



2010 Employment Report

Vanderbilt MBA >
OWEN GRADUATE SCHOOL OF MANAGEMENT



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To Friends and Associates of Owen,

We are pleased to present the Vanderbilt MBA Employment Report for the Classes of 2010 and 2011. Coming off an extremely difficult year, I am pleased to report that important strides have been made in most of the performance metrics used to gauge the success of our career management initiatives. These improved results are due in no small part to those companies that recruit at Owen year after year, as well as a fresh inflow of companies that have learned of Owen's commitment to excellence. A talented and diverse student body, an extremely loyal alumni base that recognizes the value of a Vanderbilt MBA, and a Career Management Center Staff dedicated to preparing and guiding students for the rigors of the marketplace, all have done yeoman's work in a still fragile MBA recruitment environment.



As a number of innovative programs undertaken last year mature and take hold, the Career Management Center is hard at work to create and sustain new programs to strengthen existing employer relationships and to expose our talented students to an ever-widening universe of potential employers. Ongoing initiatives such as Wall Street Week, West Coast Forum, New York Interview Day, Southeastern MBA Schools Interview Forum and an expanding number of career fairs are complemented by technology and media innovations.

Despite an uncertain economic environment, the efforts of our key stakeholders have resulted in more on-campus recruiting visits and resume postings than at this time last year. Moreover, first-time appearances by two Fortune 500 companies, as well as a number of other companies seeking Owen talent for the first time, augur well for the future.

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. I invite you to come and join us in this exciting enterprise!

Sincerely,

Read D. McNamara
Executive Director, Career Management Center
615.322.6176
read.mcnamara@owen.vanderbilt.edu

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

Web - www.RecruitAtOwen.com
Email - cmc@owen.vanderbilt.edu
Phone - 615.322.4069



Emily Anderson
Senior Associate Director
615.322.4068
emily.anderson@owen.vanderbilt.edu
Career Path Expertise: Finance (MBA), Health Care



John Hamilton
Senior Associate Director
615.343.0621
john.hamilton@owen.vanderbilt.edu
Career Path Expertise: Marketing, HOP



Patrick Slay
Senior Associate Director
615.322.4076
patrick.slay@owen.vanderbilt.edu
Career Path Expertise: Operations, Consulting



Blake Gore
Associate Director
615.322.4978
blake.gore@owen.vanderbilt.edu
Career Path Expertise: Master of Science in Finance, Real Estate



Debbie Clapper
Associate Director
Executive & Alumni Career Services
615.322.3797
debbie.clapper@owen.vanderbilt.edu



Sylvia Boyd
Assistant Director
Corporate Relations
615.322.4975
sylvia.boyd@owen.vanderbilt.edu



Sandy Kinnett
Assistant Director
Employer Development
615.343.1122
sandy.kinnett@owen.vanderbilt.edu

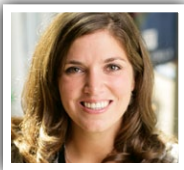


Amy Zimmerman
Assistant Director
Recruiting and Operations
615.322.4452
amy.zimmerman@owen.vanderbilt.edu

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 2011

Internship Statistics

Internship Salary Data

Mean Monthly Salary	\$5,438	Internships That Were Paid	88%
Median Monthly Salary	\$5,400	Percent of Students with an Internship	99%
Monthly Salary Range	\$1,750-\$10,500		

Job Function	Percent Placed	Monthly Mean Salary	Monthly Median	Monthly	
				Low	High
Consulting	7%	\$7,683	\$7,475	\$3,600	\$10,500
Finance	30%	5,335	5,090	1,750	8,333
General Management	13%	5,928	6,000	5,000	6,920
Human Resources	8%	4,834	4,814	3,170	6,100
Marketing	25%	5,433	5,400	2,400	8,350
Operations	9%	4,480	5,000	2,700	6,100
Other	8%	4,473	4,000	2,400	7,000

Industry

Consulting	5%	\$7,500	\$8,250	\$3,500	\$10,500
Consumer Products	14%	5,053	5,000	3,200	7,152
Financial Services	21%	5,781	5,733	1,750	8,350
Government/Non-profit	3%	Insufficient data			
Pharma/Biotech/Health Care	20%	5,585	6,100	2,400	7,750
Manufacturing	6%	5,180	5,400	3,600	6,100
Media/Entertainment	1%	Insufficient data			
Other	15%	4,253	4,050	1,920	6,600
Petroleum/Energy	3%	6,336	6,000	5,500	7,508
Real Estate	5%	5,750	7,200	2,250	7,800
Technology	7%	5,251	5,500	3,200	6,100

Geographic Region

International	3%	Insufficient data			
Mid-Atlantic	6%	\$5,116	\$4,700	\$3,000	\$8,333
Midwest	7%	6,057	5,970	5,400	7,200
Northeast	18%	6,158	6,431	2,400	8,350
South	49%	4,775	4,100	1,750	10,500
Southwest	6%	5,210	5,000	1,920	8,333
West	11%	6,849	6,450	4,400	10,500
Greater Nashville	33%	3,807	4,000	1,750	6,500

Class of 2011 Profile

Total Number of Students	184
Number of Students Not Seeking an Internship	30
Number of Students Seeking an Internship	152
Number of Students Accepting an Internship	150
Percent of Students with an Internship	99%

Geographic Placement

Top Metros

Nashville
New York
Atlanta
Los Angeles
San Francisco
Washington DC

Top Hiring Companies

General Electric
Goldman Sachs
Nissan
Vanderbilt University Medical Center
Bank of America Merrill Lynch
Barclays
Deloitte
Mars, Inc.

Source of Internships

School-Facilitated Activities	
Alumni Referral	8%
Faculty Referral	1%
National or International	
Graduate-Level Career Conferences	2%
Other School-Facilitated Activities	3%
Resume Drop/Job Posting	23%
Scheduled Interviews on Campus	27%
Total	64%
Student-Facilitated Activities	
Previous Employer	1%
Family and Friends	15%
Internet Job Posting	7%
Third Party Source Such as an	
Executive Recruiter	2%
Other Student-Initiated Activities	3%
Total	28%
No Information	8%

"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 2010

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 2010 Profile Upon Enrollment

Number of Students	176
Average Age	28
Age Range	22-46
U.S. Citizens/Perm. Residents	82%
Minorities (U.S. Citizens)	11%
Non-U.S. Citizens	18%
Female	25%
Work Experience (avg. years)	4.6
Less than 1 year	3%
1-2 years	12%
3-4 years	38%
5-6 years	29%
7-8 years	12%
8+years	6%
Undergraduate Major	
Business	32%
Computer Science	3%
Economics	18%
Engineering	13%
Humanities	10%
Science	4%
Social Science	10%
Other	3%
Post Graduation	
Number of Graduates	171
Number of Students Seeking Employment	140
Percent of Students Seeking Employment	82%
Received Offer within 90 Days	87%
Accepted Employment within 90 Days	83%
Number of Students Not Seeking Employment	20
Percent of Students Not Seeking Employment	12%
Company Sponsored	5%
Continuing Education	1%
Starting New Business	6%
Number of Students Reporting Information on Employment	160
Percent of Students Reporting Information on Employment	94%

Timing of Offers & Acceptance

		By 3 Months	
		By Graduation	after Graduation
		May 14, 2010	August 14, 2010
		Number	Percent

Job Offers

U.S. Citizen/Permanent Resident	88	73%	108	90%
Foreign National	9	45%	14	70%
Total	97	69%	122	87%

Job Acceptances

U.S. Citizen/Permanent Resident	80	67%	102	85%
Foreign National	8	40%	14	70%
Total	88	63%	116	83%

Salary Data

Total Class	Mean	Median	Low	High
Base Salary				
U.S. Citizen/Permanent Resident	\$87,355	\$87,750	\$50,000	\$150,000
Foreign National	75,524	90,000	25,000	93,000
Total	86,234	88,000	25,000	150,000
Signing Bonus				
U.S. Citizen/Permanent Resident	\$17,949	\$10,000	\$2,500	\$50,000
Foreign National	11,375	11,750	5,000	17,000
Total	17,337	10,000	5,000	50,000
Other Guaranteed Compensation				
U.S. Citizen/Permanent Resident	\$24,768	\$15,000	\$2,500	\$210,000
Foreign National			<i>Insufficient data</i>	
Total	24,980	15,000	2,500	210,000

Job Function	Mean	Median	Low	High	Percent
Consulting	\$92,600	\$90,000	\$60,000	\$125,000	10%
Finance/Accounting	87,625	87,750	25,000	150,000	32%
General Management	87,000	90,000	50,000	105,000	11%
Human Resources	87,750	83,000	80,000	105,000	4%
Marketing	83,799	90,000	40,470	110,000	28%
Information Technology	88,000	88,000	86,000	90,000	3%
Operations Management	68,347	70,000	58,000	77,040	3%
Other	84,143	84,000	60,000	100,000	9%

Job Function - Detail	Mean	Median	Low	High	Percent
Consulting					
Health Care	\$82,000	\$90,000	\$66,000	\$90,000	3%
Management/Strategy	97,143	95,000	60,000	125,000	7%
Finance					
Corporate	86,068	82,000	70,000	110,000	10%
Investment Banking	88,333	100,000	25,000	105,000	9%
Investments	89,722	82,500	60,000	150,000	8%
Other	86,000	90,000	70,000	95,000	4%
Human Resources	87,750	83,000	80,000	105,000	4%
General Management					
General Services			<i>Insufficient data</i>		3%
Leadership Development Program	86,857	90,000	50,000	105,000	8%
Information Technology	88,000	88,000	86,000	90,000	3%
Marketing					
Brand/Product Management	88,036	90,000	70,000	100,000	16%
General Marketing	82,125	85,000	50,000	110,000	9%
Sales	68,490	75,000	40,470	90,000	3%
Operations	68,347	70,000	58,000	77,040	3%
Other	84,143	84,000	60,000	100,000	9%

Industry	Mean	Median	Low	High	Percent
Consulting	\$89,538	\$88,000	\$60,000	\$120,000	12%
Consumer Products	88,500	90,000	70,000	110,000	14%
Financial Services	86,833	87,000	25,000	150,000	23%
Government			<i>Insufficient data</i>		2%
Pharma/Biotech/Health Care	88,750	92,000	50,000	105,000	13%
Manufacturing	87,800	90,000	82,000	90,000	4%
Media/Entertainment			<i>Insufficient data</i>		1%
Non-Profit	77,000	80,000	58,000	90,000	4%
Other	85,386	90,000	60,000	100,000	11%
Petroleum/Energy	81,294	80,000	40,470	110,000	5%
Real Estate	88,750	87,500	85,000	95,000	3%
Technology	82,333	75,000	67,000	105,000	7%

Geographic Region	Mean	Median	Low	High	Percent
Mid-Atlantic (PA, MD, VA, WV, DE, DC)	\$85,068	\$87,500	50,000	\$110,000	8%
Midwest (WI, MO, KS, IA, MN, NE, MI, OH, IN, ND, SD, IL)	106,500	94,000	86,000	150,000	5%
Northeast (ME, VT, NY, NH, CT, MA, NJ, RI)	90,308	100,000	58,000	110,000	14%
South (NC, SC, KY, TN, GA, FL, AL, AR)	82,362	82,500	50,000	125,000	53%
Southwest (CO, AZ, TX, OK, NM)	90,333	91,500	80,000	106,000	6%
West (CA, HI, WA, OR, AK, MT, ID, UT, NV, WY)	95,955	95,000	85,000	105,000	12%
Nashville Metro	78,259	75,000	50,000	100,000	32%



Class of 2010 Full-Time Employment Statistics

Top Hiring Companies

American Airlines	Mapco Express
Asurion	Mattel
Bank of America	Morgan Stanley
Capco	Procter & Gamble
DaVita	Regions Bank
Deloitte	UBS
ExxonMobil	Vanderbilt University
Goldman Sachs	Medical Center
HCA	Wal-Mart

Note: All companies listed hired two full-time students from the Class of 2010, with the exception of Bank of America and VUMC who each hired three.

Source of Accepted Offer

School-Facilitated Activities

Alumni Referral	9%
Faculty Referral	2%
Internship - Originally Through School-Facilitated Activity	4%
Job Posting/Resume Drop	9%
Other School Recruiting Activity	4%
National or International Graduate Career Conferences	3%
Scheduled Interviews On-Campus	20%
Total	51%

Graduate Facilitated Activities

Personal Network-Family and Friends	16%
Internet Job Posting	7%
Other Student-Initiated Activities	3%
Student-Facilitated Internship at Company	3%
Previous Employer	4%
Newspaper, Magazine or Other Advertisement	1%
Third Party Sources	3%
Total	37%
No Information	12%
Total	100%

Class of 2010 Employment by Job Function

Finance/Accounting	32%
Marketing	28%
General Management	11%
Consulting	10%
Other	9%
Human Resources	4%
Operations Management	3%
Information Technology	3%

Class of 2010 Employment by Industry

Financial Services	23%
Consumer Products	14%
Pharma/Biotech/Health Care	13%
Consulting	12%
Other	11%
Technology	7%
Petroleum/Energy	5%
Manufacturing	4%
Nonprofit	4%
Real Estate	3%
Government	2%
Media/Entertainment	1%

Geographic Placement

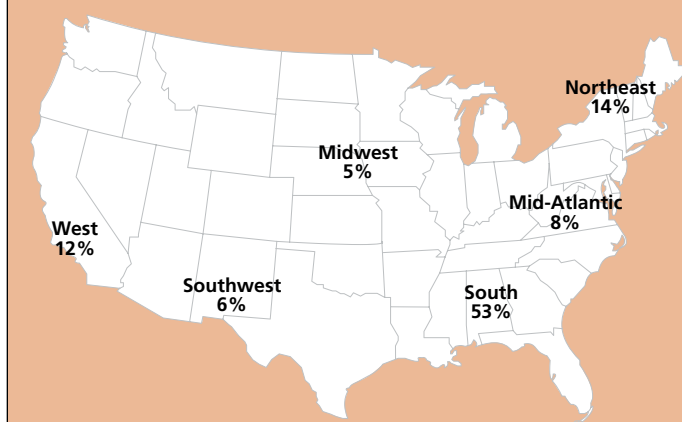
Top Metros

Nashville
New York
Atlanta
Washington DC
San Francisco
Los Angeles

World Region

North America	98%
Asia	2%

North America



“AT&T enjoys recruiting at the Owen Graduate School of Management because of the focused, hardworking students. We consistently acquire stellar students into our leadership programs that represent the next generation of executive leaders for AT&T.”

— **Minerva Mitchell**
Senior University Relations
Manager, AT&T

Employers Hiring Members of the Classes of 2010 and 2011

2nd Generation Capital
Abmart
Accredo Health Group
Accretive Health
Adobe Systems
AgaMatrix
Alcon Laboratories
Almazy Anabara JSC
Amazon
American Airlines
American Synthetics
Amgen
AmSurg
Apple, Inc.
Arlington Capital
Art.com
Asurion
AT&T
Autodesk
Bank of America Merrill Lynch
Barclays Capital
Bayer Corporation
BCBST Joint Venture
Best Cast Inc.
Booz Allen Hamilton
Boyle Investment Company
Brambles
BrandJuice
Brauer Capital
Bristol-Myers Squibb
Business Aircraft Leasing, Inc.
C.B. Fleet
Cabanas Okey
Capco
CapControls, LLC
CB Richard Ellis
Center for Creative Leadership
Charles River Laboratories
International, Inc.
China Development
Financial Holdings
Citi
Clayton Associates, LLC
Coca-Cola Bottling Company
United
Comdata
Convinus
Corporate Executive Board
Credit Suisse
Cumberland Consulting

Cummins, Inc.
Danone Group
DaVita
DBI Beverage
Delek US Holdings, Inc.
Deloitte Consulting
Delta Air Lines
Deutsche Bank
DigiSynd, a Walt Disney
Company
Duke Energy Corp.
Dun & Bradstreet
Eaton Corporation
ECG Management Consultants
EDG Partners
edo Interactive
EnerNOC
Environmental Defense
ExxonMobil
Federal Management Partners
FedEx
First Federal Bank
First Tennessee Bank
Ford Motor Company
GE Healthcare
Gen Cap America, Inc.
General Electric
General Mills
GHX
Global Healthcare Exchange
Goldman, Sachs & Company
Griffin Financial Group
H. J. Heinz Company
Hamilton Sundstrand
Hanesbrands Inc.
Harbor View Advisors
Harpeth Capital, LLC
Harpeth Consulting
Hauser Group
HCA Hospital Corporation
of America
HealthSpring
HealthStream
Healthtrust Purchasing Group
Hewlett-Packard
Hilti North America
Hilton Hotels, Inc.
Hogan & Associates
Construction
The Home Depot

Housatanic Community College
Hudson Capital Energy
Humana
Ingram Entertainment
Insight Genetics
Inspiris, Inc.
International Broadcasting
Bureau
Invisio
Invivolink
Jefferies & Co.
Johnson & Johnson
Johnston & Murphy
JP Morgan Investment Banking
JW Aluminum Company
Kaplan
Legacy Partners
Liberty Mutual Group
Life Technologies
LifePoint Hospitals
Lone Star Circle of Care
Madison Street Partners
Mapco Express
Mars, Inc.
Massachusetts General Hospital
Mattel Inc.
McKesson Corp.
Medtronics
The Methodist Hospital
Microsoft
Modern Holdings Inc.
Moontoast.com
Morgan Keegan
Motorola
Mountain Group Capital, LLC
Nashville Commercial
National Media Inc.
Nestle USA
Newell Rubbermaid
Nissan North America
The North Highland Company
Nycomed US Inc.
Owen Graduate School of
Management
Pace Payment Systems
PCUBED
Pfizer, Inc.
PharmMD
Pitt County Memorial Hospital
PricewaterhouseCoopers

Procter & Gamble
ProLogis
ProVenture Commercial Real
Estate
Raytheon Company
Reckitt Benckiser
Regions Bank
Restoration Capital
Revlon Consumer Products Corp.
Rhapsody International
Rich-Seapak
Rise Health
RUM Ventures
(Rummery Group)
Sagent Advisors
Sanofi Aventis
Schneider Electric
Scripps Health
The Seaport Group
Selig Enterprises
ServiceMaster
Sigma-Aldrich
SunTrust Bank
SunTrust Robinson Humphrey
Tampa General Hospital
Tennessee State Pension Fund
Thermo Fisher Scientific
Thompson Research Group
Thomson Reuters
Tricon Energy
Tri-State Capital Bank
TrustCore
UBS Investment Bank
UPS
US Airways
Vanderbilt Children's Hospital
Vanderbilt University Medical
Center
Vanderbilt University, Office of
Technology Transfer and
Enterprise Development
Verizon Wireless
Vinson & Elkins
Vulcan Materials
Waller, Lansden,
Dortch & Davis, LLP
Wal-Mart
WellSpringConcepts.biz
Wipro Technologies
Z Capital Partners



VANDERBILT

Owen Graduate School of Management

Career Management Center

401 21st Avenue South
Nashville, TN 37203

Telephone: 615.322.4069

Fax: 615.343.4661

email: cmc@owen.vanderbilt.edu

www.RecruitAtOwen.com

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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.