

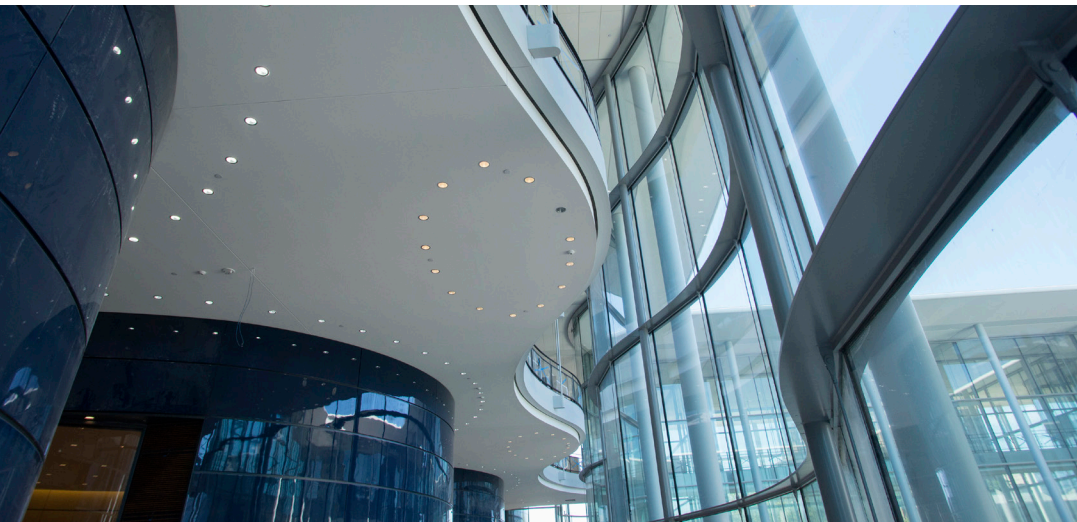


Yale SCHOOL OF MANAGEMENT

Employment Data

Full-Time MBA Program

Class of 2013 Full-Time Employment • Class of 2014 Internship Employment



Class of 2013 Profile

Full-Time Employment Status

Class Size: 230

Students Seeking Employment: 203 (88.3% of class)

Received Job Offer Three Months Post-Graduation	185	91.1%
Accepted Job Offer Three Months Post-Graduation	173	85.2%

Other Students

Students Not Seeking Employment: 25 (10.9% of class)	
Starting Own Business	10
Company-Sponsored	7
Postponing Search	5
Continuing Education	3

No Response to Survey: 2 (0.9% of class)

Demographic Data

(at matriculation in fall 2011)

Average Age	28
Gender	
Female	36%
Male	64%
U.S. Minority	25%
Under-Represented Minority	7%
Country of Origin	
United States	68%
International	32%
Average GMAT	719
Average GPA	3.55

Class of 2014 Profile

Internship Employment Status

Class Size: 254

Students Seeking Employment: 233 (91.7% of class)

Accepted Job Offers ¹	233	100%
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Other Students

Students Not Seeking Employment: 21 (8.3% of class)		
Starting Own Business	13	
Company-Sponsored	5	
Continuing Education	2	
Other	1	

Demographic Data

(at matriculation in fall 2012)

Average Age	28
Gender	
Female	35%
Male	65%
U.S. Minority	25%
Under-Represented Minority	11%
Country of Origin	
United States	73%
International	27%
Average GMAT	717
Average GPA	3.55

1. Of students accepting internships, 3.9% reported having multiple internships.

Class of 2013 Full-Time Salary Data

Overall Salary Data

Base Salary¹

25th Percentile	Median	75th Percentile
\$100,000	\$110,000	\$128,750

Other Guaranteed Compensation²

25th Percentile	Median	75th Percentile
\$15,000	\$30,000	\$45,000

Salary by Function

	Percent of Hires ³	Base Salary ¹			Other Guaranteed Compensation ²		
		25th Percentile	Median	75th Percentile	25th Percentile	Median	75th Percentile
Consulting	39.9%	\$101,500	\$125,000	\$135,000	\$15,000	\$28,000	\$36,570
Finance/Accounting	30.1%	\$100,000	\$100,000	\$115,000	\$29,400	\$50,000	\$60,000
General Management	11.6%	\$77,250	\$94,014	\$109,000	\$5,000	\$16,000	\$31,000
Marketing/Sales	8.7%	\$97,500	\$105,000	\$121,000	\$24,875	\$40,000	\$49,625
Operations/Logistics	2.9%	\$72,000	\$85,000	\$120,000	*	\$33,500	*
Information Technology	1.2%	*	*	*	*	*	*
Human Resources	0.6%	*	*	*	*	*	*
Other⁴	5.2%	\$88,333	\$110,000	\$165,000	*	\$18,000	*

1. Compensation information is self-reported. Of students reporting accepted offers, 96.0% included salary information.
 2. Other Guaranteed Compensation includes signing bonus, guaranteed year-end bonus, relocation bonus, summer internship bonus, early sign-on bonus, tuition reimbursement, and housing expenses. Of those reporting salary information, 70.5% reported receiving other guaranteed compensation. In order to be noted in tables for "Other Guaranteed Compensation," function and industry must have at least 50% reporting other guaranteed compensation.
 3. One hundred percent of students reporting accepted offers included job function and job industry. Of students reporting accepted offers, 99.4% included region.
 4. "Other" function consists of Law (1.7%), Real Estate (0.6%), Philanthropy (0.6%), Policy (0.6%), Clinical (0.6%), and Other—Not Specified (1.2%).
- * Asterisk indicates insufficient data or data not published to maintain student privacy.

Salary by Industry

	Percent of Hires ³	Base Salary ¹			Other Guaranteed Compensation ²		
		25th Percentile	Median	75th Percentile	25th Percentile	Median	75th Percentile
Finance	25.4%	\$100,000	\$100,000	\$120,000	\$35,000	\$50,000	\$60,000
Investment Banking	11.0%	\$100,000	\$100,000	\$105,792	\$50,000	\$60,000	\$60,000
Diversified Financial Services	5.8%	\$100,000	\$115,000	\$135,000	\$18,999	\$29,400	\$52,250
Investment Management	5.2%	\$108,750	\$120,000	\$121,250	*	\$30,000	*
Private Equity/Venture Capital	3.5%	\$100,000	\$100,000	\$100,000	*	*	*
Consulting	22.0%	\$126,250	\$135,000	\$135,000	\$25,000	\$30,000	\$40,000
Technology	16.8%	\$105,250	\$112,500	\$120,500	\$24,850	\$29,500	\$38,875
Consumer Products/Retail	8.7%	\$97,000	\$100,000	\$115,000	\$24,625	\$35,000	\$42,500
Nonprofit	7.5%	\$72,000	\$83,500	\$90,000	*	*	*
Healthcare/Pharmaceuticals	5.2%	\$65,568	\$90,000	\$115,000	\$5,200	\$20,000	\$22,000
Manufacturing	4.6%	\$91,000	\$101,000	\$114,270	*	*	*
Government	2.9%	*	\$80,883	*	*	*	*
Media/Entertainment	2.3%	*	\$88,250	*	*	\$14,500	*
Energy	1.7%	*	\$107,000	*	*	*	*
Real Estate	1.2%		*	*	*	*	*
Other	1.7%	*	\$170,000	*	*	*	*

Salary by Region

	Percent of Hires ³	Median Base Salary ¹
United States	86.6%	\$110,000
International	13.4%	\$110,000

United States	Percent of U.S. Hires	Median Base Salary
Northeast	59.7%	\$110,000
West	22.8%	\$110,000
Mid-Atlantic	6.7%	\$105,500
South	5.4%	\$129,000
Midwest	3.4%	\$100,000
Southwest	2.0%	\$115,000

International	Percent of International Hires	Median Base Salary
Asia	60.9%	\$115,078
Europe	17.4%	\$95,250
Middle East	8.7%	*
Central America	4.3%	*
North America	4.3%	*
South America	4.3%	*

Class of 2014 Internship Salary Data

Overall Weekly Salary Data ¹

25th Percentile	Median	75th Percentile
\$1,000	\$1,630	\$2,000

Salary by Function

	Percent of Hires ²	25th Percentile	Median Weekly Salary ¹	75th Percentile
Consulting	36.0%	\$800	\$1,200	\$2,080
Finance/Accounting	27.7%	\$1,295	\$1,923	\$2,000
Marketing/Sales	11.2%	\$1,400	\$1,525	\$2,000
General Management	7.0%	\$1,520	\$1,800	\$2,000
Operations/Logistics	4.5%	\$860	\$1,600	\$1,879
Human Resources	1.7%	*	\$1,440	*
Information Technology	1.2%	*	\$1,250	*
Other³	10.7%	\$833	\$1,250	\$2,485

1. Compensation Information is self-reported. 97.1% of accepted offers included salary information. Of those, 8.9% reported receiving no salary. Salary data above represents students who reported salary information and were paid a salary. Of reported paid and unpaid salaries, 13.5% were expected to be supplemented by the Yale SOM Internship Fund, a donor-supported fund that provides financial support to students who pursue summer internships in the public or nonprofit sector. This funding is not included in the salaries presented above.

2. Of accepted offers, 99.2% included job function, job industry, and region.

3. "Other" function consists of Sustainability (2.9%), Law (2.9%), Entrepreneurship (1.2%), Research and Development (1.2%), Education (0.8%), Real Estate (0.8%), Healthcare (0.4%), and Manufacturing (0.4%).

* Asterisk indicates insufficient data or data not published to maintain student privacy.

Salary by Industry

	Percent of Hires ²	25th Percentile	Median Weekly Salary ¹	75th Percentile
Finance	28.5%	\$1,455	\$1,923	\$2,000
Investment Banking	14.0%	\$1,923	\$1,923	\$2,000
Investment Management	5.0%	\$1,213	\$1,275	\$2,105
Private Equity/Venture Capital	5.0%	\$975	\$1,125	\$1,594
Diversified Financial Services	4.5%	\$1,240	\$1,923	\$2,000
Consumer Products/Retail	13.2%	\$1,400	\$1,730	\$2,000
Consulting Services	12.0%	\$1,166	\$2,300	\$2,600
Nonprofit	11.6%	\$700	\$800	\$1,250
Technology	10.3%	\$1,410	\$1,670	\$2,000
Media/Entertainment	7.0%	\$542	\$800	\$1,225
Healthcare/Pharmaceuticals	4.5%	\$1,000	\$1,670	\$1,800
Manufacturing	3.7%	\$825	\$1,000	\$1,540
Energy	3.3%	\$849	\$1,050	\$1,825
Government	2.1%	\$725	\$750	\$1,000
Real Estate	1.2%	*	\$1,000	*
Other	2.5%	\$3,000	\$3,038	\$3,244

Salary by Region

Region	Percent of Hires ²	Median Weekly Salary ¹
United States	87.6%	\$1,675
International	12.4%	\$1,000

United States	Percent of U.S. Hires	Median Weekly Salary
Northeast	60.4%	\$1,680
West	20.8%	\$1,803
Mid-Atlantic	8.0%	\$1,000
Midwest	5.7%	\$1,842
South	2.8%	\$800
Southwest	2.4%	\$1,900

International	Percent of International Hires	Median Weekly Salary
Asia	53.3%	\$1,000
Central America	16.7%	\$1,000
Europe	13.3%	\$1,530
Africa	10.0%	*
North America	3.3%	*
South America	3.3%	*

Hiring Organizations

Employers at which at least one member of the Class of 2013 accepted a full-time position or one member of the Class of 2014 accepted an internship. More than 400 different employers hired Yale SOM students this year.

Consulting Services

?What If! Innovation
A.T. Kearney, Inc.
Accenture
Alvarez & Marsal
Analysis Group, Inc.
Bain & Company, Inc.
Booz & Company Inc.
Booz Allen Hamilton
The Boston Consulting Group, Inc.
The Chartis Group, LLC
Community Wealth Partners
Deloitte LLP
Ernst & Young
GreenOrder/Cleantech Group, Inc
The Hay Group
ideas42
IDEO LLC
Innosight LLC
McKinsey & Company
Mercer Consulting Group Inc.
Meritco Services
Navigant Consulting
The Parthenon Group, LLC
PriceWaterhouseCoopers
Redstone Strategy Group, LLC
SYPartners
ThoughtWorks

Consumer Products/Retail

1stdibs
Amazon.com
ANN INC.
Blank Incubator Restaurant
Burke Agro/ Sol Simple
Church & Dwight Co., Inc.
Coach, Inc.
Diageo
Dr. Bronner's Magic Soaps
eBay Inc.
Estee Lauder
Etsy, Inc.
Fab
Farm Fresh Rhode Island
General Mills
Good Tastes
Louis Vuitton
PepsiCo
Philips
Preserve
Procter & Gamble, Inc.
Sears Holding Corporation
Shutterfly
SquareTrade, Inc.
Starwood Hotels & Resorts Worldwide, Inc.
Toys "R" Us Inc.
Unilever
Weyerhaeuser

Energy

Apex Wind Energy, Inc.
Chevron Corporation
EnerNOC, Inc.
Freeport-McMoRan Copper & Gold Inc.
NextEra Energy Resources, LLC
OPower, Inc.
Organica Water, Inc.
Recurrent Energy
Sun Edison, LLC

Finance

Administradora Akaan

Admiral Group
Amergent Capital
American Express
Babson Capital Management LLC
Bank of America Merrill Lynch
Barclays PLC
Blackstone
Bowery Capital
Broadscale Group LLC
Cava Capital
Chinastone Capital Management Ltd
Circle Peak Capital
Citi
CITIC Capital Partners
CommonBond
Credit Suisse Group
Davidson Kempner Capital Management LLC

DBL Investors: Double Bottom Line

Venture Capital
Deutsche Bank AG
Developing World Markets
Dimensional Fund Advisors
Emil Capital Partners, LLC
Everest Capital Limited
Fidelity Business Consulting (FBC)
First Investors Management Company
Genworth Financial Inc.
The Goldman Sachs Group, Inc.
Hillhouse Capital Management
Houlihan Lokey
HSBC
Hudson Bay Capital Management LP
Hyundai Capital America
Jefferies Group, Inc.
JPMorgan Chase & Co.
Kaufman Family LLC
Liberty Mutual
Meridian Capital LLC
Morgan Stanley
NCB Capital Impact
Nomura Holdings, Inc.
Oppenheimer & Co.
Patriarch Partners, LLC
Penghua Fund Management Co., Ltd.
Perella Weinberg Partners (PWP)
Plymouth Rock Assurance Corporation
Princeton University Investment Company
Sovereign Bank
Spectrum Quantitative Strategies
Spring Mountain Capital LP
Standard & Poor's
State Street Corporation
Stonehome Capital
Tudor, Pickering, Holt & Co.
Two Sigma Investments, LLC
UBS AG
Vanguard
VelocityShares (VLS Securities LLC)
Wells Fargo
Wells Fargo Securities
Yale Entrepreneurial Institute
Yale Investments Office

Government

City of Portland, Maine
Federal Bureau of Investigation
Infonavit (Mexican Government)
National Commission on the Structure of the Air Force
National Park Service
New Haven Mayor's Office

Office of the Governor of New York State
Office of the Legislative Counsel for the House of Representatives
World Bank Group

Healthcare/Pharmaceuticals

Aetna Inc.
athenahealth, Inc.
Biogen Idec
Care Visions
CIGNA Corp.
Cooper University Hospital
GlaxoSmithKline
Johnson & Johnson
mdoc
Medtronic, Inc.
Mount Sinai Medical Center
Novartis
NYU Elaine A. and Kenneth G. Langone Medical Center
USANA Health Sciences Inc.
Whitman Walker Health
Xiangya Hospital
Yale Medical Group

Manufacturing

Al-Bader Shipping Company
Cambridge Security Seals LLC
Cargill, Incorporated
Cummins Inc.
Ecolab Inc.
Fairtrasa
Ford Motor Company
General Dynamics Corp.
General Electric Company
General Motors Company
Jacobs Farm / Del Cabo, Inc.
Metropolitan Transportation Authority (MTA)
Patkau Architects
Precision Combustion, Inc.
Severstal
Southern California Edison
Space Exploration Technologies Corp. (SpaceX)

Media/Entertainment

The Associated Press
Bloomberg Government
Hearst Corporation
Intent Media, Inc.
The Laguna Playhouse
Major League Baseball Enterprises, Inc.
National Basketball Association, Inc.
National Public Radio (NPR)
The New York Observer, LLC
NBC Universal
The Paley Center for Media
Paramount
Philadelphia Museum of Art
Public Broadcasting Service (PBS)
Situ Studio
Thomson Reuters Corporation
The Walt Disney Company
WGBH
Yale School of Drama / Yale Repertory Theatre

Nonprofit

The Achievement Network
Acumen Fund
Ashoka: Innovators for the Public
The BizCorps
B Lab

Bill & Melinda Gates Foundation
Coalition for Green Capital
Education Pioneers
Endeavor Global, Inc.
Environmental Defense Fund
Harlem Village Academies
Innovations for Poverty Action
The Kaizen Company
Kiva
Mass Insight Education
The Nature Conservancy
New Classrooms
New York City Economic Development Corporation (NYCEDC)
Oakland Business Development Corporation (OBDC)
Save the Children
Success Academy Charter Schools
Teachscape
Uncommon Schools
Unlocking Potential Inc.
VH1 Save the Music Foundation
Year Up
Yomol A'tel
Yuva Unstoppable

Real Estate

AIG Global Real Estate Investment Corp.
EDENS Inc.
Hines
Mortice Group Plc
Walton International Group, Inc.

Technology

Adobe Systems Incorporated
Alibaba Group
Applico Inc.
DVS Consulting and Engineering
Emerson
Google
Hewlett-Packard
HubSpot, Inc.
Imprivata
Intel Corporation
International Business Machines Corporation (IBM)
Kanjy Co.
LegalZoom.com Inc.
LinkedIn
The MathWorks
Microsoft Corporation
Palantir Technologies, Inc.
Paypal, Inc.
PICT
Pitney Bowes
Samsung Electronics Co. Ltd
Servosity
Tencent Holdings Ltd
United Technologies Corporation
UrbanSitter, LLC
WaterSmart Software
Workday
Zynga

Other

Boies, Schiller & Flexner LLP
Davis Polk & Wardwell LLP
Debevoise & Plimpton, LLP
Fried Frank Harris Shriver & Jacobson LLP
Knobbe, Martens, Olsen & Bear LLP
Sullivan & Cromwell LLP
Wachtell, Lipton, Rosen & Katz