Geographic Placement

Top Metros
- Nashville
- New York
- Los Angeles
- Atlanta
- San Francisco

Class of 2012 Profile
- Total Number of Students: 186
- Number of Students Not Seeking an Internship: 23
- Number of Students Seeking an Internship: 163
- Number of Students Accepting an Internship: 163
- Percent of Students with an Internship: 100%

Internship Salary Data

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percent Placed</th>
<th>Monthly Mean Salary</th>
<th>Monthly Median</th>
<th>Monthly Low</th>
<th>Monthly High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>12%</td>
<td>$6,501</td>
<td>$6,200</td>
<td>$1,500</td>
<td>$10,800</td>
</tr>
<tr>
<td>Finance/Accounting</td>
<td>29%</td>
<td>$5,357</td>
<td>$5,680</td>
<td>$1,000</td>
<td>$8,333</td>
</tr>
<tr>
<td>General Management</td>
<td>8%</td>
<td>$4,941</td>
<td>$4,350</td>
<td>$3,000</td>
<td>$8,333</td>
</tr>
<tr>
<td>Human Resources</td>
<td>6%</td>
<td>$5,551</td>
<td>$5,680</td>
<td>$4,800</td>
<td>$6,400</td>
</tr>
<tr>
<td>Management Information Systems</td>
<td>1%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Marketing</td>
<td>23%</td>
<td>$5,586</td>
<td>$5,500</td>
<td>$3,200</td>
<td>$8,000</td>
</tr>
<tr>
<td>Operations</td>
<td>12%</td>
<td>$4,574</td>
<td>$4,250</td>
<td>$1,139</td>
<td>$8,000</td>
</tr>
<tr>
<td>Other</td>
<td>9%</td>
<td>$6,567</td>
<td>$7,000</td>
<td>$4,000</td>
<td>$10,000</td>
</tr>
</tbody>
</table>

Industry

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percent</th>
<th>Mean Monthly</th>
<th>Median Monthly</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>8%</td>
<td>$7,983</td>
<td>$7,900</td>
<td>$4,500</td>
<td>$10,800</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>17%</td>
<td>$5,410</td>
<td>$5,280</td>
<td>$3,700</td>
<td>$8,000</td>
</tr>
<tr>
<td>Financial Services</td>
<td>21%</td>
<td>$6,366</td>
<td>$8,167</td>
<td>$1,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Government</td>
<td>3%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing</td>
<td>6%</td>
<td>$4,635</td>
<td>$4,400</td>
<td>$3,200</td>
<td>$6,000</td>
</tr>
<tr>
<td>Media/Entertainment/Hospitality</td>
<td>4%</td>
<td>$6,023</td>
<td>$6,024</td>
<td>$5,893</td>
<td>$6,154</td>
</tr>
<tr>
<td>Non-profit</td>
<td>2%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>14%</td>
<td>$4,071</td>
<td>$3,907</td>
<td>$2,500</td>
<td>$6,667</td>
</tr>
<tr>
<td>Petroleum/Energy</td>
<td>1%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pharma/Biotech/Healthcare</td>
<td>13%</td>
<td>$5,197</td>
<td>$6,400</td>
<td>$1,130</td>
<td>$7,984</td>
</tr>
<tr>
<td>Real Estate</td>
<td>4%</td>
<td>$3,467</td>
<td>$4,200</td>
<td>$2,000</td>
<td>$5,200</td>
</tr>
<tr>
<td>Technology</td>
<td>7%</td>
<td>$6,062</td>
<td>$5,850</td>
<td>$5,000</td>
<td>$8,000</td>
</tr>
</tbody>
</table>

Geographic Region

<table>
<thead>
<tr>
<th>Geographic Region</th>
<th>Percent</th>
<th>Mean Monthly</th>
<th>Median Monthly</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>International</td>
<td>4%</td>
<td>$1,070</td>
<td>$1,070</td>
<td>$1,000</td>
<td>$1,139</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>3%</td>
<td>$7,104</td>
<td>$6,900</td>
<td>$6,080</td>
<td>$8,333</td>
</tr>
<tr>
<td>Midwest</td>
<td>11%</td>
<td>$5,372</td>
<td>$5,380</td>
<td>$3,000</td>
<td>$8,000</td>
</tr>
<tr>
<td>Northeast</td>
<td>12%</td>
<td>$7,215</td>
<td>$7,300</td>
<td>$5,200</td>
<td>$8,333</td>
</tr>
<tr>
<td>South</td>
<td>51%</td>
<td>$4,724</td>
<td>$4,400</td>
<td>$1,000</td>
<td>$10,800</td>
</tr>
<tr>
<td>Southwest</td>
<td>2%</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>West</td>
<td>17%</td>
<td>$6,443</td>
<td>$6,400</td>
<td>$3,333</td>
<td>$8,333</td>
</tr>
<tr>
<td>Greater Nashville</td>
<td>34%</td>
<td>$3,669</td>
<td>$4,000</td>
<td>$1,000</td>
<td>$5,500</td>
</tr>
</tbody>
</table>

Internships That Were Paid: 91%
Percent of Seeking Students with an Internship: 100%

“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
Senior Vice President, Mattel, Inc.
To Friends and Associates of Owen,

We are pleased to present the Vanderbilt MBA Employment Report for the Classes of 2011 and 2012. It was an encouraging year in which we experienced important gains in most of the performance metrics used to gauge our success. Both the percentage of students with at least one offer at graduation and percentage accepting an offer by graduation advanced versus the prior year. Salaries for the Class of 2011 registered gains as more students entered higher-paying industries in higher-paying geographies. Finally, 100 percent of the Class of 2012 had secured internships by mid-May, the earliest completion date on record. Almost 30 percent of these internships have converted to full-time offers, a sharp increase over 2010.

Providing robust programming for job-seeking students, aggressive employer development initiatives and effective solutions for matching student aspirations with employer needs is at the heart of the Career Management Center’s mission. This year, we are complementing high-yield events such as Wall Street Week, New York Interview Day and West Coast Forum with new and strengthened initiatives, including:

• The Vanderbilt Health Care Conference and Career Fair, which tripled the number of recruiters attending
• The first ever Houston Energy Trek
• The inaugural Vanderbilt MBA Recruiter Conference (May 2012)

And as part of our strategy to expand the Vanderbilt footprint internationally, plans are in the works to participate in a multi-school job search trek to Hong Kong and Singapore, as well as the Career Services Council Asian Career Fair in Singapore.

The prolonged uncertain economic environment has created headwinds, as evidenced by a slowdown in MBA just-in-time recruiting over the summer. Nevertheless, the efforts of the CMC, aided by a very talented and diverse student body, a loyal base of successful alumni and an employer constituency that highly values the Vanderbilt MBA, allow us to continue to make advances in offers, acceptances, salaries and multiple offers from key employers. And despite the unfavorable economic climate, more than 10 new companies are recruiting on our campus.

Now into my second year in this position, I continue to be impressed by the commitment and loyalty of our key stakeholders. The CMC is steadfast in its determination to prepare our outstanding students for successful careers, and to make top-tier employers aware of the talent that exists and flourishes in this very special place.

Sincerely,

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

This report conforms to the MBA Career Services Council Standards for reporting MBA employment statistics.
## Class of 2011 Profile
### Upon Enrollment
- Number of Students: 186
- Average Age: 28
- Age Range: 21-38
- U.S. Citizens/Perm. Residents: 75%
- Minorities (U.S. Citizens): 20%
- Non-U.S. Citizens: 25%
- Female: 27%
- Work Experience (avg. years): 5
  - Less than 1: 5%
  - 1-2: 9%
  - 3-4: 34%
  - 5-6: 34%
  - 7-8: 12%
  - 8+: 6%
- Undergraduate Major
  - Business: 36%
  - Liberal Arts: 25%
  - Sciences: 8%
  - Engineering: 17%
  - Economics: 14%

### Post Graduation
- Number of Graduates: 184
- Number of Graduates Seeking Employment: 145
- Received Offer within 90 Days: 87%
- Accepted Employment within 90 Days: 83%
- Number of Graduates Not Seeking Employment: 25
- Percent of Graduates Not Seeking Employment
  - Company Sponsored/Family Business: 9%
  - Continuing Education: 1%
  - Starting New Business: 3%
  - Other Reasons: 1%
- Percent of Graduates Reporting Information on Employment: 93%
- Number of Graduates NOT Reporting Information on Employment: 14

## Salary Data
### Total Class
<table>
<thead>
<tr>
<th></th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base Salary</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>U.S. Citizen/Perm. Resident</td>
<td>$91,261</td>
<td>$91,000</td>
<td>$45,000</td>
<td>$130,000</td>
</tr>
<tr>
<td>Foreign National</td>
<td>$94,935</td>
<td>$94,000</td>
<td>$40,000</td>
<td>$145,000</td>
</tr>
<tr>
<td>Total</td>
<td>$91,653</td>
<td>$91,000</td>
<td>$40,000</td>
<td>$145,000</td>
</tr>
<tr>
<td>Signing Bonus</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>U.S. Citizen/Perm. Resident</td>
<td>$18,337</td>
<td>$15,000</td>
<td>$2,500</td>
<td>$70,000</td>
</tr>
<tr>
<td>Foreign National</td>
<td>$20,750</td>
<td>$15,000</td>
<td>$5,000</td>
<td>$35,000</td>
</tr>
<tr>
<td>Total</td>
<td>$18,643</td>
<td>$15,000</td>
<td>$2,500</td>
<td>$70,000</td>
</tr>
<tr>
<td>Other Guaranteed Compensation</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>U.S. Citizen/Perm. Resident</td>
<td>$16,923</td>
<td>$12,500</td>
<td>$3,900</td>
<td>$46,000</td>
</tr>
<tr>
<td>Foreign National</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>$16,128</td>
<td>$10,000</td>
<td>$3,900</td>
<td>$46,000</td>
</tr>
</tbody>
</table>

### Job Function - Detail
<table>
<thead>
<tr>
<th></th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting Healthcare</td>
<td>$88,750</td>
<td>$85,000</td>
<td>$70,000</td>
<td>$115,000</td>
<td>5%</td>
</tr>
<tr>
<td>Consulting Management/Strategy</td>
<td>$110,133</td>
<td>$117,000</td>
<td>$70,000</td>
<td>$145,000</td>
<td>14%</td>
</tr>
<tr>
<td>Finance</td>
<td>$89,986</td>
<td>$92,500</td>
<td>$45,000</td>
<td>$115,000</td>
<td>28%</td>
</tr>
<tr>
<td>General Management</td>
<td>$84,909</td>
<td>$85,000</td>
<td>$60,000</td>
<td>$105,000</td>
<td>11%</td>
</tr>
<tr>
<td>Human Resources</td>
<td>$94,250</td>
<td>$90,000</td>
<td>$83,000</td>
<td>$145,000</td>
<td>10%</td>
</tr>
<tr>
<td>Marketing</td>
<td>$86,726</td>
<td>$85,000</td>
<td>$40,000</td>
<td>$102,000</td>
<td>19%</td>
</tr>
<tr>
<td>Operations Management</td>
<td>$86,286</td>
<td>$85,000</td>
<td>$65,000</td>
<td>$108,000</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>$75,875</td>
<td>$76,750</td>
<td>$50,000</td>
<td>$100,000</td>
<td>6%</td>
</tr>
</tbody>
</table>

### Industry
<table>
<thead>
<tr>
<th></th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting</td>
<td>$105,632</td>
<td>$110,000</td>
<td>$70,000</td>
<td>$130,000</td>
<td>19%</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>$90,000</td>
<td>$93,000</td>
<td>$62,000</td>
<td>$95,000</td>
<td>12%</td>
</tr>
<tr>
<td>Financial Services</td>
<td>$90,889</td>
<td>$95,000</td>
<td>$60,000</td>
<td>$104,280</td>
<td>19%</td>
</tr>
<tr>
<td>Government</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td>Insufficient data</td>
<td></td>
</tr>
<tr>
<td>Manufacturing</td>
<td>$83,400</td>
<td>$85,700</td>
<td>$63,000</td>
<td>$94,000</td>
<td>7%</td>
</tr>
<tr>
<td>Media/Entertainment/Lodging</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td>Insufficient data</td>
<td></td>
</tr>
<tr>
<td>Non-profit</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td>Insufficient data</td>
<td></td>
</tr>
<tr>
<td>Petroleum/Energy</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td>Insufficient data</td>
<td></td>
</tr>
<tr>
<td>Pharmaceutical/Biotechnology/Healthcare</td>
<td>$88,000</td>
<td>$90,500</td>
<td>$40,000</td>
<td>$108,000</td>
<td>14%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>Insufficient data</td>
<td></td>
<td></td>
<td>Insufficient data</td>
<td></td>
</tr>
<tr>
<td>Technology</td>
<td>$87,058</td>
<td>$87,500</td>
<td>$75,000</td>
<td>$105,799</td>
<td>9%</td>
</tr>
<tr>
<td>Other</td>
<td>$82,407</td>
<td>$87,500</td>
<td>$45,000</td>
<td>$100,000</td>
<td>14%</td>
</tr>
</tbody>
</table>

### North American Geographic Region
<table>
<thead>
<tr>
<th></th>
<th>Mean</th>
<th>Median</th>
<th>Low</th>
<th>High</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mid-Atlantic (PA, MD, VA, WV, DE, DC)</td>
<td>$93,000</td>
<td>$92,000</td>
<td>$78,000</td>
<td>$115,000</td>
<td>5%</td>
</tr>
<tr>
<td>Midwest (WI, MO, KS, IA, MN, NE, IL, OH, IN, ND, SD, IL)</td>
<td>$91,021</td>
<td>$90,000</td>
<td>$63,000</td>
<td>$120,000</td>
<td>8%</td>
</tr>
<tr>
<td>Northeast (ME, VT, NY, NH, CT, MA, NJ, RI)</td>
<td>$98,912</td>
<td>$100,000</td>
<td>$85,000</td>
<td>$115,000</td>
<td>17%</td>
</tr>
<tr>
<td>South (NC, SC, KY, TN, GA, FL, AL, AR)</td>
<td>$86,990</td>
<td>$87,500</td>
<td>$45,000</td>
<td>$120,000</td>
<td>44%</td>
</tr>
<tr>
<td>Southwest (CO, AZ, TX, OK, NM)</td>
<td>$87,600</td>
<td>$85,000</td>
<td>$75,000</td>
<td>$106,000</td>
<td>6%</td>
</tr>
<tr>
<td>West (CA, HI, WA, OR, AK, MT, ID, UT, NV, WY)</td>
<td>$100,343</td>
<td>$93,000</td>
<td>$83,000</td>
<td>$130,000</td>
<td>14%</td>
</tr>
<tr>
<td>Nashville Metro</td>
<td>$80,520</td>
<td>$81,250</td>
<td>$50,000</td>
<td>$110,000</td>
<td>23%</td>
</tr>
</tbody>
</table>

## Class of 2011 Profile

### Full-Time Employment Statistics

Salary report is based upon usable salary information on 86% of those graduates who accepted a job.
Class of 2011
Full-Time Employment Statistics

Top Hiring Companies
- Deloitte 7
- Bank of America Merrill Lynch 5
- General Electric 4
- Goldman, Sachs & Co. 4
- Johnson & Johnson 4
- Barclays Capital 3
- Delta Airlines 3
- Mars, Inc. 3
- Procter & Gamble 3
- Vanderbilt University Medical Center 3

Source of Accepted Offer

School-Facilitated Activities
- Scheduled Interviews On-campus 23%
- Internship - Originally Through School-Facilitated Activity 17%
- Job Posting / Resume Drop 4%
- Alumni Referral 11%
- Company Information Session 3%
- Job Fair such as NB MBA, NSH MBA 6%
- Other School-Related Recruiting Activity 4%
- Faculty Referral 1%
- Resume Book Referral 2%
- Total 71%

Graduate Facilitated Activities
- Personal Network - Family and Friends 8%
- Internet Job Posting 2%
- Other Student-Initiated Activities 4%
- Graduate-Facilitated Internship at Company 6%
- Previous Employer 1%
- Total 21%
- No Information 8%
- Total 100%

“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

Geographic Placement

Top Metros
- Nashville 28
- New York 19
- Atlanta 14
- San Francisco 8
- Seattle 5
- Washington DC 5

World Region
- North America 94%
- Asia 2%
- Europe 2%
- Latin America/Caribbean 2%
Employers Hiring Members of the Classes of 2011 and 2012

3M
Accretive Health
ACS, Inc.
Aetna, Inc.
Amazon
American Express
Amgen
AmSurg
Anheuser-Busch
Arraye Consulting
Aspen Partners, Ltd.
Asuragen
Asurion
AT&T
Baker Storey McDonald
Properties, Inc.
Bank of America Merrill Lynch
Bank of China International
Barclays Capital
Bay State Milling Company
BINA
Boyle Investment Company
Brambles
C3 Consulting, LLC
Caesars Entertainment
Campbell & Company
Capco
Capgemini U.S., LLC
Cardinal Health
Cedars-Sinai Medical Center
Change Healthcare
Chemo
Chick-fil-A, Inc.
Citi
The Clorox Company
Cognizant
Convivus
Corrections Corporation of America
Council Capital
C.R. Bard
Cracker Barrel Old Country Store, Inc.
Credit Suisse
Cumberland Consulting
Cummins, Inc.
Dan Morris Marketing
DaVita
Deloitte Consulting
Delta Air Lines
Deutsche Bank
DuPont
ECG Management Consultants
EDG Partners
Education Pioneers
Eli Lilly
Emerson
Environmental Defense Fund
Climate Corps
ExactTarget
ExxonMobil
FedEx
Fidus Partners
First Sterling Financial
Ford Motor Company
Fortis Healthcare (India) Ltd.
Foundations Recovery Network
Frist Capital, LLC
Gaylord Entertainment
Gen Cap America, Inc.
General Electric
Goldman, Sachs & Co.
Griffin Financial Group
Griffin Technology
HanesBrands, Inc.
Harper Capital, LLC
Harper Consulting
Harrah’s Entertainment, Inc.
HCA
HealthStream
Hill-Rom
Hoag Hospital
HP
Human Genome Sciences
Humana
IBM
IMG
Ingram Barge
InQuickER.com
Institute for the Future
Intel Corp.
Internal Revenue Service
Iroquois Capital Group, LLC
Johnson & Johnson
Johnson & Johnson India
Jones Lang LaSalle
JPMorgan Investment Banking
JW Aluminum Company
Keefe, Bruyette & Woods
KPMG Consulting
Lead Capital Partners
LifePoint Hospitals
Lowé’s
Mapco Express
Marchex
Marriott International
Mars, Inc.
Mettal, Inc.
McKesson Corp.
MedQuist
Microsoft
MicroStrategy
mimijumi, llc
Mountain Group Capital, LLC
Nestle Purina Pet Care
New York City Department of Education
Nissan North America
The North Highland Company
Novita Technologies
Ochsner Health System
OnLife
Pacific Rubiales Energy Corp.
Pfizer, Inc.
Plutus Capital Partners
PricewaterhouseCoopers
Procter & Gamble
Project Pyramid
Proventus Advisors
Raiffeisen Capital Investments
RegionalCare
RentStuff.com
R.J. Reynolds
Rockhouse Partners
Scripps Health
Sears Holdings Corp.
The Shopping Center Group
Simon-Kucher & Partners
Sprint
Summer Enterprise
Development Program
SunTrust Robinson Humphrey
Tennessee Department of Economic Development
Tennessee State Pension Fund
Thompson Research Group
Thomson Reuters
Tonkon Torp, LLP
U.S. Department of State
UBS Investment Bank
United Cerebral Palsy of Middle Tennessee
University of Mississippi Health Care
UPS
US Airways
U.S. District Court
Vanderbilt Children’s Hospital
Vanderbilt University
Vanderbilt University Medical Center
Vanguard Health Systems
Walmart
The Walt Disney Company
Wipro Consulting
Zimmer

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.