Yale School of Management

Employment Data

Class of 2011 Full-Time / Class of 2012 Internship
### Class of 2011 Full-Time Employment

#### Annual Base Salary

<table>
<thead>
<tr>
<th>Sector</th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>90% Private</td>
<td>$108,644</td>
<td>$100,000</td>
<td>$65,000</td>
<td>$215,000</td>
</tr>
<tr>
<td>9% Nonprofit</td>
<td>$80,977</td>
<td>$73,500</td>
<td>$50,000</td>
<td>$110,000</td>
</tr>
<tr>
<td>1% Public</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

1 Base salary excludes bonuses, commissions, and other compensation such as benefits and perquisites.

#### Signing Bonus

- Reported by 67% of those reporting salary

<table>
<thead>
<tr>
<th>Bonus</th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>$29,276</td>
<td>$28,000</td>
<td>$3,000</td>
<td>$65,000</td>
<td></td>
</tr>
</tbody>
</table>

#### Accepting Jobs by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>90% Private</td>
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</tr>
<tr>
<td>1% Public</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

2 Nonprofit sector includes jobs in various industries.

#### Accepting Jobs by Function

<table>
<thead>
<tr>
<th>Function</th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>40% Finance/Accounting</td>
<td>$102,795</td>
<td>$100,000</td>
<td>$70,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>28% Consulting</td>
<td>$117,457</td>
<td>$120,000</td>
<td>$80,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>22% General Management</td>
<td>$100,538</td>
<td>$91,000</td>
<td>$50,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>7% Marketing/Sales</td>
<td>$102,500</td>
<td>$97,500</td>
<td>$65,000</td>
<td>$215,000</td>
</tr>
<tr>
<td>2% Information Technology</td>
<td>$111,667</td>
<td>$110,000</td>
<td>$90,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>1% Operations/Logistics</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>1% Human Resources</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

#### Accepting Jobs by Industry

<table>
<thead>
<tr>
<th>Industry</th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>39% Financial Services</td>
<td>$100,294</td>
<td>$100,000</td>
<td>$70,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>27% Investment Banking</td>
<td>$101,629</td>
<td>$100,000</td>
<td>$70,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>4% Diversified Financial Services</td>
<td>$110,286</td>
<td>$100,000</td>
<td>$92,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>6% Investment Management</td>
<td>$109,000</td>
<td>$110,000</td>
<td>$85,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>2% Private Equity/Venture Capital</td>
<td>$121,250</td>
<td>$110,000</td>
<td>$90,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>23% Consulting</td>
<td>$112,189</td>
<td>$125,000</td>
<td>$78,000</td>
<td>$140,000</td>
</tr>
<tr>
<td>9% Nonprofit</td>
<td>$78,669</td>
<td>$75,000</td>
<td>$50,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>7% Technology</td>
<td>$106,292</td>
<td>$110,000</td>
<td>$75,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>6% Consumer Products/Retail</td>
<td>$90,900</td>
<td>$85,000</td>
<td>$65,000</td>
<td>$115,000</td>
</tr>
<tr>
<td>5% Pharmaceuticals/Biotechnology/Healthcare</td>
<td>$113,000</td>
<td>$101,500</td>
<td>$92,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>3% Manufacturing</td>
<td>$122,800</td>
<td>$100,000</td>
<td>$94,000</td>
<td>$215,000</td>
</tr>
<tr>
<td>3% Media/Entertainment</td>
<td>$96,000</td>
<td>$105,000</td>
<td>$75,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>2% Petroleum/Energy</td>
<td>$95,000</td>
<td>$95,000</td>
<td>$90,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>2% Real Estate</td>
<td>$126,667</td>
<td>$90,000</td>
<td>$85,000</td>
<td>$200,000</td>
</tr>
<tr>
<td>1% Government</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>1% Other</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

#### Accepting Jobs by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>60% Northeast</td>
<td>$107,582</td>
<td>$100,000</td>
<td>$65,000</td>
<td>$215,000</td>
</tr>
<tr>
<td>13% International</td>
<td>$104,489</td>
<td>$97,500</td>
<td>$55,000</td>
<td>$150,000</td>
</tr>
<tr>
<td>11% West</td>
<td>$106,737</td>
<td>$105,000</td>
<td>$70,000</td>
<td>$135,000</td>
</tr>
<tr>
<td>6% Mid-Atlantic</td>
<td>$97,333</td>
<td>$80,317</td>
<td>$70,000</td>
<td>$138,000</td>
</tr>
<tr>
<td>5% Midwest</td>
<td>$97,875</td>
<td>$100,000</td>
<td>$50,000</td>
<td>$130,000</td>
</tr>
<tr>
<td>3% Southwest</td>
<td>$114,000</td>
<td>$110,000</td>
<td>$100,000</td>
<td>$125,000</td>
</tr>
<tr>
<td>2% South</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>

* Sample size is too small to report this value.
<table>
<thead>
<tr>
<th><strong>Class of 2012 Internship Employment</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>WEEKLY BASE SALARY FOR PAID INTERNSHIPS</strong> (90% reporting)</td>
</tr>
<tr>
<td><strong>MEAN</strong></td>
</tr>
<tr>
<td>$1,589</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ACCEPTING JOBS</strong></th>
<th><strong>SECTOR</strong></th>
<th><strong>MEAN</strong></th>
<th><strong>MEDIAN</strong></th>
<th><strong>LOW</strong></th>
<th><strong>HIGH</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>83%</td>
<td>Private</td>
<td>$1,669</td>
<td>$1,800</td>
<td>$100</td>
<td>$4,167</td>
</tr>
<tr>
<td>13%</td>
<td>Nonprofit(^1)</td>
<td>$815</td>
<td>$700</td>
<td>$400</td>
<td>$3,000</td>
</tr>
<tr>
<td>4%</td>
<td>Public</td>
<td>$1,765</td>
<td>$1,765</td>
<td>$1,700</td>
<td>$1,800</td>
</tr>
</tbody>
</table>

\(^1\)Nonprofit sector includes jobs in various industries.

<table>
<thead>
<tr>
<th><strong>ACCEPTING JOBS</strong></th>
<th><strong>FUNCTION</strong></th>
<th><strong>MEAN</strong></th>
<th><strong>MEDIAN</strong></th>
<th><strong>LOW</strong></th>
<th><strong>HIGH</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>39%</td>
<td>Finance/Accounting</td>
<td>$1,713</td>
<td>$1,923</td>
<td>$100</td>
<td>$4,167</td>
</tr>
<tr>
<td>21%</td>
<td>Consulting</td>
<td>$1,855</td>
<td>$2,120</td>
<td>$125</td>
<td>$3,080</td>
</tr>
<tr>
<td>16%</td>
<td>General Management</td>
<td>$1,277</td>
<td>$1,235</td>
<td>$250</td>
<td>$1,100</td>
</tr>
<tr>
<td>13%</td>
<td>Marketing/Sales</td>
<td>$1,498</td>
<td>$1,600</td>
<td>$400</td>
<td>$2,000</td>
</tr>
<tr>
<td>4%</td>
<td>Operations/Logistics</td>
<td>$1,386</td>
<td>$1,375</td>
<td>$700</td>
<td>$1,846</td>
</tr>
<tr>
<td>4%</td>
<td>Entrepreneurship</td>
<td>$797</td>
<td>$500</td>
<td>$500</td>
<td>$2,250</td>
</tr>
<tr>
<td>2%</td>
<td>Information Technology</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>1%</td>
<td>Human Resources</td>
<td>$1,573</td>
<td>$1,573</td>
<td>$1,300</td>
<td>$1,846</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ACCEPTING JOBS</strong></th>
<th><strong>INDUSTRY</strong></th>
<th><strong>MEAN</strong></th>
<th><strong>MEDIAN</strong></th>
<th><strong>LOW</strong></th>
<th><strong>HIGH</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>32%</td>
<td>Financial Services</td>
<td>$1,680</td>
<td>$1,923</td>
<td>$100</td>
<td>$4,167</td>
</tr>
<tr>
<td>21%</td>
<td>Investment Banking</td>
<td>$1,768</td>
<td>$1,923</td>
<td>$100</td>
<td>$4,167</td>
</tr>
<tr>
<td>4%</td>
<td>Diversified Financial Services</td>
<td>$1,544</td>
<td>$1,600</td>
<td>$525</td>
<td>$2,400</td>
</tr>
<tr>
<td>4%</td>
<td>Investment Management</td>
<td>$1,655</td>
<td>$1,475</td>
<td>$600</td>
<td>$4,000</td>
</tr>
<tr>
<td>3%</td>
<td>Private Equity/Venture Capital</td>
<td>$1,110</td>
<td>$1,000</td>
<td>$250</td>
<td>$1,800</td>
</tr>
<tr>
<td>14%</td>
<td>Consulting</td>
<td>$2,056</td>
<td>$2,397</td>
<td>$125</td>
<td>$3,080</td>
</tr>
<tr>
<td>13%</td>
<td>Nonprofit</td>
<td>$836</td>
<td>$700</td>
<td>$400</td>
<td>$3,000</td>
</tr>
<tr>
<td>11%</td>
<td>Technology</td>
<td>$1,554</td>
<td>$1,714</td>
<td>$500</td>
<td>$2,000</td>
</tr>
<tr>
<td>10%</td>
<td>Consumer Products/Retail</td>
<td>$1,431</td>
<td>$1,500</td>
<td>$350</td>
<td>$3,200</td>
</tr>
<tr>
<td>6%</td>
<td>Pharmaceuticals/Biotechnology/Healthcare</td>
<td>$1,578</td>
<td>$1,668</td>
<td>$500</td>
<td>$2,000</td>
</tr>
<tr>
<td>5%</td>
<td>Government</td>
<td>$1,765</td>
<td>$1,765</td>
<td>$1,730</td>
<td>$1,800</td>
</tr>
<tr>
<td>3%</td>
<td>Petroleum/Energy</td>
<td>$1,303</td>
<td>$1,300</td>
<td>$350</td>
<td>$2,000</td>
</tr>
<tr>
<td>2%</td>
<td>Manufacturing</td>
<td>$1,594</td>
<td>$1,688</td>
<td>$1,000</td>
<td>$2,000</td>
</tr>
<tr>
<td>2%</td>
<td>Real Estate</td>
<td>$1,213</td>
<td>$1,000</td>
<td>$600</td>
<td>$2,250</td>
</tr>
<tr>
<td>1%</td>
<td>Media/Entertainment</td>
<td>$1,300</td>
<td>$1,500</td>
<td>$900</td>
<td>$1,500</td>
</tr>
<tr>
<td>1%</td>
<td>Other</td>
<td>*</td>
<td>*</td>
<td>*</td>
<td>*</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>ACCEPTING JOBS</strong></th>
<th><strong>REGION</strong></th>
<th><strong>MEAN</strong></th>
<th><strong>MEDIAN</strong></th>
<th><strong>LOW</strong></th>
<th><strong>HIGH</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>54%</td>
<td>Northeast</td>
<td>$1,675</td>
<td>$1,800</td>
<td>$400</td>
<td>$4,167</td>
</tr>
<tr>
<td>14%</td>
<td>West</td>
<td>$1,719</td>
<td>$1,846</td>
<td>$500</td>
<td>$2,500</td>
</tr>
<tr>
<td>12%</td>
<td>International</td>
<td>$1,208</td>
<td>$1,000</td>
<td>$100</td>
<td>$2,500</td>
</tr>
<tr>
<td>10%</td>
<td>Mid-Atlantic</td>
<td>$1,211</td>
<td>$700</td>
<td>$125</td>
<td>$3,080</td>
</tr>
<tr>
<td>4%</td>
<td>Midwest</td>
<td>$1,800</td>
<td>$1,923</td>
<td>$800</td>
<td>$2,423</td>
</tr>
<tr>
<td>3%</td>
<td>South</td>
<td>$1,029</td>
<td>$1,075</td>
<td>$250</td>
<td>$1,923</td>
</tr>
<tr>
<td>3%</td>
<td>Southwest</td>
<td>$2,079</td>
<td>$2,250</td>
<td>$1,300</td>
<td>$3,000</td>
</tr>
</tbody>
</table>

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A.T. Kearney
ACCESS
Adidas Group
Advanced Technology Ventures (ATV)
Aetna
AEW Capital Management
Altus
Amazon.com
AmeriCares
Amerifit Brands, Inc.
AOL
Apex Capital Management
Apex Wind Energy
Apple
Arabella Philanthropic Investment Advisors
Axio Power
Bain & Company
Bank of America Merrill Lynch
The Bank of New York Mellon
Barclays Capital
Bayer HealthCare
BBDO
Bionest Partners
The Blackstone Group
Blue Ridge Foundation New York
BNP Paribas
Boehringer Ingelheim
Booz & Co.
Booz Allen Hamilton
The Boston Consulting Group
The Bridgespan Group
Brown Brothers Harriman
Building Excellent Schools
Calvert Investments
Cambridge Advisors to Family Enterprise
Cambridge Associates
Cargill
Carter Morse & Mathias
Casey Quirk
Catalyst Community Partners
CCS
Central Asset Investments
Cerner
Charles River Associates
The Chartis Group
Citigroup
Coca-Cola Company
Covidien
Covington & Burling LLP
Credit Suisse
CSN Stores, LLC
DBL Investors
Deloitte
Dept. of Community and Economic Development, State of Connecticut
Deutsche Bank
Developing World Markets
Diginoo
DuPont
E. L. Haynes Public Charter School
E+Co
eBay
ECG Management Consultants
Economic Development Corporation of New Haven
Edens & Avant
Edgewood Management
Education Pioneers
Edward Brooke Charter School
Eileen Fisher
EMC Corporation
Emerson Electric
Endeavor
Ensign Peak Advisors
Environmental Defense Fund
Epic Systems Corporation
Ernst & Young
Fannie Mae
FBI (Federal Bureau of Investigation)
Federal Reserve Bank of New York
FedEx
Finsbury
First Light
Ford Motor Company
Fortress Investment Group
Fresh Direct, LLC
Friendfactor
Gap Inc.
Genentech
General Electric
General Motors
Goldman Sachs
Google
Greenhill & Co.
Groupon
Guotai Junan International Holdings, Ltd.
Hadapt
HBO
HelpAge India
Hess
Hewlett Packard Company
Hillhouse Capital Management
Honeywell
IBM
IMS
Innosight
J.P. Morgan
Jeffries & Company, Inc.
Johnson & Johnson
Kaiser Permanente
The Kaizen Company
KIMC (US), Inc.
Kynikos Associates
L’Oréal USA, Inc.
Level Playing Field Institute
Liberty Mutual Group
LifeCare, Inc.
Macquarie
Mark Ventures
Mars & Co
MasterCard Worldwide
McDonald’s Corporation
McKinsey & Company
Medtronic
MESA (Media & Entertainment Strategy Advisors)
Millenium Promise
Moody’s Investors Service
Morgan Stanley
MTV
The Nature Conservancy
New Island Capital Management
New Leaders for New Schools
New Sector Alliance
NewWorld Capital Group
Nomura
Novo Nordisk
NTE Energy, LLC
OEM Capital
OPIC (Overseas Private Investment Corporation)
PA Consulting
The Parthenon Group
Paul, Weiss, Rifkind, Wharton & Garrison LLP
PepsiCo
Pfizer
Philadelphia Museum of Art
Picture Creations
Pinnacle Technical Resources
Piper Jaffray
Pinney Bowes
PricewaterhouseCoopers
Private Family
Procter & Gamble
Prospector Partners
Putnam Associates
Ram Realty Services
Rare Conservation
RBC Bank
The Riverside Company
Roche
Rockefeller Financial
Rocketship Education
Roland Berger Strategy Consultants
Royal Bank of Scotland
SAC Capital Advisors
Samshi Afrika, Ltd.
Sanabe & Associates, LLC
Sapient
Schlumberger Business Consulting
Sears Holdings Corporation
Sephora, Inc.
Simpson Thacher & Bartlett LLP
Single Stop USA
Snipes Textil GmbH
Sotheby’s
Sportsometry, Inc.
Starwood Capital Group
State of California Treasurer’s Office
State Street
Step Up for Students
Susquehanna International Group, LLP
Suzlon
Target
TDC (Technical Development Corporation)
TerraCycle
Thomson Reuters
TIAA-CREF
Time Inc.
The Tony Elumelu Foundation
Transtec Global Group, Inc.
Travelers
Truth in Advertising, Inc.
U.S. Government
U.S. Securities and Exchange Commission (SEC)
UBS
Unilever
United Nations
The University of Maryland
VinaCapital Foundation
Visa, Inc.
W.J. Deutsch & Sons Ltd.
Waytung Global Group, Ltd.
Wellington Management Company
The White House
William J. Clinton Foundation
Wind Capital Group
WL Ross & Co.
The World Economic Forum
WPP
Yale Center for Business and the Environment (CBEY)
Yale Entrepreneurial Institute (YEI)
Yale-New Haven Hospital
photographs by Tony Rinaldo