Methodology
Career Services surveyed Penn undergraduates to gather information about their experiences over the summer. Student responses were collected using an online survey during the summer and fall of 2016. This report summarizes the responses from rising sophomores, juniors and seniors in the College of Arts and Sciences during the Summer of 2016. A total of 1,434 students – 442 rising seniors, 461 rising juniors, and 531 rising sophomores - completed the survey. Respondents included students pursuing dual degrees with Wharton (81), Engineering (19) and Nursing (2). The response rate among rising seniors is 27%, among rising juniors, the response rate is 29% and the response rate among rising sophomores is 33%.

Prepared in March 2017 by:
Claire Klieger, Senior Associate Director
Nathaniel Leach, Associate Director – Graphics & Data Visualization
Vivian Lee, Student Assistant – Graphics & Data Visualization
2016 SUMMER PLANS SURVEY
College of Arts & Sciences

WORK

- 83% Full-time, Paid
- 13.5% Part-time, Unpaid
- 13.5% Part-time, Paid

METHOD OF OBTAINING INTERNSHIP

- 36% Applied Directly
- 4% Online Database (Not PennLink or iNet)
- 4% Other
- 7% Previous Employer
- 6% Penn Sponsored Program
- 7% Special Program
- 27% Contacts
- 6% On-Campus Recruiting (OCR)
- 3% Career Services Leads (Non-OCR)

TIMING OF OFFER

- 19% December 2015 and Before
- 6% January 2016
- 12% February 2016
- 23% March 2016
- 22% April 2016
- 13% May 2016
- 5% June 2016 or Later

TOP EMPLOYERS

- University of Pennsylvania (117)
- University of Pennsylvania Health System (52)
- Children’s Hospital of Philadelphia (19)
- Deloitte (9)
- Goldman Sachs (9)
- J.P. Morgan Chase & Co. (8)
- Comcast / NBCUniversal (7)
- Google (7)
- Bloomingdale’s (4)
- Boston Consulting Group (4)
- FactCheck.org (4)
- Institute for Contemporary Art (4)
- Morgan Stanley (4)
- YMCA (4)

AVERAGE MONTHLY SALARY

- Full-Time: $2,413
- Part-Time: $891

INDUSTRIES

- Education: 20%
- Non-Profit: 13.5%
- Healthcare: 12%
- Finance: 11%
- Communications: 9%
- Other: 7.5%
- Government: 6%
- Technology: 5%
- Consulting: 5%
- Hospitality/Sports: 4.5%
- Retail: 3%
- Manufacturing: 2%
- Legal: 1.5%

For students who indicated they were working full-time or part-time.
SUMMER JOB AND INTERNSHIP LOCATIONS

POPULAR CITIES

Philadelphia (360)  
New York (195)  
Washington, DC (59)  
Boston (25)  
Los Angeles (23)  
Chicago (23)  
San Francisco (14)  
Hong Kong (9)  
Seoul (8)  
Baltimore (6)  
Singapore (6)  
Mountain View (6)  
Dubai (5)  
Bethesda (5)  
Seattle (5)  
Cambridge (5)  
Shanghai (5)  
London (5)  
San Jose (5)  
Pittsburgh (5)

319 Cities where students interned around the world

JOB AND INTERNSHIP LOCATIONS

UNITED STATES

<table>
<thead>
<tr>
<th>STATE (#)</th>
<th>%</th>
<th>STATE (#)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama (1)</td>
<td>0.10%</td>
<td>Missouri (4)</td>
<td>0.40%</td>
</tr>
<tr>
<td>Arkansas (2)</td>
<td>0.20%</td>
<td>Montana (1)</td>
<td>0.10%</td>
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<tr>
<td>Arizona (5)</td>
<td>0.50%</td>
<td>New Hampshire (2)</td>
<td>0.20%</td>
</tr>
<tr>
<td>California (94)</td>
<td>8.90%</td>
<td>New Jersey (43)</td>
<td>4.10%</td>
</tr>
<tr>
<td>Connecticut (11)</td>
<td>1%</td>
<td>New Mexico (3)</td>
<td>0.30%</td>
</tr>
<tr>
<td>Colorado (1)</td>
<td>0.10%</td>
<td>New York (231)</td>
<td>21.80%</td>
</tr>
<tr>
<td>Delaware (2)</td>
<td>0.20%</td>
<td>Nevada (2)</td>
<td>0.20%</td>
</tr>
<tr>
<td>District of Columbia (65)</td>
<td>6.20%</td>
<td>North Carolina (10)</td>
<td>0.90%</td>
</tr>
<tr>
<td>Florida (12)</td>
<td>1.10%</td>
<td>North Dakota (2)</td>
<td>0.20%</td>
</tr>
<tr>
<td>Georgia (3)</td>
<td>0.30%</td>
<td>Ohio (7)</td>
<td>0.70%</td>
</tr>
<tr>
<td>Hawaii (1)</td>
<td>0.10%</td>
<td>Oregon (1)</td>
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</tr>
<tr>
<td>Illinois (26)</td>
<td>2.50%</td>
<td>Pennsylvania (400)</td>
<td>37.80%</td>
</tr>
<tr>
<td>Indiana (2)</td>
<td>0.20%</td>
<td>Rhode Island (2)</td>
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</tr>
<tr>
<td>Kentucky (2)</td>
<td>0.20%</td>
<td>South Carolina (1)</td>
<td>0.10%</td>
</tr>
<tr>
<td>Louisiana (3)</td>
<td>0.30%</td>
<td>Tennessee (5)</td>
<td>0.50%</td>
</tr>
<tr>
<td>Maine (2)</td>
<td>0.20%</td>
<td>Texas (16)</td>
<td>1.50%</td>
</tr>
<tr>
<td>Maryland (20)</td>
<td>1.90%</td>
<td>Virginia (10)</td>
<td>0.90%</td>
</tr>
<tr>
<td>Massachusetts (40)</td>
<td>3.80%</td>
<td>Washington (9)</td>
<td>0.90%</td>
</tr>
<tr>
<td>Michigan (7)</td>
<td>0.50%</td>
<td>Wisconsin (4)</td>
<td>0.40%</td>
</tr>
<tr>
<td>Minnesota (5)</td>
<td>0.50%</td>
<td>West Virginia (2)</td>
<td>0.20%</td>
</tr>
</tbody>
</table>

COUNTRY / TERRITORY (#) | %  | COUNTRY / TERRITORY (#) | %  |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Argentina (2)</td>
<td>1.6%</td>
<td>Malaysia (3)</td>
<td>2.3%</td>
</tr>
<tr>
<td>Australia (1)</td>
<td>0.8%</td>
<td>Mexico (6)</td>
<td>4.7%</td>
</tr>
<tr>
<td>Azerbaijan (1)</td>
<td>0.8%</td>
<td>Morocco (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Brazil (4)</td>
<td>3.1%</td>
<td>Nepal (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Cambodia (1)</td>
<td>0.8%</td>
<td>Netherlands (2)</td>
<td>1.6%</td>
</tr>
<tr>
<td>Cameroon (1)</td>
<td>0.8%</td>
<td>Nicaragua (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Canada (5)</td>
<td>3.9%</td>
<td>Pakistan (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>China (12)</td>
<td>9.4%</td>
<td>Panama (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Dominican Republic (1)</td>
<td>0.8%</td>
<td>Philippines (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>El Salvador (1)</td>
<td>0.8%</td>
<td>Poland (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Estonia (1)</td>
<td>0.8%</td>
<td>Puerto Rico (3)</td>
<td>2.3%</td>
</tr>
<tr>
<td>France (3)</td>
<td>2.3%</td>
<td>Republic of Korea (8)</td>
<td>6.3%</td>
</tr>
<tr>
<td>Germany (3)</td>
<td>2.3%</td>
<td>Russia (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Greece (2)</td>
<td>1.6%</td>
<td>Sierra Leone (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Guatemala (2)</td>
<td>1.6%</td>
<td>Singapore (6)</td>
<td>4.7%</td>
</tr>
<tr>
<td>Hong Kong (8)</td>
<td>6.3%</td>
<td>Switzerland (2)</td>
<td>1.6%</td>
</tr>
<tr>
<td>Hungary (1)</td>
<td>0.8%</td>
<td>Taiwan (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>India (7)</td>
<td>5.5%</td>
<td>Turkey (2)</td>
<td>1.6%</td>
</tr>
<tr>
<td>Indonesia (1)</td>
<td>0.8%</td>
<td>Uganda (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Ireland (2)</td>
<td>1.6%</td>
<td>United Arab Emirates (5)</td>
<td>3.9%</td>
</tr>
<tr>
<td>Israel (10)</td>
<td>7.8%</td>
<td>United Kingdom (5)</td>
<td>3.9%</td>
</tr>
<tr>
<td>Italy (2)</td>
<td>1.6%</td>
<td>Vietnam (1)</td>
<td>0.8%</td>
</tr>
<tr>
<td>Lebanon (2)</td>
<td>1.6%</td>
<td>Virgin Islands (1)</td>
<td>0.8%</td>
</tr>
</tbody>
</table>
**RISING SENIORS**

College of Arts and Sciences - Summer 2016

**WORK**

- 89.4% Full-time, Paid
- 7.4% Part-time, Unpaid
- 9.1% Full-time, Unpaid
- 9.9% Part-time, Paid

**CLASS**

- 4.5%

**OTHER**

- 2.7%

**INDEPENDENT RESEARCH TRAVEL**

- 2.9%

- 16%
- 14%
- 12%
- 11%
- 10.5%

**INDUSTRIES**

For students who indicated they were working full-time or part-time.

- Finance 16%
- Education 14%
- Healthcare 12%
- Non-Profit 11%
- Communications Consulting 10.5%
- Technology 8.5%
- Consulting 7.5%
- Government 6%
- Other 5%
- Manufacturing 3.5%
- Retail 3%
- Hospitality/Sports 2%
- Real Estate 1%

**METHOD OF OBTAINING INTERNSHIP**

- 33% Applied Directly
- 15% Career Services Leads (Non-OCR)
- 17% Contacts
- 5% Online Database (Not PennLink or iNet)
- 3% Other
- 7% Special Program
- 7% Previous Employer
- 7% Penn Sponsored Program

**TIMING OF OFFER**

- December 2015 and Before 19%
- January 2016 6%
- February 2016 12%
- March 2016 23%
- April 2016 22%
- May 2016 13%
- June 2016 or Later 5%

**AVERAGE MONTHLY SALARY**

- Full-Time: $3,225
- Part-Time: $984

- (30+ hrs/wk)
RISING JUNIORS
College of Arts and Sciences - Summer 2016

WORK
- 86.9% Full-time, Paid
- 17.7% Part-time, Unpaid
- 14.4% Part-time, Paid

CLASS
- 7.8% Rising Juniors
- 3.1% Other
- 0.4% Independent Research Travel

OTHER
- 8.2% Full-time, Unpaid
- 59.7% Full-time, Paid

METHOD OF OBTAINING INTERNSHIP
- 37% Applied Directly
- 6% Career Services Leads (Non-OCR)
- 2% On-Campus Recruiting (OCR)
- 29% Contacts
- 5% Online Database (Not PennLink or iNet)
- 8% Penn Sponsored Program
- 5% Other
- 4% Previous Employer
- 4% Special Program

TIMING OF OFFER
- 10% December 2015 and Before
- 5% January 2016
- 7% February 2016
- 25% March 2016
- 27% April 2016
- 20% May 2016
- 6% June 2016 or Later

AVERAGE MONTHLY SALARY
- Full-Time: $2,035 (30+ hrs/wk)
- Part-Time: $898

INDUSTRIES
For students who indicated they were working full-time or part-time.
RISING SOPHOMORES
College of Arts and Sciences - Summer 2016

WORK

75.9%
Full-time, Paid

13.6%
Part-time, Unpaid

16.1%
Part-time, Paid

CLASS

12%
December 2015 and Before

8%
January 2016

6%
February 2016

6%
March 2016

23%
April 2016

24%
May 2016

4.8%
June 2016 or Later

OTHER

5.2%

TRAVEL

2.1%

INDEPENDENT RESEARCH

25%
Education

15%
Healthcare

14%
Non-Profit

8%
Hospitality/Sports Communications

7%
Other

7%
Government

14.5%
Finance

4.5%
Retail

3%
Technology

12.5%
Consulting

2%
Legal

2%
Manufacturing

INDUSTRIES
For students who indicated they were working full-time or part-time.

AVERAGE MONTHLY SALARY

Full-Time: $1,738
(30+ hrs/wk)

Part-Time: $828

METHOD OF OBTAINING INTERNSHIP

37%
Applied Directly

6%
Penn Sponsored Program

7%
Previous Employer

3%
Special Program

3%
Online Database (Not PennLink or iNet)

1%
Contacts

5%
On-Campus Recruiting (OCR)

3%
Other

35%
Career Services Leads (Non-OCR)
### Full-Time Salary by Industry (All Class Years)

*Salary statistics are not released for industries where fewer than 3 students reported full-time salaries.

<table>
<thead>
<tr>
<th>Industry</th>
<th>Average Monthly Salary</th>
<th># Reporting Salary</th>
<th>Range of Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Communications: Advertising/Public Relations</td>
<td>$1,643</td>
<td>14</td>
<td>$700 - $2,400</td>
</tr>
<tr>
<td>Communications: Media/Entertainment</td>
<td>$1,899</td>
<td>39</td>
<td>$250 - $4,000</td>
</tr>
<tr>
<td>Communications: Publishing/Printing</td>
<td>$953</td>
<td>3</td>
<td>$240 - $1,600</td>
</tr>
<tr>
<td>Consulting</td>
<td>$3,273</td>
<td>45</td>
<td>$170 - $7,500</td>
</tr>
<tr>
<td>Education: Elementary/Secondary Education</td>
<td>$1,817</td>
<td>11</td>
<td>$900 - $3,000</td>
</tr>
<tr>
<td>Education: For Profit Education</td>
<td>$1,589</td>
<td>3</td>
<td>$400 - $2,850</td>
</tr>
<tr>
<td>Education: Higher Education</td>
<td>$1,733</td>
<td>73</td>
<td>$330 - $6,250</td>
</tr>
<tr>
<td>Education: Research Labs/Centers - Higher Education</td>
<td>$1,708</td>
<td>59</td>
<td>$260 - $4,000</td>
</tr>
<tr>
<td>Energy/Natural Resources/Utilities</td>
<td>$3,250</td>
<td>4</td>
<td>$2,560 - $5,000</td>
</tr>
<tr>
<td>Financial Services: Diversified Financial Services</td>
<td>$3,455</td>
<td>20</td>
<td>$1,000 - $6,750</td>
</tr>
<tr>
<td>Financial Services: Hedge Fund</td>
<td>$4,135</td>
<td>9</td>
<td>$1,600 - $10,000</td>
</tr>
<tr>
<td>Financial Services: Investment Banking/Brokerage</td>
<td>$5,920</td>
<td>37</td>
<td>$1,635 - $8,000</td>
</tr>
<tr>
<td>Financial Services: Investment Management</td>
<td>$3,763</td>
<td>11</td>
<td>$1,500 - $8,000</td>
</tr>
<tr>
<td>Financial Services: Private Equity</td>
<td>$3,588</td>
<td>13</td>
<td>$800 - $7,500</td>
</tr>
<tr>
<td>Government: Local Government</td>
<td>$1,388</td>
<td>7</td>
<td>$1,000 - $1,920</td>
</tr>
<tr>
<td>Government: Federal Government</td>
<td>$1,748</td>
<td>10</td>
<td>$500 - $2,720</td>
</tr>
<tr>
<td>Government: Non-U.S. Government Service</td>
<td>$667</td>
<td>3</td>
<td>$400 - $1,000</td>
</tr>
<tr>
<td>Government: Intergovernmental Organization</td>
<td>$1,832</td>
<td>5</td>
<td>$850 - $2,960</td>
</tr>
<tr>
<td>Healthcare: Community / Public Health Center</td>
<td>$1,604</td>
<td>5</td>
<td>$800 - $2,000</td>
</tr>
<tr>
<td>Healthcare: Hospital</td>
<td>$1,481</td>
<td>44</td>
<td>$256 - $3,333</td>
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<tr>
<td>Healthcare: Private Health Care Provider (for profit)</td>
<td>$2,105</td>
<td>9</td>
<td>$1,100 - $3,000</td>
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<tr>
<td>Hospitality / Leisure / Sports</td>
<td>$1,758</td>
<td>34</td>
<td>$600 - $6,000</td>
</tr>
<tr>
<td>Insurance</td>
<td>$2,579</td>
<td>9</td>
<td>$1,100 - $3,000</td>
</tr>
<tr>
<td>Legal Services</td>
<td>$1,471</td>
<td>11</td>
<td>$400 - $2,560</td>
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<tr>
<td>Manufacturing: Aerospace</td>
<td>$3,493</td>
<td>3</td>
<td>$2,600 - $5,000</td>
</tr>
<tr>
<td>Manufacturing: Biomedical Products/Pharmaceuticals</td>
<td>$2,237</td>
<td>11</td>
<td>$720 - $4,200</td>
</tr>
<tr>
<td>Manufacturing: Consumer Products (food, household &amp; personal care)</td>
<td>$3,155</td>
<td>5</td>
<td>$800 - $4,576</td>
</tr>
<tr>
<td>Nonprofit: Cultural Institutions/Arts and Cultural Affairs</td>
<td>$1,514</td>
<td>7</td>
<td>$1,000 - $2,400</td>
</tr>
<tr>
<td>Nonprofit: Public Interest/Advocacy</td>
<td>$1,585</td>
<td>31</td>
<td>$400 - $3,188</td>
</tr>
<tr>
<td>Nonprofit: Social Services</td>
<td>$1,431</td>
<td>9</td>
<td>$850 - $2,000</td>
</tr>
<tr>
<td>Other</td>
<td>$1,617</td>
<td>18</td>
<td>$320 - $2,000</td>
</tr>
<tr>
<td>Real Estate/Construction</td>
<td>$2,313</td>
<td>11</td>
<td>$575 - $4,800</td>
</tr>
<tr>
<td>Retail/Wholesale</td>
<td>$1,869</td>
<td>20</td>
<td>$380 - $4,800</td>
</tr>
<tr>
<td>Technology</td>
<td>$4,012</td>
<td>38</td>
<td>$1,000 - $9,167</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>$1,353</td>
<td>3</td>
<td>$200 - $3,360</td>
</tr>
</tbody>
</table>
### Full-Time Summer Salary by Job Type (Work Activities)

*Salary statistics are not released for job functions where fewer than 3 students reported full-time salaries.

<table>
<thead>
<tr>
<th>Job Type</th>
<th>Average Monthly Salary</th>
<th># Reporting Salary</th>
<th>Range of Monthly Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting: Internal Accounting</td>
<td>---</td>
<td>1</td>
<td>---</td>
</tr>
<tr>
<td>Architecture</td>
<td>$3,146</td>
<td>3</td>
<td>$1,440 - $6,000</td>
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<tr>
<td>Arts and Culture: Graphics / Design</td>
<td>$1,380</td>
<td>6</td>
<td>$400 - $2,500</td>
</tr>
<tr>
<td>Communications: Advertising/Account Mgmt./Media Planning</td>
<td>$1,685</td>
<td>11</td>
<td>$1,026 - $2,400</td>
</tr>
<tr>
<td>Communications: Editing</td>
<td>$1,357</td>
<td>4</td>
<td>$330 - $2,800</td>
</tr>
<tr>
<td>Communications: Journalism/Other Writing</td>
<td>$1,620</td>
<td>12</td>
<td>$1,200 - $2,000</td>
</tr>
<tr>
<td>Communications: Public Relations</td>
<td>$2,240</td>
<td>9</td>
<td>$400 - $5,000</td>
</tr>
<tr>
<td>Consulting: Management/Strategy</td>
<td>$3,842</td>
<td>28</td>
<td>$500 - $7,500</td>
</tr>
<tr>
<td>Consulting: Research</td>
<td>$2,634</td>
<td>18</td>
<td>$200 - $7,440</td>
</tr>
<tr>
<td>Consulting: Technical/Information Systems</td>
<td>$4,725</td>
<td>3</td>
<td>$3,800 - $5,375</td>
</tr>
<tr>
<td>Data Science: Data Analysis</td>
<td>$3,000</td>
<td>19</td>
<td>$1,112 - $5,580</td>
</tr>
<tr>
<td>Economics: Economic Research/Econometrics</td>
<td>$1,490</td>
<td>4</td>
<td>$170 - $2,700</td>
</tr>
<tr>
<td>Education: Administration</td>
<td>$1,794</td>
<td>8</td>
<td>$930 - $3,200</td>
</tr>
<tr>
<td>Education: Research</td>
<td>$1,541</td>
<td>20</td>
<td>$800 - $2,800</td>
</tr>
<tr>
<td>Education: Teaching</td>
<td>$2,251</td>
<td>15</td>
<td>$900 - $6,250</td>
</tr>
<tr>
<td>Energy/Environment: Research</td>
<td>$2,693</td>
<td>3</td>
<td>$2,400 - $2,960</td>
</tr>
<tr>
<td>Engineering: Research &amp; Development</td>
<td>$2,810</td>
<td>7</td>
<td>$400 - $5,200</td>
</tr>
<tr>
<td>Engineering: Systems</td>
<td>$3,420</td>
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<td>$2,600 - $4,300</td>
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<td>Finance: Commercial Banking/Lending</td>
<td>$2,376</td>
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<td>$1,000 - $3,600</td>
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<tr>
<td>Finance: Financial Planning &amp; Analysis (non-banking)</td>
<td>$3,147</td>
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<td>$2,080 - $5,833</td>
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<tr>
<td>Finance: Investment Banking</td>
<td>$5,882</td>
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<td>$1,635 - $7,086</td>
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<td>Finance: Investment Management/Counsel</td>
<td>$4,232</td>
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<td>Finance: Private Equity</td>
<td>$3,695</td>
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<td>Finance: Risk Management</td>
<td>$2,896</td>
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<td>$1,600 - $4,000</td>
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<td>Finance: Securities Research</td>
<td>$4,603</td>
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<td>Finance: Sales</td>
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<tr>
<td>Finance: Trading</td>
<td>$6,091</td>
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<td>$4,000 - $7,083</td>
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<td>Finance: Venture Capital</td>
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<tr>
<td>Government: Legislative Aid/Staff</td>
<td>$833</td>
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<td>Government: Policy Research/Analysis</td>
<td>$1,623</td>
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<td>Healthcare: Clinical Research</td>
<td>$1,532</td>
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<td>$300 - $2,550</td>
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<td>Healthcare: Health Care Policy / Management</td>
<td>$1,694</td>
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<td>$800 - $2,400</td>
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<td>Healthcare: Hospital / HMO Administration</td>
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<td>Healthcare: Other Clinical/Non-Nursing</td>
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<tr>
<td>Healthcare: Public Health Administration</td>
<td>$1,773</td>
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<td>Hospitality: Camp Counselor</td>
<td>$1,444</td>
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<td>$600 - $3,000</td>
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<td>Hospitality: Life Guard</td>
<td>$2,220</td>
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<td>$700 - $1,600</td>
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<tr>
<td>Job Type</td>
<td>Average Monthly Salary</td>
<td># Reporting Salary</td>
<td>Range of Monthly Salary</td>
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<tr>
<td>----------------------------------------------</td>
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<tr>
<td>Information Technology: Data Analyst / Administrator</td>
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<tr>
<td>Information Technology: Product Designer</td>
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<td>Information Technology: Software Developer/Engineer</td>
<td>$4,784</td>
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<td>$1,000 - $9,167</td>
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<tr>
<td>Information Technology: Technical Support</td>
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<tr>
<td>Information Technology: Web Designer/Developer</td>
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<tr>
<td>Law: Paralegal</td>
<td>$1,844</td>
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<td>$480 - $5,000</td>
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<td>Management/Administration: Administrative Assistant/Office Management</td>
<td>$1,402</td>
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<td>Management/Administration: Human Resources</td>
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<td>Management/Administration: Operations</td>
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<td>Marketing: Marketing Analysis/Research</td>
<td>$2,285</td>
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<td>$250 - $5,900</td>
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<td>Marketing: New Business Development</td>
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<td>Marketing: Product/Brand Management</td>
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<td>$240 - $4,800</td>
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<td>Marketing: Sales/Sales Account Management</td>
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<td>Marketing: Social Media</td>
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<td>$575 - $3,600</td>
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<td>Nonprofit/Social Services: Administration</td>
<td>$1,333</td>
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<td>Nonprofit/Social Services: Direct Service</td>
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<tr>
<td>Nonprofit/Social Services: Policy</td>
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<tr>
<td>Nonprofit/Social Services: Program Evaluation</td>
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<td>Nonprofit/Social Services: Program Planning</td>
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<td>Nonprofit/Social Services: Research</td>
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<td>Other</td>
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<td>$560 - $3,800</td>
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<td>Real Estate: Sales</td>
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<td>Real Estate: Real Estate Investment Analysis</td>
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<td>$2,000 - $7,100</td>
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<td>Scientific Research: Biology/Biochemistry</td>
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<td>$256 - $3,333</td>
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<td>Scientific Research: Biomedical</td>
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<td>$170 - $3,333</td>
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<td>Scientific Research: Chemistry</td>
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<td>$583 - $2,000</td>
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<td>Scientific Research: Physics</td>
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<td>$900 - $2,500</td>
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<tr>
<td>Scientific Research: Psychology</td>
<td>$1,606</td>
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<td>$800 - $3,000</td>
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</tbody>
</table>
SUMMER PLANS BY INDUSTRY

Communications
Consulting
Education
Finance
Government
Healthcare
Hospitality
Legal Services
Manufacturing
Non-Profit
Real Estate
Retail
Technology
Summer Opportunities in COMMUNICATIONS

**METHOD**
How students obtained their accepted job or internship offers

- 39% Applied directly to organization
- 28% Contacts/family/friends/alumni
- 22% On-Campus Recruiting (OCR)
- 12% Other Career Services leads (non-OCR)
- 2% Previous employer/internship
- 4% Online database (Not PennLink or iNet)
- 5% Other
- 2% Special program
- 6% Penn-sponsored program

**AVERAGE MONTHLY SALARY**
Full-Time: $1,498 (30+ hrs/wk)

**TIMING**
When students received their offers

- 6% Dec. 2015 or earlier
- 4% Jan. 2016
- 9% Feb.
- 22% March
- 29% April
- 30% May 2016

**INDUSTRY BREAKDOWN**
- 69.2% Advertising
- 23.1% Media/Entertainment
- 7.7% Publishing/Printing
- 22.6% Public Relations
- 24.5% Government Communications Intern
- 20.8% Production
- 18.9% Advertising/Media Planning
- 11.3% Editing
- 10.7% Marketing Analysis/Research
- 1.9% Graphics/Design
- 1.5% Social Media
- 0.9% Other

**JOB FUNCTION BREAKDOWN**
- 39% Advertising/Media Planning
- 22.6% Public Relations
- 24.5% Government Communications Intern
- 20.8% Production
- 18.9% Advertising/Media Planning
- 11.3% Editing
- 10.7% Marketing Analysis/Research
- 1.9% Graphics/Design
- 1.5% Social Media

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- 7.7% Publishing/Printing

**INDUSTRY BREAKDOWN**
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**INDUSTRY BREAKDOWN**
- 69.2% Advertising
- 23.1% Media/Entertainment
- 7.7% Publishing/Printing

**POSITIONS**
- Cherry Bombe Magazine, Intern
- Comcast/NBCUniversal, Brand Marketing Intern for NBC News
- Comcast/NBCUniversal, Digital Media and Marketing Intern
- Comcast/NBCUniversal, Government Communications Intern
- Comcast/NBCUniversal, Shot Selector
- Comcast/NBCUniversal, Strategic Planning Intern
- Comcast/NBCUniversal, Talent Attraction Intern
- Dentsu Aegis Network, Programmatic Intern

(See next page)
## Summer Opportunities in Communications

### Positions

<table>
<thead>
<tr>
<th>Company/Position</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deston Entertainment, Assistant Production Manager</td>
<td></td>
</tr>
<tr>
<td>Di Novi Pictures, Film and Television Development Intern</td>
<td></td>
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<tr>
<td>DigitasLBi, Media Planner</td>
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<tr>
<td>Discovery Communications, Product Development Intern</td>
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<tr>
<td>Doner, Intern</td>
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<tr>
<td>ESM Productions, Production Intern</td>
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<tr>
<td>Evok Advertising, Account Services Intern</td>
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<tr>
<td>FLAX PR, Intern</td>
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<tr>
<td>FOX Sports, Digital Marketing Intern</td>
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<tr>
<td>Flame Ventures, Development Intern</td>
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<tr>
<td>Funny Or Die, Intern</td>
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<tr>
<td>GenHERation, Intern (2)</td>
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<tr>
<td>Greentarget Global Group, Content Intern</td>
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<tr>
<td>Gyro, Account Management Intern</td>
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<tr>
<td>HarperCollins Publishers, Marketing Intern</td>
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<tr>
<td>HBO, Domestic Distribution Intern</td>
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<tr>
<td>HarperCollins Publishers, Design Intern</td>
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<tr>
<td>ICR Inc., Corporate Communications Intern</td>
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<tr>
<td>IPG Mediabrands, Portfolio Management Intern</td>
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<td>JUICE Pharma, Account Intern</td>
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<tr>
<td>Jamestown Associates, Political Intern</td>
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<tr>
<td>KTAR News, Radio Production Intern</td>
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<tr>
<td>Killer Films, Development Intern</td>
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<tr>
<td>Los Angeles Times, Multiplatform/Copy Desk Intern</td>
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<tr>
<td>Management 360, Intern</td>
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<tr>
<td>McIntosh &amp; Otis, Intern</td>
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<tr>
<td>McSweeney’s, Intern</td>
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<tr>
<td>Mediavest, Strategy &amp; Planning Intern</td>
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<tr>
<td>Minnesota Public Radio, 50th Anniversary Intern</td>
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<tr>
<td>Motion Picture Corporation of America, Intern</td>
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<tr>
<td>Music @ Menlo, Production Intern</td>
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<tr>
<td>NBC News, Meet the Press Editorial and Production Intern</td>
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<tr>
<td>NBC Olympics, Shot Selector</td>
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<tr>
<td>Newlink Group, Social Media Marketing Intern</td>
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<tr>
<td>NewsCred, Sales &amp; Editorial Intern</td>
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<tr>
<td>Next Wave Record Label, Assistant</td>
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<tr>
<td>Nickelodeon Animation Studio, HR Intern</td>
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<tr>
<td>The Observer, Intern</td>
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<tr>
<td>Original Force Animation, Writing Assistant</td>
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<tr>
<td>PMK BNC, Intern</td>
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<tr>
<td>Paramount Pictures, Story Intern</td>
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<tr>
<td>Penguin Random House, Marketing/Publicity Intern</td>
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<tr>
<td>Philadelphia Inquirer, Sports Reporter</td>
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<tr>
<td>Philadelphia Magazine, Editorial Intern</td>
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<tr>
<td>Philadelphia Magazine, News/Politics Intern</td>
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<td>Portland Communications, Intern</td>
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<tr>
<td>Powell Tate/Webber Shandwick, Intern</td>
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<tr>
<td>Praetorian Digital, Custom Content Intern</td>
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<tr>
<td>Principato Young Entertainment, Talent Management Intern</td>
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<tr>
<td>REVOLT Media &amp; TV, PR Intern</td>
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<td>Realtime Media, Sales &amp; Strategy Summer Associate</td>
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<td>Red Tettemer O’Connell &amp; Partners, Social Strategy Intern</td>
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<tr>
<td>Saatchi &amp; Saatchi, Strategic Planning Intern</td>
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<td>San Antonio Current, Digital Media Intern</td>
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<td>Sesame Workshop, Intern</td>
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<td>Shore Fire Media, Intern</td>
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<td>Sony Music, Intern</td>
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<tr>
<td>Superb Entertainment, Intern</td>
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<td>THINK Creative Group, Inbound Marketing Intern</td>
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<td>TWELV Magazine, Fashion Editor</td>
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<td>ThePostGame.com, Sports Writer</td>
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<tr>
<td>Time Inc., Digital Editorial Intern</td>
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<td>Time Inc., Human Resources Operations Intern</td>
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<td>Time Inc., Integrated Marketing Intern</td>
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<td>Time Inc., Intern</td>
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<tr>
<td>United Talent Agency, Intern</td>
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<tr>
<td>Vaad LeHotzaat Kitvei HaRav Weinberg, Intern</td>
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<td>Variety Media, LLC., Intern</td>
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<tr>
<td>Viacom, Content and Programming Intern</td>
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<td>Viacom, Intern</td>
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<td>Viacom, Print Design Intern</td>
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<tr>
<td>Viacom Media Networks, Programming Acquisitions Group Intern</td>
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<tr>
<td>WHYY-TV, Assistant Producer</td>
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<tr>
<td>WXPN, Member Services Intern</td>
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<td>Wall Street Journal, Robert L. Bartley Fellow</td>
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<tr>
<td>Walt Disney Company, Finance Intern</td>
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<tr>
<td>Wenatchee World, News Intern</td>
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<tr>
<td>WhoSay, Editorial Assistant</td>
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<tr>
<td>William Morris Endeavor, Intern</td>
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<tr>
<td>Wire Stone, Account Management Intern</td>
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</tbody>
</table>
Summer Opportunities in Consulting

**POSITIONS**
- A.T. Kearney, Business Analyst Intern
- AM Consulting, Intern
- Accenture, Intern
- Accenture, Technology Consulting Analyst Intern
- BAIA International, Management Consulting Intern
- Bain & Co., Associate Consultant Intern (3)
- Berkeley Research Group, Summer Associate
- Boston Consulting Group
- Boston Consulting Group, Part-Time Assistant
- Boston Consulting Group, Summer Associate (2)
- Capco: The Capital Markets Company, Summer Associate
- Charles River Associates, Analyst
- ClearView Healthcare Partners, Analyst Intern (2)
- Datawords, Project Manager
- Deloitte, Business Analyst Summer Scholar
- Deloitte, Summer Analyst (3)
- Deloitte, Summer Scholar (4)
- Dun & Bradstreet, Financial Planning and Analysis Intern
- Estudios Tecnicos Inc., Intern
- FMG Leading, Intern
- Five O’Clock Club, Market Research Intern
- Flamingo International, Intern
- Heidrick and Struggles, Analyst Intern
- IBM, Consulting By Degrees Intern
- International Business Machines, Business Analyst
- Leitzes & Co, Creative Marketing Intern
- McKinsey & Company, Summer Business Analyst
- Millward Brown Vermeer/Kantar Vermeer, Summer Analyst
- Monitor Deloitte, Strategy Consulting Summer Analyst
- Navigant Consulting, Summer Associate
- New England Consulting Group
- Oliver Wyman, Consulting Intern (2)
- PriceWaterhouseCoopers, Advance Advisory Intern
- PriceWaterhouseCoopers, Financial Consulting Intern
- PriceWaterhouseCoopers, Start Intern
- PriceWaterhouseCoopers, Intern (2)
- Professional Development Group LLC, Marketing Intern
- Quorum Consulting, Inc., Summer Associate
- Research Board of Gartner, Inc., Research Analyst
- Seltzer Licensing Group
- Simon-Kucher & Partners, Consulting Intern
- Strategy&, Summer Associate (2)
- Sustrana Sustainability Consultants, LLC, Product Development Intern
- Swellbox, Intern
- Transportation Resource Associates Inc., Consulting Intern
- Wendell Potter Consulting, Intern

**METHOD**
- Applied directly to organization: 7%
- Other Career Services leads (non-OCR): 15%
- Previous employer/internship: 9%
- Online database (Not PennLink or iNet): 3%
- Other: 2%
- Special program: 0%
- Penn-sponsored program: 0%

**AVERAGE MONTHLY SALARY**
- Full-Time: $3,273 (30+ hrs/wk)

**TIMING**
- When students received their offers
  - Dec. 2015 or earlier: 5%
  - Jan. 2016: 2%
  - Feb.: 25%
  - March: 39%
  - April: 18%
  - May 2016: 11%

- 95% of students received their offers during or after the spring semester

**JOB FUNCTION BREAKDOWN**
- Communications: 21%
- Consulting Research: 3.5%
- Contacts/family/friends/alumni: 32%
- On-Campus Recruiting (OCR): 32%
- Other: 5%
- Marketing: 7%
- Business Research/Analysis: 3.5%
- Technical/Info Systems Consulting: 3.5%
- Mgmt./Strategy Consulting: 53%

- 95% of students received their offers during or after the spring semester
Summer Opportunities in EDUCATION

POSITIONS

Full Knowledge Teaching Institute, Teacher
Generation Teach, Teaching Fellow
George Washington University, Research Assistant
Grenoble Institute of Technology and CNRF, International Research Intern
H. Lee Moffitt Cancer Center, SPARK Intern
Harvard University, Proctor & Tutor
Hebrew University of Jerusalem, Research Assistant
IDC Herzliya, Intern
IDEA Public Schools, Academic Services Intern
Interdisciplinary Center Herzliya, Research Intern
International Ivy Summer Enrichment Program, Teacher
Island Lake Sports and Arts Camp, Counselor
Ivy League Camps, Director
Ivy Tech Community College of Bloomington, Tutor
KIPP, Leadership Team Intern
Kidventure Summer Camp, Counselor
Knodemy, Product Management Intern
Language Will, Teacher
Little Picasso School of Visual Arts, Assistant Teacher
Mathnasium, Tutor
Mt. Sinai School of Medicine, Clinical Research Assistant
NORC at the University of Chicago, Social Science Research Intern
New York Genome Center, Business Development Intern
New York University, Research Assistant
OCP Policy Center, Intern
OPEN Classroom, Junior Facilitator
Prep for Prep, Assistant Head of the Summer Advisory System
Price Lab for Digital Humanities, Undergraduate Fellow
Princeton Plasma Physics Laboratory, Intern
REACT Research Program, Intern
RWTH Aachen University, Intern (2)
Rockefeller University
Rutgers University, Research Assistant
Summer Engineering Experience for Kids (SEEK), Mentor
Schmidt Lab at University of Pennsylvania, Research Assistant
Singapore Management University, Summer Research Associate
Stanford University, Counselor (2)

Stanford University, Research Assistant
Stanford University Health System, Research Assistant
Steppingstone Academy, Intern
Summerbridge Hong Kong, Mentor/Teacher
Swarthmore College, Research Assistant
TIC Summer Camp, Counselor
Taipei Medical University, Research Assistant
Tata Institute of Fundamental Research, Intern
Teach for America, Operations Coordinator
Temple Emanuel Religious School
Union City Daycare, Teacher Aide
Universidad Maimonides, Research Assistant
University of California - San Diego, Student Research Assistant
University of California - Los Angeles Health System, Research Volunteer
University of Manitoba, Student
University of Minnesota, SURE Intern
University of North Carolina, Research Assistant
University of Pennsylvania (4)
University of Pennsylvania, Research Assistant
University of Pennsylvania, AHRCI Media Coder
University of Pennsylvania, Administrative Assistant
University of Pennsylvania, Audio Specialist
University of Pennsylvania, Collections Intern
University of Pennsylvania, Creative Strategist and Executive NSO Coordinator
University of Pennsylvania, Customer Services Assistant
University of Pennsylvania, Digital Media Assistant
University of Pennsylvania, Fitness Attendant
University of Pennsylvania, Fox Fellow
University of Pennsylvania, Hospitality Employee
University of Pennsylvania, Intern (3)
University of Pennsylvania, Kashaya Dictionary Intern
University of Pennsylvania, Lab Assistant (5)
University of Pennsylvania, Marketing Intern

University of Pennsylvania, Media Coder
University of Pennsylvania, Media Intern
University of Pennsylvania, NSO Coordinator
University of Pennsylvania, Office Assistant (2)
University of Pennsylvania, Operations Manager
University of Pennsylvania, PURM Research Assistant (3)
University of Pennsylvania, PennCap Peer Counselor
University of Pennsylvania, Production Assistant (2)
University of Pennsylvania, Program Assistant
University of Pennsylvania, Program Coordinator
University of Pennsylvania, RA
University of Pennsylvania Research Assistant (40)
University of Pennsylvania, Research Mentorship Program Mentee
University of Pennsylvania, Researcher (3)
University of Pennsylvania, Residential Team Advisor (2)
University of Pennsylvania, Sociolinguistics in Education Research Assistant
University of Pennsylvania, Sound Engineer Intern (2)
University of Pennsylvania, Special Collections Assistant
University of Pennsylvania, Student Worker (2)
University of Pennsylvania, Summer Intern
University of Pennsylvania, Undergraduate Research Assistant (5)
University of Pennsylvania, Web Master
University of Pennsylvania, Study Coordinator
University of Pennsylvania - Academic Engagement, Collections Intern
University of Pennsylvania - Annenberg Public Policy Center, Media Coder
University of Pennsylvania - Annenberg Public Policy Center, Undergraduate Fellow
University of Pennsylvania - Biddle Law Library, Faculty Document Delivery Assistant

(See next page)
## Positions

| University of Pennsylvania - Biology, Research Assistant | (3) |
| University of Pennsylvania - Biomedical Sciences Bale Lab, Research Assistant |
| University of Pennsylvania - Boundaries of Anxiety and Depression Laboratory, Research Assistant |
| University of Pennsylvania - Business Economics and Public Policy, Research Assistant |
| University of Pennsylvania - Center for the Treatment and Study of Anxiety, Undergraduate Volunteer Assistant |
| University of Pennsylvania - Cinema and Media Studies Department, Summer Intern |
| University of Pennsylvania - Classical Studies: The Price Lab for Digital Humanities, Andrew W. Mellon Price Lab Summer Fellow |
| University of Pennsylvania - Criminology, Research Assistant |
| University of Pennsylvania - Department of Biochemistry and Biophysics, Perelman School of Medicine, Research Assistant |
| University of Pennsylvania - Department of Biochemistry and Molecular Biophysics, Undergraduate Researcher |
| University of Pennsylvania - Department of Biology, Lab Assistant |
| University of Pennsylvania - Department of Biostatistics and Epidemiology, Research Assistant |
| University of Pennsylvania - Department of Chemistry, Undergraduate Researcher |
| University of Pennsylvania - Department of Computer and Information CIS, Research Assistant |
| University of Pennsylvania - Department of Developmental Biology, Research Assistant |
| University of Pennsylvania - Department of Epidemiology and Biostatistics, Research Assistant |
| University of Pennsylvania - Department of Germanic Languages and Literature, Research Assistant |
| University of Pennsylvania - Department of Radiology, Research Assistant |
| University of Pennsylvania - Earth and Environmental Science, Research Assistant |
| University of Pennsylvania - Housing and Conference Services, Guest Services Attendant |
| University of Pennsylvania - Legal Studies and Business Ethics Department, Research Assistant |
| University of Pennsylvania - Microbiology at the Smilow Research Center, Research Assistant |
| University of Pennsylvania - Netter Center, Data Analyst |
| University of Pennsylvania - Netter Center, Intern |
| University of Pennsylvania - Neurology, Research Assistant |
| University of Pennsylvania - Neuroscience, Research Assistant |
| University of Pennsylvania - Office of the President, Intern |
| University of Pennsylvania - PURM Biology Department, Research Assistant |
| University of Pennsylvania - Penn Museum - Babylonian Section, Exhibits Intern |
| University of Pennsylvania - Penn Wharton Public Policy Initiative, Research Assistant |
| University of Pennsylvania - PennDesign, Research Assistant |
| University of Pennsylvania - Perelman Medical School: Ted Abel Laboratory, Researcher |
| University of Pennsylvania - Perelman School of Medicine: Dreyfuss Laboratory, Research Assistant |
| University of Pennsylvania - Physics and Nanotechnology, Research Assistant |
| University of Pennsylvania - Psychology: Brannon Lab, Research Assistant |
| University of Pennsylvania - Undergraduate Admissions, Admissions Assistant |
| University of Pennsylvania - Van Pelt Library, Student Worker (3) |
| University of Pennsylvania - Wharton GIS, Research Assistant |
| University of Pennsylvania - Wharton Real Estate Department, Research Assistant |
| University of South Carolina, Communications Coordinator |
| University of Southern California, Visiting Research Scholar |
| Vanderbilt University, Research Assistant |
| Varsity Tutors, Tutor |
| Virginia Science and Technology Engineering and Applied Science, Resident Assistant |
| Wesleyan University, Summer Fellow |
| Wharton OID Department, Programmer/Research Assistant |
| Wistar Institute |
| Wistar Institute, Lab Assistant |
| Woodlawn School, Instructor |
| Woods Hole Oceanographic Institution, Guest Student |
| Wyoming Seminary, ESL Counselor and STEM Teaching Assistant |
| Wyss Institute for Biologically Inspired Engineering at Harvard University, Research Assistant |
| Xavier University, Intern/Assistant |
| Y2 Academy, Teacher’s Assistant |
Summer Opportunities in FINANCIAL SERVICES

METHOD
How students obtained their accepted job or internship offers

- 33% Applied directly to organization
- 20% On-Campus Recruiting (OCR)
- 9% Other Career Services leads (non-OCR)
- 2% Previous employer/internship
- 2% Online database (Not PennLink or iNet)
- 2% Other
- 4% Special program
- 0% Penn-sponsored program

AVERAGE MONTHLY SALARY
Full-Time: $4,172
(30+ hrs/wk)

TIMING
When students received their offers

- 27% Dec. 2015 or earlier
- 11% Jan. 2016
- 15% Feb.
- 16% March
- 14% April
- 16% May 2016

INDUSTRY BREAKDOWN

- 21% Diversified Financial Services
- 11% Investment Management
- 41% Investment Banking
- 4% Venture Capital
- 15% Private Equity
- 8% Hedge Fund

JOB FUNCTION BREAKDOWN

- 4% Data Analyst
- 2% Software Developer
- 5% Securities Research Analyst
- 7% Sales & Trading
- 27% Investment Banking Analyst
- 2% Real Estate Investment Analyst
- 3% Marketing
- 5% Commercial Banking/Lending
- 9% Financial Planning/Analysis
- 6% Other
- 3% Risk Management
- 13% Private Equity Analyst
- 13% Investment Management/Counsel

INDUSTRY BREAKDOWN

- 72% of students received their offers during or after the spring semester

POSITIONS

- AQR Capital, Summer Analyst
- Alexsar Capital, Financial Analyst Intern
- American Express, Intern
- American International Group, Financial Advisor Intern
- Audax Group, Private Equity Summer Analyst
- Avenue Capital, Summer Analyst
- BAC, Intern
- Bain Capital, Summer Investment Analyst
- Bank of America Merrill Lynch, Summer Analyst
- Bernhard Capital Partners
- BlackRock, Product Strategy Analyst
- Blackstone Group, Summer Analyst

Bank of America Merrill Lynch, Global Wealth Investment Management Advisory Intern
Bank of New York Mellon, Summer Analyst
Bankrate, Marketing Intern
Barclays, Summer Analyst
Beach Point Capital Management, Summer Analyst

(See next page)
Summer Opportunities in
FINANCIAL SERVICES

POSITIONS
Blue Seed Collective, Venture Capital Summer Analyst
Brandywine Asset Management, Trading Intern
Bravia Capital, Analyst
Bridgewater Associates, Investment Associate Intern
Bridgewater Associates, Management Associate
Byline Bank, Information Security Intern
Capital One, Business Analyst
Carlson Capital, L.P., Carlyle Group, Summer Intern
Centerview Partners, Investment Banking Analyst
Centerview Partners, Summer Analyst
Citibank, Summer Analyst
Consonance Capital Partners, Healthcare Investments Analyst
Crosstree Capital Partners, Investment Banking Summer Analyst
D Group Equities Management Services, Finance/Accounting Intern
Daiwa Capital Markets Korea, Investment Banking Intern
De Lage Landen, Flow Analyst
Deimos Asset Management, Summer Analyst
Deutsche Bank, Asset & Wealth Management Summer Analyst
Deutsche Bank, Summer Analyst
Diversis Capital, Summer Analyst
Divine Capital LLC., Research and Investment Banking Analyst
Dream Ventures, Intern
Envisage Advisors, Summer Analyst
FTV Capital, Intern
Ferghana Partners, Investment Banking Summer Analyst
Fidelity, FCAT Intern
First National Bank of Pennsylvania, Teller
Foresters Financial Services, Inc., Intern
GCM Grosvenor, Summer Analyst
GE Capital, Risk Management Intern
George K Baum, Intern
Goldman Sachs, Investment Banking Summer Analyst
Goldman Sachs, Summer Analyst (7)
Goldman Sachs, Technology Summer Analyst
Gorelick Brothers Capital LLC., Summer Intern
Greenhill & Co., Summer Analyst
Guggenheim Partners, Summer Analyst
Houlihan Lokey, Summer Analyst
IIFL Wealth, Finance Intern
ITG, Summer Analyst
Interinvest Venture, Capital Intern
J.P. Morgan Chase & Co., Mergers & Acquisitions Investment Banking Summer Analyst
J.P. Morgan Chase & Co., Summer Analyst (2)
JPMorgan Chase & Co., Client List Screening Intern
JPMorgan Chase & Co., Sales & Trading Summer Analyst (2)
JPMorgan Chase & Co., Software Development Analyst
JPMorgan Chase & Co., Technology Analyst
Janney Montgomery Scott, Intern
Kayne Anderson Capital Advisors, L.P., Summer Associate (2)
Korea Investment Company, Summer Intern
LGL Partners, Intern
LLR Partners, Market Development Intern
Lazard, Healthcare Summer Analyst
Lincoln Financial Group, Intern
MTS Health Partners, Summer Analyst
Magma Venture Partners, Summer Venture Capital Associate
Marathon Asset Management, Summer Analyst
Merck Sharp & Dohme Federal Credit Union, Marketing and Financial Services Intern
Moelis & Company, Investment Banking Summer Analyst
Moon Capital, Summer Analyst
Morgan Stanley, Compliance Summer Analyst
Morgan Stanley, Fixed Income Sales & Trading Summer Analyst
Morgan Stanley, Summer Analyst (2)
PJT Partners, Investment Banking Summer Analyst
Patron Capital Partners, Summer Analyst
Penn Students Federal Credit Union, Summer Manager
Perella Weinberg Partners, Advisory Sophomore Intern
Praxis Commercial Summer, Analyst
RBC Capital Markets, Summer Analyst
Raymond James Financial
Riverside Company, Private Equity Summer Analyst
Rothschild, Summer Intern
Rowing Ventures
SWAT Equity Partners, Intern
Schonfeld Strategic Advisors, Summer Analyst
Signal Hill Capital, Summer Analyst (2)
Societe Generale, Summer Analyst
Sol Systems, Solar Analyst Intern
Strategic Exit Advisors, Summer Analyst
TD Bank, Compliance, Legal and Anti-Money Laundering Intern
TD Bank, Finance Intern
TD Bank, Retail Sales Strategy and Effectiveness Intern
Thomson Reuters, Summer Intern
True North Advisors, Summer Intern
UBS AG, Summer Analyst
Vista Equity Partners, Intern
Wells Fargo, Summer Analyst (3)
WhaleRock Point Partners, Summer Analyst
Wintrust Bank, Wealth Services Intern
Summer Opportunities in GOVERNMENT

positions
Brookhaven National Laboratory, Student Collaborator
Brookings Institution, Research Intern & Fox Fellow
Brooklyn District Attorney's Office, Homicide Bureau Summer College Intern
Conference on Asian Pacific American Leadership (CAPAL), Historical Research Intern
California State Senate, Comcast Fellow
City of Cincinnati, Recreation Program Leader
City of Philadelphia, Intern to the Deputy Service Officer for Civic Engagement

city of Philadelphia, WorkReady Program Coordinator
City of San Antonio Department of Human Services, Fiscal Office Ambassador Program Intern
Congressman Brad Sherman, Legislative Intern
Council on Foreign Relations, Editorial Intern
Dubai Electricity and Water Authority, Manager
Embassy of Greece in Azerbaijan, Intern
Environmental Protection Agency, Communications Intern
Environmental Protection Agency, Summer Intern

(See next page)
Summer Opportunities in GOVERNMENT

POSITIONS

Equal Employment Opportunity Commission, Data Analytics Intern
Equal Employment Opportunity Commission, Research Intern
Federal Communications Commission, Intern
Federal Reserve Bank of St. Louis, Research Intern
Federal Trade Commission, Honors Paralegal Program
Fermi National Accelerator Laboratory, Summer Research Intern
FLL Airport, Capital Improvement Program
Government of Singapore
Kings County District Attorney's Office, Intern
Knesset
Los Alamos National Laboratory, Theoretical Intern
Los Angeles Superior Court, Small Claims Advisor
Louisiana 3rd Judicial District Judges' Office, Intern
Massachusetts State Senate, Legislative Intern
Mayor's Office of Community Empowerment and Opportunity, Mayor's Food Policy Fellow
Ministry of Foreign Affairs, Intern
Ministry of Foreign Affairs Singapore, Intern
Mohave Consolidated Courts, Intern
NASA, Astrobiology Research Intern
New Jersey 13th Legislative District, Intern
National Aeronautics and Space Administration (NASA), Geospace Physics Laboratory Intern
Naval Research Laboratory, Pathways Physical Science Intern
New York Attorney General, Intern
Office of Congressman Charles W. Dent, Intern
Office of Congressman David Valadao, Intern
Office of Senator Bob Menendez, Intern (2)
Office of Senator Robert Hertzberg, Intern
Office of Senator Robert P. Casey, Jr., Legislative Intern
Office of the Attorney General, Summer Intern
Office of the New York State Attorney General Eric Schneiderman, Summer Legal Intern
Pennsylvania Department of Education, Fox Fellow
Philadelphia City Hall, City Council Fellow
Rep. Diana DeGette Congressional Office, Congressional Intern
Rep. Joe Moody's District Office, Office Intern
Santa Clara County, Intern
Santa Clara County Registrar of Voters, Elections Specialist
U.S. Army Medical Research Institute of Chemical Defense, Oak Ridge Institute for Science and Education (ORISE) Intern
U.S. Congress, Finance Team Intern
U.S. Congress, Interim Press Secretary Intern
U.S. Department of Commerce, Intern
U.S. Department of Commerce, Cuba Desk Intern
U.S. Department of Energy, Scholar
U.S. Department of Energy National Energy Technology Laboratory, Mickey Leland Energy Fellow
U.S. Department of Health and Human Services, Office of the Director Summer Fellow
U.S. Department of Labor Women's Bureau, Intern
U.S. Department of State, Summer Intern (2)
U.S. Embassy in Moscow, Digital Media and Press Intern
U.S. Forest Service, Research Assistant
U.S. House of Representatives, Congressional Intern (3)
U.S. House of Representatives, Ways and Means Committee Intern
U.S. Marine Corps., Marine Officer Candidate
Washington D.C. Police Department White House, Summer Intern
Summer Opportunities in HEALTHCARE

METHOD
How students obtained their accepted job or internship offers

- Applied directly to organization: 36%
- Other Research: 8%
- Clinical Research: 28%
- Communications/Marketing: 4%
- Biomedical (Other): 21%
- Hospital/HMO Admin.: 8%
- Other: 7%
- Other Clinical (Non-Nursing): 9%
- Healthcare Policy/Mgmt.: 3%
- Public Health Admin.: 3%
- Other: 4%
- Admin. Support: 4%
- Nursing Home: 1%
- Other: 4%
- Hospital: 71%
- Community/Public Health Center: 8%
- For-Profit/Private Health Care Provider: 16%
- Health Maintenance Organization: 4%
- Full-Time: $1,730

AVERAGE MONTHLY SALARY
Full-Time: $1,730
(30+ hrs/wk)

INDUSTRY BREAKDOWN

- Hospital: 71%
- Community/Public Health Center: 8%
- Nursing Home: 1%
- Health Maintenance Organization: 4%
- For-Profit/Private Health Care Provider: 16%

JOB FUNCTION BREAKDOWN

- Applied directly to organization: 36%
- Other Research: 8%
- Clinical Research: 28%
- Communications/Marketing: 4%
- Biomedical (Other): 21%
- Hospital/HMO Admin.: 8%
- Other: 7%
- Other Clinical (Non-Nursing): 9%
- Healthcare Policy/Mgmt.: 3%
- Public Health Admin.: 3%
- Other: 4%
- Admin. Support: 4%
- Nursing Home: 1%
- Other: 4%
- Hospital: 71%
- Community/Public Health Center: 8%
- For-Profit/Private Health Care Provider: 16%

POSITIONS

- Access Community Health Network, Summer Intern
- Accolade Inc., Operations Intern
- AmeriHealth Caritas, Corporate Public Policy Intern
- American University of Beirut Medical Center, Research Assistant
- Animal Rescue Kieberg
- Animal Medical Clinic of Dulany
- Valley, Veterinarian Technician
- Aravind Eye Care Hospital, Research Project Student
- Asthma Center, Social Media Consultant
- Atlanticare, Intern
- BlueCross BlueShield Association
- Blythedale Children's Hospital
- Boston Children's Hospital, Student Intern
- Brigham and Women's Faulkner Hospital, Strategy and Clinical Program Development Intern
- CASI Student Programs– Shahi Exports Pvt. Ltd., Intern
- COTA Inc., Consultant
- Castleman Disease Collaborative Network, Patient Coordinator
- Chappaqua Pediatrics, Healthcare Intern
- Children's Hospital of Los Angeles, Clinical Observer
- Children's Hospital of Philadelphia, CRISSP Intern

TIMING
When students received their offers

88% of students received their offers during or after the spring semester

- Dec. 2015 or earlier: 12%
- Jan. 2016: 3%
- Feb.: 9%
- March: 24%
- April: 27%
- May 2016: 25%
POSITIONS

Children's Hospital of Philadelphia, Community Health Worker and Research Assistant
Children's Hospital of Philadelphia, Research Assistant (15)
Children's Hospital of Philadelphia, Work-Study Student
Children's Hospital of Philadelphia, Lab Assistant
Children's National Medical Center, Clinical Research ED Intern
Chinmay Organisation for Rural Development, Intern
Cleveland Clinic, Medical Doctor
Close Concerns, Summer Associate
Cohen Children's Medical Center, Research Assistant
Community Based Care Management Program, Qualitative Healthcare Research Assistant
Elite Sports Physical Therapy, Intern
Englewood Hospital and Medical Center, Intern
Flik
Foundation for International Medical Relief for Children, International Health Fellow
Guatemala Health Initiative, Research Intern (2)
Hospital at the University of Pennsylvania, Research Assistant (3)
Independence Blue Cross, Intern
Johns Hopkins University Health System, Intern and Research Assistant
Just Kids Pediatric Dentistry Intern
Kaiser Permanente (Mid Atlantic States Region), Intern
LDC, Biomedical Language Annotator
Lena Pearlman and Associates, Marketing Intern
Massachusetts General Hospital, Research Assistant/Data Analysis
Massachusetts General Hospital CTNI, Staff Assistant
Mayo Clinic, Clinical Research Intern
Michigan Alzheimer's Disease Center, Research Intern
Mobile Equine Veterinarian, Veterinary Assistant
Molina Healthcare, Business Development Intern
Monroe Carell Jr. Children's Hospital at Vanderbilt, Injury Prevention Intern
Montefiore Medical Center, Intern
Mount Sinai Hospital, Genetic Counseling Observer/Intern
Mount Vernon Physical Therapy Clinic, Clinical Intern
NYU Langone Medical Center, Student/Volunteer
National Health Service UK, Clinical Observer
Negrey Eye Associates, Desk Clerk
New York University Health System, Volunteer (2)
Nittany Eye Associates, Optics Lab Technician
Northwell Health, Healthcare Administrative Intern
Open Door Family Medical Centers, Dental Assistant
Orthopedic Spine Specialist, Research Assistant
PURM Award - Children's Hospital of Philadelphia and University of Penn. School of Nursing, Research Assistant
Personal Clinic, Doctor and Professor
Punjab Thalassemia Prevention Programme, Data Analyst
Stanford University Health System, Undergraduate Intern
Stony Brook University School of Medicine, ASPE Summer Undergraduate Research Fellow
TecoskyDMD, Student Shadower
Teva Pharmaceuticals
University of Michigan Health System, ASPET Summer Research Fellow
University of Pennsylvania Health System, Administrative Assistant (3)

University of Pennsylvania Health System, Clinical Research Assistant
University of Pennsylvania Health System, Clinical Research Coordinator
University of Pennsylvania Health System, Lab Assistant
University of Pennsylvania Health System, Medical Chart Abstractor
University of Pennsylvania Health System, Research Analyst
University of Pennsylvania Health System, Research Assistant (30)
University of Pennsylvania Health System, Research Associate
University of Pennsylvania Health System, Student Worker (3)
University of Pennsylvania Health System, Undergraduate Research Intern
University of Pennsylvania Health System, Undergraduate Researcher (5)
University of Pennsylvania Health System, Undergraduate Scholar's Program
University of Pennsylvania Health System, Volunteer
University of Pennsylvania Health System - McKay Orthopaedic Research Laboratory, Research Assistant
University of Pittsburgh Medical Center, Summer Associate
Virginia Commonwealth University Health System
Walter Reed National Military Medical Center, Observer
Weill Cornell Medical Center
Weltthe
Wetzl and Periodontal Associates, Student Shadower
Women's Healthcare of Princeton, Clinical Coordinator
Summer Opportunities in

HOSPITALITY, LEISURE & SPORTS

POSITIONS
Avalon Beach Patrol, Senior Lifeguard
Buckingham Browne and Nichols School, Summer Camp Painting and Sculpture Teacher
Camp Becket BCCYMCA, Unit Director
Camp Caribou, Program Director
Camp Galileo, Substitute Camp Counselor
Camp Judaea, Counselor
Camp Moshava, Counselor
Camp Ramah, Assistant Division Head
Camp Ramah in Wisconsin, Senior Counselor
Camp Ramah in the Berkshires, Special Needs Counselor
Camp Wicosuta, Camp Counselor
Cedarbrook Country Club, Tennis Pro
Chipotle Mexican Grill, Crew Cohasst Summer Swim Team, Head Coach
Copa Cabana, Host
Derspinna Kennels
Dions Pizza
DropChef, Intern
Estonia Resort & Spa Hotels, Spa Receptionist
Garden City Recreation
Golden State Warriors
Habonim Dror Camp Tavor, Education Director
Harvey Cedars Beach Patrol, Lifeguard
Historic Philadelphia Inc.
Holland America Group, Intern Host C, Finance Operations
Interlochen Arts Camp, Cabin Counselor
IntoTheClouds, Marketing Intern
Julian Krinsky Camps & Programs, Residential Advisor
Julian Krinsky Camps & Programs, Residential Teaching Assistant (2)
Marriott International, Analyst and Associate
Nantucket Golf Club, Golf Course Architecture & Management Intern
Original Village Pizza
Paolo's Ristorante, Host/Server/Busboy
Philmont Scout Ranch, Ranger
PlanetBravo, Summer Camp Instructor
Pool & Yacht Club, Waitress
Red Owl Tavern, Hostess & Barista
Reston Association, Camp Counselor
River Drifters, Whitewater Raft Guide
Sea Isle City Beach Patrol, Lifeguard
Spuntino, Server
St. Croix Dolphins Swim Camp, Office Assistant & Camp Counselor Leader
Starbucks Co., Supervisor
Sushiro, Hostess/Busser/Runner
Swire, Management Trainee Intern
TIDY, Business Developer Analyst
Twin Spring Farm Day Camp, Senior Counselor
Willa Jean
Wiregrass Cardinals, Assistant Coach
XTC Dive Cenete, Dive Instructor
YMCA Camp Ernst, Crew Leader

METHOD
How students obtained their accepted job or internship offers

<table>
<thead>
<tr>
<th>Method</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>On-Campus Recruiting (OCR)</td>
<td>0%</td>
</tr>
<tr>
<td>Other Career Services leads (non-OCR)</td>
<td>0%</td>
</tr>
<tr>
<td>Previous employer/internship</td>
<td>12%</td>
</tr>
<tr>
<td>Contacts/family/friends/alumni</td>
<td>18%</td>
</tr>
<tr>
<td>Online database (Not PennLink or iNet)</td>
<td>6%</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
</tr>
<tr>
<td>Special program</td>
<td>2%</td>
</tr>
<tr>
<td>Penn-sponsored program</td>
<td>0%</td>
</tr>
</tbody>
</table>

AVERAGE MONTHLY SALARY
Full-Time: 1,758 (30+ hrs/wk)

TIMING
When students received their offers

<table>
<thead>
<tr>
<th>Month</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec. 2015 or earlier</td>
<td>24%</td>
</tr>
<tr>
<td>Jan. 2016</td>
<td>14%</td>
</tr>
<tr>
<td>Feb.</td>
<td>14%</td>
</tr>
<tr>
<td>March</td>
<td>14%</td>
</tr>
<tr>
<td>April</td>
<td>24%</td>
</tr>
<tr>
<td>May 2016</td>
<td>19%</td>
</tr>
</tbody>
</table>

76% of students received their offers during or after the spring semester
Summer Opportunities in
LEGAL SERVICES

METHOD
How students obtained their accepted job or internship offers

- Applied directly to organization: 35%
- On-Campus Recruiting (OCR): 0%
- Other Career Services leads (non-OCR): 12%
- Previous employer/internship: 0%
- Online database (Not PennLink or iNet): 0%
- Other: 0%
- Special program: 0%
- Penn-sponsored program: 0%

AVG. MONTHLY SALARY
Full-Time: $1,471
(30+ hrs/wk)

JOB FUNCTION BREAKDOWN

- Paralegal: 70%
- Administrative Support: 6%
- Research: 6%
- Market Research & Advertising: 12%
- Other: 6%
- 83% of students received their offers during or after the spring semester

TIMING
When students received their offers

- Dec. 2015 or earlier: 13%
- Jan. 2016: 0%
- Feb.: 13%
- March: 20%
- April: 20%
- May 2016: 33%

POSITIONS
Brooklyn Defender Services, Intern Investigator
Corina Fassouli-Grafanaki & Associates Law Firm, Law Intern
Corpkit Legal Supplies, Intern
Dua Associates, Mergers & Acquisitions Summer Intern
Greenspoon Marder, Summer Intern and Law Clerk
Law Firm Korea, Intern
Law Office of Patricia Rees, Intern
Menard & Menard, LLC., Paralegal
Paul, Weiss, Rifkind, Wharton & Garrison LLP, Business Development Intern
Personal Law, Summer Intern and Paralegal
Proskauer Rose, LLP, Summer Paralegal
Public Defender Service for the District of Columbia, Intern Investigator (2)
Public Interest Law Center, Legal Assistant
Public Interest Law Center of Philadelphia, Communications & Development Intern
Schachter Portnoy, LLC, Intern
Steptoe and Johnson LLP
Summer Opportunities in MANUFACTURING

METHOD
How students obtained their accepted job or internship offers

- Applied directly to organization: 19%
- On-Campus Recruiting (OCR): 19%
- Previous employer/internship: 11%
- Online database (Not PennLink or iNet): 7%
- Contacts/family/friends/alumni: 22%
- Other Career Services leads (non-OCR): 4%
- Special program: 0%
- Penn-sponsored program: 4%

AVERAGE MONTHLY SALARY
Full-Time: $2,962 (30+ hrs/wk)

JOB FUNCTION BREAKDOWN

- Product/Brand Management: 11%
- Administration/Operations: 15%
- Communications: 7%
- Consulting: 7%
- Data Analyst: 41%
- Research & Development: 11%
- Healthcare Policy: 4%
- Systems: 4%
- Administration/Operations: 15%
- Product/Brand Management: 11%
- Communications: 7%
- Consulting: 7%
- Data Analyst: 41%
- Research & Development: 11%
- Healthcare Policy: 4%
- Systems: 4%

INDUSTRY BREAKDOWN

- Biomedical Products/Pharma: 52%
- Consumer Products: 22%
- Other: 4%
- Aerospace: 11%
- Electronics/Robotics: 4%

POSITIONS

- ABB Inc., Market Analyst Intern
- AbbVie, Corporate Strategy Intern
- Abbott, Intern
- Bristol-Myers Squibb, Research Intern
- Capitol Mazda, Executive Assistant
- Daewon Pharmaceutical Company
- General Electric, Communications Intern
- General Motors, Brand Licensing Intern
- Gilead Sciences, CCF Intern
- GlaxoSmithKline
- Kraft Heinz Company, Corporate Management Intern (3)
- MedImmune, Analyst Intern
- Medpace Junior, Intern
- Mondelez International, Summer Associate Brand Assistant
- Northrop Grumman, Contracts Administrative Intern
- Northrop Grumman, Technical College Intern (2)
- Novartis, Intern
- Novartis China, Summer Business Development Analyst
- Novo Nordisk Inc., Early Talent Summer Intern
- Promega, Research Intern
- SensorAll LLC
- Shahi Exports, Intern
- Unbound Operations, Intern
- Vertex Pharmaceuticals, Summer Intern

TIMING
When students received their offers

- 11% in December, 2015, or earlier
- 0% in January, 2016
- 11% in February
- 23% in March
- 27% in April
- 27% in May 2016

89% of students received their offers during or after the spring semester
Summer Opportunities in NON-PROFIT

METHOD
How students obtained their accepted job or internship offers

- Applied directly to organization: 46%
- Direct Service: 8%
- Program Planning & Evaluation: 6%
- Fundraising: 5%
- Admin. Support: 7%
- Camp Counselor: 3%
- Lobbying: 2%
- Teaching: 5%
- Communications & Marketing: 14%
- Curatorial: 9%
- Graphics/Design: 3%
- Arts Admin.: 5%
- Research: 20%
- Other: 13%
- Online database (Not PennLink or iNet): 5%
- Contacts/family/friends/alumni: 24%
- Previous employer/internship: 4%
- Other Career Services leads (non-OCR): 2%
- On-Campus Recruiting (OCR): 0%
- Special program: 0%
- Penn-sponsored program: 17%

AVERAGE MONTHLY SALARY
Full-Time: $1,510 (30+ hrs/wk)

TIMING
When students received their offers

- 8% Dec. 2015 or earlier
- 4% Jan. 2016
- 4% Feb.
- 22% March
- 34% April
- 28% May 2016

INDUSTRY BREAKDOWN

- Social Services: 18%
- Cultural Institutions: 23%
- Other: 1%
- Public Interest/Advocacy: 58%

POSITIONS

Adolescent Peer Arena Foundation, Executive Assistant
Agatston Urban Nutrition Initiative, College Prep Mentor
Agatston Urban Nutrition Initiative, Cooking Crew Assistant Supervisor
Agatston Urban Nutrition Initiative, Garden Crew Assistant Supervisor
Alliance for Multicultural Community Services, RCA Specialist Assistant
amfAR - The Foundation for AIDS Research, Allan Rosenfield Public Policy Intern
American Promise Community, Organizing Intern
American Red Cross, Intern
Aquinas Center

Arizona Fair Housing Center, Intern
Ashoka, Intern
Atlantic Council, Intern
Bideoee Animal Shelter, Volunteer
Boston Public Market Association
Boy Scouts of America, Lead Route Setter
Boys & Girls Clubs of America, Government Relations Intern
Breakthrough Collaborative, Teaching Fellow
Broad Street Ministry, Intern
Brookings Institution, Research Intern
Buck Institute for Research on Aging, Research Assistant

(See next page)
Summer Opportunities in
NON-PROFIT

POSITIONS

Business and Professional People for the Public Interest (BPI), Intern
Catholic Charities, La Tiendita Volunteer
Center for Autism Research, Administrative Support
Center for Autism Research, Language Team Student Research Assistant
Center for Ethics and Rule of Law, Summer Intern
Center for Strategic and International Studies, Intern (2)
Chicago Teachers Union Foundation, Summer Fellow
Children's Trust, Intern
Christie's, Intern
Chrysler Museum of Art, Registration Intern
Church Pension Group, Intern
Climate Action Campaign, Summer Fellow
Clinton Foundation, Intern
Collegium Institute for Catholic Thought and Culture, Summer Fellow
Community Legal Aid Society, Inc., Legal Intern
 Conservation Corps of Minnesota, Crew Leader
Cooper Hewitt Smithsonian National Design Museum, Education Intern
Covenant House, Faith Community Team Intern
Cyrus R. Vance Center for International Justice, Intern
Democratic National Committee, Political Intern in the Surrogate Operations Department
Denver Center for the Performing Arts Education Department, Teaching Assistant
DialogueDirect, Dialogueur
Drug Policy Alliance
Early Novels Database Project, Research Intern
Earth Rights Institute, Intern
Esperanza, Research Associate
FactCheck.org, Intern
FactCheck.org, Undergraduate Fellow (3)
Food Project, Assistant Grower
Food and Agriculture Organization of the United Nations, Budget Analyst
ForNGO
Foreign Policy Association, Executive Intern
Foreign Policy Research Institute, Research Assistant (3)
Foundation for Individual Rights in Education, Summer Intern
Foundation for the International Medical Relief of Children (FIMRC), Ambassador Intern
Frameworks Studio and Gallery, Associate Frammer
Free Library of Philadelphia, Work Study Intern
GRID Alternatives, Development Intern
Girls Inc., Marketing and Communication Intern
Girls Who Code, Teaching Assistant
Golden Bridges Foundation, Intern
Grassroots Campaigns, Street Canvasser
Greater Philadelphia Coalition Against Hunger, Intern
Hebrew Union College Museum, Curatorial Intern
Hillary for America, Finance Intern
Historic Germantown, Intern
Horizon Government Affairs, Summer Intern
Hound Labs, Intern
House of Blues Music Forward Foundation, Development Intern
Hudson Institute, Intern
Institute of Contemporary Art, Assistant to Director of Curatorial Affairs
Institute of Contemporary Art, Intern (2)
Institute of Contemporary Art, Programming Intern
Institute of World Politics, Research Intern
Inter-American Dialogue, Energy, Climate Change, and Extractive Industries Program Intern
International House Philadelphia, Film and Arts Intern
International Rescue Committee, Intern
International Rescue Committee, Refugee Resettlement Intern (2)
Jewish Museum of Maryland, Education and Programs Intern
Jhpiego, Intern
Joffrey Ballet, Community Engagement Intern
John S. and James L. Knight Foundation, Intern
Josh Gottheimer for Congress Field, Intern
KIPP Foundation, Programming Intern
KIPP Inc., Lead Intern
Kirkpatrick for Senate Campaign, Finance and Fundraising Fellow & Women for Ann Fellow
KmerpadStrategy, Intern
Knowledge Ecology, International Intern
League of United Latin American Citizens, Education and Youth Leadership Programs Intern
L'Institut des Relations Internationales et Stratégiques, Research Intern
MAM
Metropolitan Museum of Art, Intern
Mitvim Think Tank, Intern
Motivate International, Software Engineering Intern
Museum at Eldridge Street
Museum of Fine Arts Boston, Contemporary Department Intern
Museum of Qin Terracotta Warriors and the Horses
National Constitution Center
National Constitution Center, Town Hall & Digital Media Intern
National Institute on Drug Abuse (NIDA), Research Intern
National Museum of American Jewish History
National Museum of American Jewish History, Curatorial Intern (2)
National Women's Law Center, Child Care Policy Intern
Nationalities Service Center, Continuum of Care Intern
Nationalities Service Center, Family Strengthening Program Intern
Nevada Conservation Corps, Sawyer New Story, Marketing Intern
Northeastern Pennsylvania Philharmonic, Intern
Nutritional Development Services Olive Support Services, Administrative Assistant
Pace/MacGill Gallery, Intern
Pampubliko, Policy Researcher
Partners for Education, Tutor Counselor
Partnership for Public Service, Research Fellow
Penn Museum, Research Assistant
Pennsylvania Democratic Party, Communications Fellow
Pennsylvania Horticultural Society, LandCare Intern

(See next page)
Summer Opportunities in
NON-PROFIT

POSITIONS
Philadelphia 2016 Host Committee for the Democratic National Convention, Intern (2)
Philadelphia 2016 Host Committee for the Democratic National Convention, Press Assistant
Philadelphia Futures, Summer Intern and Course Teaching Assistant
Philadelphia Mural Arts, Summer Intern
Philadelphia Mural Arts, Program Summer Artist Intern
Phillips Collection, K-12 Intern
The Print Center, Intern
Project HOME, Advocacy and Public Policy Intern
Reinvestment Fund, Lending Analyst
Reinvestment Fund, Marketing and Investor Relations Intern
Reporters Committee for Freedom of the Press, Journalism Intern
Republican National Convention, Associate Scheduler
Robert Wood Johnson Foundation, Intern
Russ for Wisconsin, Intern
Samaj Pragati Sahayog, Intern
Scribe Video Center, Intern
Sierra Leone Children’s Fund, Project Manager
Smithsonian Tropical Research Institute
Special Olympics, Camp Counselor
Steve Lindbeck for Congress, Intern
Third Way, Intern
Tipping Point Community, Communications Fellow
US-ASEAN Business Council, Research and Policy Intern
United Helping Hands Nepal, Tutor/Ambassador
United Nations, Advisor
Vancouver First Church of the Nazarene, Summer Intern
William Penn Foundation, Summer Investment Analyst
Women’s Microfinance Initiative, Summer Intern
YIVO Institute for Jewish Research, Summer Education Intern
YMCA, Day Camp Counselor
YMCA, Lifeguard
YMCA, School Age Learning Assistant (2)
Youth For Understanding Turkey, Special Projects Intern
Summer Opportunities in REAL ESTATE

**METHOD**
How students obtained their accepted job or internship offers

- **6%** Applied directly to organization
- **13%** Other Career Services leads (non-OCR)
- **75%** Contacts/family/friends/alumni
- **0%** Previous employer/internship
- **0%** Online database (Not PennLink or iNet)
- **0%** Other
- **6%** Special program
- **0%** Penn-sponsored program

**AVERAGE MONTHLY SALARY**

Full-Time: **$2,313**
(30+ hrs/wk)

**JOB FUNCTION BREAKDOWN**

- **27%** Real Estate Sales
- **27%** Real Estate Investment Analyst
- **20%** Communications & Marketing
- **13%** Real Estate Development
- **6%** Property Mgmt.
- **6%** Consulting Research
- **2%** Real Estate Investment Analyst

**TIMING**
When students received their offers

- **43%** March
- **29%** April
- **21%** May 2016
- **0%** Dec. 2015 or earlier
- **0%** Jan. 2016
- **7%** Feb.

100% of students received their offers during or after the spring semester.

**POSITIONS**

- **Brickman Associates, Intern**
- **CBRE Group, Inc., Sales and Brokerage Intern**
- **CMC Group, Inc. Miami, Summer Intern**
- **Cross Properties, Summer Real Estate Analyst**
- **Doyle Real Estate Advisors, Intern (2)**
  - Equity Commonwealth, Summer Leasing Associate
  - Farr Associates, Intern
  - HFF, Summer Analyst
  - Hang Lung Properties Ltd., Central Multimedia Team Intern
- **Pyramid Management Group, Operations Intern**
- **RCLCO Real Estate Advisors, Intern**
- **Resource America, Intern**
- **Resource Real Estate, Inc., Acquisitions Intern**
- **Wareham Development, Intern**
Summer Opportunities in RETAIL

**METHOD**
How students obtained their accepted job or internship offers

- 25% Applied directly to organization
- 15% Other Career Services leads (non-OCR)
- 11% Previous employer/internship
- 9% Contacts/family/friends/alumni
- 9% Online database (Not PennLink or iNet)
- 5% On-Campus Recruiting (OCR)
- 3% Other
- 3% Special program
- 3% Penn-sponsored program

**AVERAGE MONTHLY SALARY**
Full-Time: $1,869
(30+ hrs/wk)

**TIMING**
When students received their offers

- 12% Dec. 2015 or earlier
- 0% Jan. 2016
- 15% Feb.
- 12% March
- 15% April
- 46% May 2016

88% of students received their offers during or after the spring semester

**POSITIONS**
101 Mobility, Accounting Intern
Alice + Olivia, E-Commerce Intern
Anthropologie, Part-Time Customer Associate
Barneys New York, Summer Intensive College Student
Best Market, Cashier
Bloomingdale’s, Buying Intern – Men’s Tailored
Bloomingdale’s, Omni Merchant Intern
Bloomingdale’s, Omni Planning Intern
Bloomingdale’s, Omni Merchant Development Intern
Burlington Stores, eCommerce Intern
Chanel, Watches and Fine Jewelry Education Intern
Coty, Treasury Intern
Dahmakan, Entrepreneur in Residence
Dick’s Sporting Goods, Integrated Marketing Intern
Fresh Egg Farm Stand, Cashier
Gap Inc., Sales Associate
HipVan, Marketing Intern
Home Depot, Cashier
IKEA, Marketing Strategy Intern
Island Snow Hawaii
Jeniel LLC, Team Member
Kohl’s, Point of Sales
Macy’s, Inc., Brand Management Intern
Macy’s, Inc., Private Brands Intern
Macy’s, Inc., Ready-to-Wear JM Collection Knits Product Development Intern
Negative Underwear, Customer Insights Intern
New York and Company, Sales Associate
Nordstrom, Salesperson
Suntory PepsiCo Vietnam Beverages (SPVB), Pepsi Brand Marketing Intern
SidelineSwap, Inc., Growth and Marketing Intern
Sunglass Menagerie, Salesperson
Sylvania Cleaners, Cashier and Assistant Manager
Target, Cashier
Target, In-Stocks Team Member
Twins Enterprise, Retailer
Under Armour, Basketball Global Marketing Intern
Vineyard Vines, Sales Associate
Walmart Global, eCommerce Marketing Intern
Summer Opportunities in TECHNOLOGY

METHOD
How students obtained their accepted job or internship offers

- 27% Applied directly to organization
- 12% On-Campus Recruiting (OCR)
- 17% Other Career Services leads (non-OCR)
- 3% Previous employer/internship
- 8% Online database (Not PennLink or iNet)
- 3% Other
- 7% Special program
- 2% Penn-sponsored program

AVERAGE MONTHLY SALARY
Full-Time: $4,012 (30+ hrs/wk)

46.7% of students worked in start-ups

TIMING
When students received their offers

- 19% Dec. 2015 or earlier
- 7% Jan. 2016
- 2% Feb.
- 29% March
- 22% April
- 21% May 2016

81% of students received their offers during or after the spring semester

POSITIONS
Amazon, Associate Sales Intern
Amdocs, Corporate Strategy Summer Analyst
Analytical Flavor Systems, Android Intern
AppNexus, Account Management Intern
Apple, Software Engineering Intern
Applied Predictive Technologies, Business Consultant Intern
Asana, Software Engineering Intern
Cadence, Software Engineering Intern
CancerIQ, Summer Intern
Capptivation, Inc., Intern
Cisco Systems, Sales Development Organization
DIMACS
DoneGood, Director of Community Outreach and Research
ENSO Financial Analytics, Intern
Facebook, Client Solutions Manager
Facebook, Software Engineering Intern
Genie Staffing Solution, Business Development
Google, Associate Product Marketing Manager Intern (2)
Google, Business Intern
Google, Engineering Practicum Intern
Google, Marketing Intern
Google, Software Engineering Intern
Google, Summer Intern
Graphiq, Product Management Intern
Guru, Software Engineering Intern
Healthy.io, Business Analyst
IBM, Consulting Intern

(See next page)
Summer Opportunities in TECHNOLOGY

POSITIONS

IBM, Software Engineer
Intrexon Corporation, Mergers & Acquisitions Business Development Intern
Klara, Growth & Marketing Intern
Knit Health, Design Intern
LeagueSide, Product Management and Marketing Summer Associate
Mastercard, Strategy and Transformation Intern
Maven, Campus Marketing Intern
Max2 Inc., Software Development Intern
MicrosoftACE, Marketing Intern
MongoDB, Software Engineering Intern
Nasdaq, Business Analyst Intern

Nickel, Development Intern
PTC, Product Management Intern
Pegasystems, Systems Architect Intern
Persado, Campaign Management Intern
Planvan, Product Development Associate
Playabl, Marketing Intern
Pulse Biosciences, Biology Intern
Quartermaster, Career Success Intern
Ripl, Marketing Intern
Rocket Software, Software Engineer Intern
Samsung, Corporate Reputation Intern
Samsung Electronics, America Experiential Marketing Intern
Spotluck, Intern
StartApp, Marketing Intern
Syntelli Solutions Inc., Data Science Intern
Thrive Commerce, Sales & Marketing Intern
TripAdvisor, Optimizer Intern
Tuneln, Content Intern
Turnstyle Analytics, Summer Developer Intern
UES, Research Assistant
Wayfair, Internal Consultant