2014 EMPLOYMENT REPORT
CAREER MANAGEMENT CENTER
RECRUITING AT COLUMBIA BUSINESS SCHOOL

As the only Ivy League business school immersed in New York City, Columbia Business School provides its students with unrivaled access to the pulse of business. Our MBAs are exposed to countless businesses and business leaders, both inside and outside the classroom, allowing them to apply lessons learned in class directly to real-world challenges. The School’s position at the very center of business provides students unique opportunities for full-time work and summer and school-year internships. Our graduates are adept at navigating change and offering innovative solutions in an increasingly complex business world.

From prerecruiting events to customized résumé books, the Career Management Center is here to help you find Columbia talent perfectly tailored to take your business to the next level. We work with hiring organizations in every industry across the public, private, and nonprofit sectors, internationally and domestically, to develop effective and efficient recruiting strategies. For more, visit us at gsb.columbia.edu/recruiters.

“Whatever your organization’s needs or industry, the Career Management Center will help you succeed by connecting your business with the Columbia community and our talented, passionate students and alumni.”
—Regina Resnick, Associate Dean and Managing Director, Career Management Center

“Our graduates enter the business world with a cutting-edge education from thought leaders, unmatched exposure to the pulse of industry, and access to a diverse, engaged entrepreneurial community—truly prepared to make a lasting impact in any field.”
—Glenn Hubbard, Dean and Russell L. Carson Professor of Finance and Economics

Visit the Career Management Center at gsb.columbia.edu/recruiters
Post positions online at gsb.columbia.edu/jobpost
ENTREPRENEURIAL MINDSET

At Columbia Business School, innovative thinking gives way to entrepreneurial ideas with big impact. Our core curriculum places entrepreneurial principles at the center of the academic experience, and we have access to resources to help them turn their business dreams into realities. The School’s Eugene Lang Entrepreneurship Center and initiatives like IE@Columbia, which provides a platform to develop new ideas by leveraging skills and knowledge across the University, encourage our graduates to seek opportunity wherever their careers take them, in organizations large and small, in any sector.

“Intelligence comes from meeting new people, learning new things, and sharing new ideas. Being entrepreneurial is not just about starting a business; it’s also about growing a business, and it’s required in today’s organizations. We’re giving our students the ability to think innovatively about their careers and businesses—a valuable skillset in any position or industry.”

—Vincent Ponzo
Director, The Eugene Lang Entrepreneurship Center

22 students in the class of 2014 reported that they are starting their own businesses.

DIVERSITY IN ALUMNI EMPLOYMENT
BY INDUSTRY IN 2014

* Includes permanent US residents

ENTREPRENEURIAL MINDSET

GRADUATE EMPLOYMENT

From technology to finance, real estate to social enterprise—our students are positioned to influence their industries thanks to their efforts during the 2014 recruiting season. Through on-campus recruiting, skillful networking, and job postings on COIN, our proprietary job board, Columbia MBA graduates found full-time positions in a wide variety of businesses and functions across 30 countries. As always, our active network of more than 42,000 alumni played a central role.

2014 GRADUATES COMPENSATION SUMMARY*

* Includes education and government

SOURCE OF OPPORTUNITY

74% SCHOOL-FACILITATED OPPORTUNITIES

28% Scheduled Interviews
On- and Off-Campus

20% School-Facilitated Internships

11% COIN Job Postings

6% Networking

9% Other

26% GRADUATE-FACILITATED OPPORTUNITIES

13% Working

3% Graduate Facilitated Internships

2% Previous Employer

8% Other

745 students entered in the class of 2014

3.5 Average Undergraduate GPA

680-760 GMAT Range (middle 80%)

5 Average Years of Work Experience

95% students who reported their job satisfaction as a 4 or 5 on a scale of 5.

CLASS OF 2014 AT A GLANCE

Non-US Citizens 37%

38% Non-US Citizens

Women

37% Non-US Citizens

38% Non-US Citizens

5 Average Years of Work Experience

21–36 Age Range

33% Percent Minorities of US Origin

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### 2014 Graduates: Compensation by Industry

Data on these two pages includes information on 94 sponsored students returning to their employers but excludes 22 students starting their own businesses. See footnote at bottom for employment information excluding sponsored students.*

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th>%</th>
<th>BASE SALARY RANGE</th>
<th>MEDIAN</th>
<th>OTHER COMPENSATION*</th>
<th>%</th>
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</thead>
<tbody>
<tr>
<td><strong>Consulting</strong></td>
<td>34.3</td>
<td></td>
<td></td>
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<tr>
<td>Strategic/Management</td>
<td>32.9</td>
<td>95,000 - 180,000</td>
<td>135,000</td>
<td>2,000 - 215,000</td>
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<tr>
<td>Other</td>
<td>1.4</td>
<td>100,000 - 160,000</td>
<td>121,000</td>
<td>8,000 - 40,000</td>
<td>20,000</td>
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<tr>
<td><strong>Financial Services</strong></td>
<td>35.0</td>
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<td></td>
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<tr>
<td>Commercial Banking</td>
<td>1.1</td>
<td>110,000 - 150,000</td>
<td>115,000</td>
<td>29,950 - 30,000</td>
<td>29,975</td>
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<tr>
<td>Consumer Banking/Credit Cards</td>
<td>1.7</td>
<td>80,000 - 135,000</td>
<td>108,000</td>
<td>5,000 - 140,000</td>
<td>25,000</td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>1.6</td>
<td>100,000 - 130,000</td>
<td>100,000</td>
<td>30,000 - 70,000</td>
<td>30,000</td>
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<tr>
<td>Investment Banking/Brokerage</td>
<td>1.6</td>
<td>95,000 - 175,000</td>
<td>100,000</td>
<td>20,000 - 150,000</td>
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<tr>
<td><strong>Manufacturing</strong></td>
<td>5.9</td>
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<td></td>
<td></td>
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<tr>
<td>Consumer Products</td>
<td>4.7</td>
<td>70,000 - 150,000</td>
<td>102,000</td>
<td>15,000 - 60,000</td>
<td>27,500</td>
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<tr>
<td>Other</td>
<td>1.2</td>
<td>50,000 - 275,000</td>
<td>127,500</td>
<td>10,000 - 150,000</td>
<td>50,000</td>
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<tr>
<td><strong>Media/Technology (Non-Health)</strong></td>
<td>13.7</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Entertainment</td>
<td>1.6</td>
<td>48,000 - 200,000</td>
<td>110,000</td>
<td>5,000 - 20,000</td>
<td>12,500</td>
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<tr>
<td>Internet Services/E-Commerce</td>
<td>7.5</td>
<td>50,000 - 165,000</td>
<td>115,000</td>
<td>4,500 - 160,750</td>
<td>25,000</td>
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<tr>
<td>Software/Telecom</td>
<td>2.3</td>
<td>65,000 - 180,000</td>
<td>105,000</td>
<td>15,000 - 194,000</td>
<td>35,000</td>
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<tr>
<td>Other</td>
<td>2.3</td>
<td>80,000 - 140,000</td>
<td>120,000</td>
<td>10,000 - 50,500</td>
<td>25,000</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>11.1</td>
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<td></td>
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<tr>
<td>Education/Government/Nonprofit</td>
<td>2.3</td>
<td>24,000 - 100,000</td>
<td>93,000</td>
<td>2,000 - 22,420</td>
<td>10,000</td>
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<tr>
<td>Healthcare (including Pharmaceuticals)</td>
<td>1.6</td>
<td>52,300 - 130,000</td>
<td>107,500</td>
<td>15,000 - 28,000</td>
<td>20,000</td>
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<tr>
<td>Real Estate</td>
<td>3.3</td>
<td>80,000 - 160,000</td>
<td>110,000</td>
<td>5,000 - 30,100</td>
<td>10,000</td>
</tr>
<tr>
<td>Retail</td>
<td>1.8</td>
<td>90,000 - 125,000</td>
<td>97,500</td>
<td>7,500 - 10,000</td>
<td>8,750</td>
</tr>
<tr>
<td>Other</td>
<td>2.3</td>
<td>30,000 - 200,000</td>
<td>104,988</td>
<td>10,000 - 40,000</td>
<td>18,750</td>
</tr>
</tbody>
</table>

*Includes sign-on, year-end, and other guaranteed compensation besides base salary but does not include tuition reimbursement, relocation compensation, carry, or non-guaranteed performance bonuses.

*Indicates less than 1%.

In compliance with MBA CSEA reporting standards, student information is collected through four months after graduation each year and only includes data for jobs obtained by three months after graduation. The above data, however, also includes sponsored students returning to their employers, which does not adhere to MBA CSEA reporting standards. We have done so to present a more accurate view of the employment composition for our 2014 graduates.

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### 2014 Graduates: Compensation by Function

**Function:** Consulting 26.4%, Financial Services 39.7%, Manufacturing 6.4%, MediaTech 15.9%, Other 11.6%

**Function:** Consulting 31.1%, Finance Internal 6.9%, Financial Services 34.4%, Management 10.4%, Marketing 8.7%, Other 8.5%

**Function:** Technology 1.5, 90,000 - 144,000, 115,000, 4,500 - 160,750, 42,500, 75.0%

**Function:** Other 2.0, 52,300 - 200,000, 95,000, 5,000 - 18,000, 8,000, 36.4%

*Includes sign-on, year-end, and other guaranteed compensation besides base salary but does not include tuition reimbursement, relocation compensation, carry, or non-guaranteed performance bonuses.

*Indicates less than 1%.
For our 549 September-entry students in the Class of 2015, the summer provides an opportunity to explore a new function or industry. Internships are also valuable to companies in assessing a student’s fit for full-time employment after graduation.

Our 199 January-entry students do not seek internships, since they take classes during the summer term. Companies often visit campus over the summer to meet this group of MBAs. For these students in particular, and increasingly for all students, school-year internships and projects provide connections to employers.

CLASS OF 2015 AT A GLANCE

- **3.5** Average Undergraduate GPA
- **680–760** GMAT Range (Median 650)
- **23–40** Age Range
- **38%** Non-US Citizens
- **33%** Women

*January entrants complete their MBAs in four consecutive terms and do not participate in summer internships.

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**INTERNSHIP EMPLOYMENT**

“As a business student pursuing a career in media and entertainment, I knew that I was embarking on the road less traveled. Not only did the Career Management Center facilitate vital introductions throughout my recruiting process, the CMC’s support of the Media Management Association’s Los Angeles Media Trek helped expand my network to the West Coast, which played a key role in my acceptance of a summer internship and then a full-time offer with the Walt Disney Studios.”

—Claisian Phillips ’14
The Walt Disney Studios

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**SOURCE OF OPPORTUNITY**

- **84%** SCHOOL-FACILITATED OPPORTUNITIES
  - Scheduled Interviews On- and Off-Campus
  - 45%
  - CoIN Job Postings
  - 19%
  - Networking
  - 7%
  - Alumni/Faculty/Resume Referrals
  - 5%
  - Corporate Events
  - 2%
  - Other
  - 6%
- **16%** STUDENT-FACILITATED OPPORTUNITIES
  - Networking
  - 9%
  - Job Postings
  - 2%
  - Previous Employer
  - 1%
  - Other
  - 4%


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**2014 INTERNS**

**SALARY BY INDUSTRY**

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th>%</th>
<th>MONTHLY SALARY RANGE*</th>
<th>MEDIAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONSULTING</td>
<td>19.1</td>
<td>2,400–22,192</td>
<td>10,667</td>
</tr>
<tr>
<td>Strategic/Management</td>
<td>17.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>2.0</td>
<td>3,600–12,700</td>
<td>7,783</td>
</tr>
<tr>
<td><strong>FINANCIAL SERVICES</strong></td>
<td>44.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consumer Banking/Credit Cards</td>
<td>1.2</td>
<td>7,682–8,353</td>
<td>7,682</td>
</tr>
<tr>
<td>Diversified Financial Services</td>
<td>1.2</td>
<td>1,743–10,000</td>
<td>8,333</td>
</tr>
<tr>
<td>Investment Banking/Brokerage</td>
<td>21.5</td>
<td>1,280–17,000</td>
<td>8,333</td>
</tr>
<tr>
<td>Investment Management: Hedge Funds/Mutual Funds</td>
<td>6.6</td>
<td>2,000–13,000</td>
<td>7,250</td>
</tr>
<tr>
<td>Private Equity</td>
<td>5.4</td>
<td>300–10,000</td>
<td>3,600</td>
</tr>
<tr>
<td>Venture Capital</td>
<td>1.2</td>
<td>2,000–5,200</td>
<td>2,000</td>
</tr>
<tr>
<td>Other Investment Management</td>
<td>6.0</td>
<td>2,000–20,000</td>
<td>8,333</td>
</tr>
<tr>
<td>Other</td>
<td>1.5</td>
<td>2,400–12,000</td>
<td>6,100</td>
</tr>
<tr>
<td><strong>MANUFACTURING</strong></td>
<td>8.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consumer Products—Beverages/Food</td>
<td>2.8</td>
<td>4,800–7,879</td>
<td>6,800</td>
</tr>
<tr>
<td>Consumer Products—Other</td>
<td>4.0</td>
<td>2,767–6,416</td>
<td>6,000</td>
</tr>
<tr>
<td>Other</td>
<td>1.4</td>
<td>2,400–9,000</td>
<td>7,280</td>
</tr>
<tr>
<td><strong>MEDIA/TECHNOLOGY (NON-USA)</strong></td>
<td>12.6</td>
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</tr>
<tr>
<td>Digital/Hardware/Software/Telecom</td>
<td>3.2</td>
<td>2,500–8,800</td>
<td>6,750</td>
</tr>
<tr>
<td>Entertainment (Film/Music/TV/Sports/Las Vegas)</td>
<td>2.0</td>
<td>1,550–7,000</td>
<td>5,340</td>
</tr>
<tr>
<td>Internet Services/E-Commerce</td>
<td>5.6</td>
<td>1,250–8,000</td>
<td>7,150</td>
</tr>
<tr>
<td>Other</td>
<td>1.8</td>
<td>4,000–10,000</td>
<td>8,200</td>
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<tr>
<td><strong>OTHER</strong></td>
<td>15.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Education(Government)/Nonprofit</td>
<td>2.4</td>
<td>1,200–4,000</td>
<td>2,800</td>
</tr>
<tr>
<td>Healthcare (including Pharmaceuticals)</td>
<td>2.4</td>
<td>1,616–8,000</td>
<td>5,232</td>
</tr>
<tr>
<td>Real Estate</td>
<td>4.4</td>
<td>2,000–10,417</td>
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<tr>
<td>Retail</td>
<td>4.0</td>
<td>1,600–11,400</td>
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<tr>
<td>Other</td>
<td>2.3</td>
<td>300–13,750</td>
<td>4,640</td>
</tr>
</tbody>
</table>

* Salary ranges do not reflect those students who did not receive compensation.

* Indicates less than 1%

**2014 INTERNS**

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<table>
<thead>
<tr>
<th>FUNCTION</th>
<th>%</th>
<th>MONTHLY SALARY RANGE*</th>
<th>MEDIAN</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONSULTING Management Consulting</td>
<td>23.6</td>
<td>1,200–22,192</td>
<td>10,400</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>3.2</td>
<td>1,600–10,000</td>
<td>5,400</td>
</tr>
<tr>
<td>FINANCE (INTERNAL)</td>
<td>8.7</td>
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<tr>
<td>Business/Corporate Development</td>
<td>3.7</td>
<td>2,400–10,000</td>
<td>8,500</td>
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<tr>
<td>Corporate Finance</td>
<td>2.0</td>
<td>5,440–9,000</td>
<td>7,838</td>
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<tr>
<td>FINANCIAL SERVICES</td>
<td>38.4</td>
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</tr>
<tr>
<td>Buy-Side/Sell-Side Research</td>
<td>6.5</td>
<td>1,280–20,000</td>
<td>8,000</td>
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<tr>
<td>Investment Banking/MBA</td>
<td>14.1</td>
<td>2,800–17,000</td>
<td>8,333</td>
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<tr>
<td>Investment Management</td>
<td>6.2</td>
<td>2,000–13,000</td>
<td>8,000</td>
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<tr>
<td>Private Client Services/Wealth Management</td>
<td>2.0</td>
<td>4,000–9,000</td>
<td>8,333</td>
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<td>Private Equity/ROs</td>
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<td>300–10,000</td>
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<td>Sales and Trading</td>
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<td>Venture Capital</td>
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<td>Other</td>
<td>2.7</td>
<td>1,743–10,417</td>
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<td>MANAGEMENT</td>
<td>4.9</td>
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<td>General Management</td>
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<td>Operations</td>
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<td>Project Management</td>
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<td>3,500–8,800</td>
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<td>Other</td>
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<td>Brand/Product Management</td>
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<td>6,175</td>
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<td>Business/Product Development</td>
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<td>1,250–8,000</td>
<td>4,500</td>
</tr>
<tr>
<td>Other</td>
<td>4.5</td>
<td>2,400–8,333</td>
<td>6,200</td>
</tr>
<tr>
<td>REAL ESTATE</td>
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<tr>
<td>Development/Construction</td>
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<td>2,000–9,583</td>
<td>4,800</td>
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<tr>
<td>Finance</td>
<td>2.5</td>
<td>4,800–10,417</td>
<td>7,000</td>
</tr>
<tr>
<td>Other</td>
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<td>5,000–10,400</td>
<td>7,700</td>
</tr>
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<td>OTHER FUNCTIONS</td>
<td>4.5</td>
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<tr>
<td>Other</td>
<td>4.5</td>
<td>300–13,750</td>
<td>5,200</td>
</tr>
</tbody>
</table>

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*Indicates less than 1%
Columbia Business School's Board of Overseers, composed of distinguished global business leaders from a diverse range of fields, plays an active role in shaping our unique brand of education and helping to increase the impact the Columbia community has on business and society.

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Columbia Business School students accepted positions with a broad range of companies in 2014. Organizations that hired more than one student from a class year are bolded. Organizations that hired for both full-time and summer positions are in italics.

Undergraduate Careers in Energy, Healthcare, and Real Estate: Broad intellectual interests, covering industries such as energy, healthcare, and real estate. Microfinance, green technology, and international development in emerging markets.

Organizations that hired for both full-time and summer positions are in italics. Organizations that hired for both full-time and summer positions are in italics.

**TOP EMPLOYERS OF 2014 GRADUATES**

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>Mike</td>
<td>Bain &amp; Company</td>
<td>$1,300,000</td>
<td>Bain</td>
<td>$600,000</td>
<td>$1,000,000</td>
<td>$800,000</td>
<td>$1,200,000</td>
<td>$900,000</td>
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**INTERESTS BEYOND THE NUMBERS**

Behind our Employment Report numbers are the unique stories of our students. They come to us from nearly 50 countries and advance their careers in a wide range of fields. After graduation, they pursue opportunities in everything from digital media to retail to nonprofit areas. They’re focused not just on the bottom line but on making a real difference, applying their skills in microfinance, green technology, and international development in emerging markets.

Even in more traditional areas like consulting and finance, our MBAs find ways to satisfy their broad intellectual interests, covering industries such as energy, healthcare, and real estate. The diversity of our graduates’ focus is one of the key elements that makes our network of more than 42,000 alumni worldwide so powerful.
Phibro Animal Health Corporation
Pfizer Inc.
Perry Capital LLC
Permian Investment Partners LP
Perella Weinberg Partners
Percipient LLC
PepsiCo
Pensam Capital LLC
Paul Stuart
Partners Group
Paramount Pictures
Palisade Capital Management LLC
Palantir Technologies
Owl Creek Asset Management
Optimizely
Outbrain
Ox Creek Asset Management
Pactient Technologies
Palisade Capital Management LLC
Paramount Pictures
Partners Group
Paul Stuart
Pensam Capital LLC
PendarcInc.com
Pepsico
Pendurc LLC
Pensam Capital Partners
Perman Investment Partners LP
Perry Capital LLC
Pfizer Inc.
Phito Animal Health Corporation
Philips
PIMCO
Pivotal
Praetorian Capital
Praetorian Capital Management
Prime Holding
Prime League Capital
Pratap Capital Partners
Praxair
Prep Jazz
PricewaterhouseCoopers
Procter & Gamble
Programatic
President Group
Prescient Supply Chain Management
Premier Capital
Prime League Capital
Prime Holding
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