris Health Systems
Amgen
Appature
Apple
Arlington Investment Partners
The Associated Press
Asurion
Avondale Partners
BAE Systems
Bank of America
BankCap Partners
Bayer
Black & Decker Corporation
Blue Shield of California
Booz Allen & Hamilton
Boston Scientific
Boyle Investment Company
Brown Forman Corporation
Canadian Trade Office
Cantor Fitzgerald
CapStar Bank
CVS Caremark
Centennial Medical Center
Cerner Corporation
Chevron Corporation
Citigroup
The City of Atlanta,
Department of Aviation
Clayton Associates
Coca-Cola Enterprises
Colgate Palmolive
Concentric Research
Courtyard Group
Credit Suisse
Cummins Filtration
DaVita
Delek US Holdings
Dell
Deloitte Consulting
Delta Air Lines, Inc.
Department of State
Deutsche Post World Net
Dollar General Corporation

Don P. Quint & Associates
E&J Gallo Winery
Eagle Fire
Eastman Kodak
Electronic Arts
Eli Lilly & Company
Emerson
Emid Inc.
EnCap Investments
Equinox Information System
ExxonMobil Corporation
Federal Management Partners
FedEx Corporation
FiledBy, Inc.
First Avenue Partners LLP
Frost Bank
GE (General Electric)
Genentech
General Mills
Goldman, Sachs & Co.
Green Cay Asset Management
Greens Power
H.J. Heinz Company
Hamilton Sundstrand
Hanesbrands
Harbert Management
Corporation
Harpeth Capital
Harpeth Consulting
Harrah's Entertainment
HCA
HCP
Healthspring
HealthStream
Healthways
Humana
ICRA
Illumina
Insight Genetics
Inspiris
IRS
Jacobs
JAKKS Pacific
Johnson & Johnson
JPMorgan Chase & Company
Kaufman Hall & Associates
KeyBanc
LEDIC Management Group
Leisurecorp
LEK Consulting

Liquor Labs, LLC
L'Oreal USA
Louisiana-Pacific Corporation
Mars PetCare US
Mattel, Inc.
McKesson Corporation
McKinsey & Company
McNeil Consumer & Specialty
Pharmaceuticals
MedAssets
Medtronic, Inc.
Mercer Capital
Merrill Lynch & Company
Methodist Hospital System
Metro-Goldwyn-Mayer Studios
Michigan Technological
University
Milestone Management
Milliman
Modern Holdings Incorporated
Monsanto
Montefiore Medical Center
Moontoast
Morgan Stanley
Middle Tennessee State
University
Music City Networks
Nashville Commercial Real
Estate Services
North Carolina Small Business
Technology Development
Center
NetApp
New Capital Partners
Nissan North America
North Highland
Northwestern Mutual Life
Not Alone
October Capital
Open Air Ventures
Ozburn-Hessey Logistics
Peabody Corner Market
Pfizer
Pharmamed
PL360 Beverage Partners
Polaris Securities
Procter & Gamble
ProVenture Commercial Real
Estate Advisors
Raymond James Financial, Inc.

RBC Capital Markets
RealNetworks, Inc.
RedRover Company
Regions Bank
Rex Distributing Co.
RJ Reynolds Tobacco Company
Samsung
Schering Plough
Seep Network
SkyBridge Capital
Spectre Capital
Spheris
Sports Management
Sterne, Agee & Leach, Inc.
Summer Entrepreneurship
Institute
SunTrust Robinson Humphrey
Tennessee SCORE
Tennessee Valley Authority
(TVA)
Thermo Fisher Scientific
Thompson Research Group
TKC Integration Services, LLC
Tortola Partners
Triton Boats
TrustCore
TSI Healthcare
UBS Investment Bank
Uloop, Inc.
Uncle Sam's New York
University of Chicago
UNUM
US Airways
Vanderbilt Office of
Investments
Vanderbilt University
Vanderbilt University Medical
Center
VF Imagewear
Waller, Lansden, Dortch &
Davis PLLC
Wal-Mart
Wells Fargo
Wipro Technologies
World Financial Group
World Kitchen
Wyeth Pharmaceuticals
Z Capital Partners



VANDERBILT

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Our Promise

To students:

Here is a place where you will be challenged to achieve your potential; find support as you shape your future; discover lifelong friends and mentors; and open doors to new possibilities.

To faculty and staff:

Here is a place where you can engage, think, reach, teach, influence people, and transform the world around you.

To business:

Here is a place where you will find the men and women who have the skills, the drive, and the determination to move your organization forward.

To alumni:

Here is a place that you can call home, build business relationships, and inspire those who follow to reach even higher.